MEDWAY LOCAL PLAN 2041

REGULATION 18 CONSULTATION

JULY 2024

DRAFT VIABILITY ASSESSMENT FOR CONSULTATION

Medway Council

Serving You

EXPLANATORY NOTE FROM MEDWAY COUNCIL

Medway Council commissioned this Viability Assessment in 2021 on an emerging draft Medway Local Plan. The Council did not publish the emerging draft Local Plan.

The Council is publishing this document as part of the current Regulation 18 consultation on the preparation of the new Local Plan.

The Viability Assessment considers potential development sites and policies that were in the emerging draft plan in 2021.

There are now different proposed policies and development sites under consideration in the current Regulation 18 consultation.

The Council notes the range of changes, but is publishing this document for consultation as part of the emerging evidence base for the new Local Plan.

The Council welcomes comments on this document as part of the Regulation 18 consultation. The representations received will be addressed in the update of the Viability Assessment for the new Medway Local Plan. The Council will produce an updated Viability Assessment for publication with the Draft Local Plan in 2025.

Local Plan Viability Assessment

(including CIL)

Regulation 19 Consultation

December 2021

Planning & Development

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No part of this report constitutes a valuation and the report should not be relied on in that regard.

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1. Introduction

Scope

1.1 Medway Council (the Council, MC) is preparing a new Local Plan. The Council intends to publish its draft Plan for representations under Regulation 19 of the plan-making process shortly. The draft Plan will set out a proposed spatial strategy and development allocations to meet the needs of its growing population.

1.2 This report is the final iteration of the Viability Assessment that was commissioned in 2019, to inform the development of the Local Plan, and is to be published with the Regulation 19 consultation. HDH Planning & Development Ltd was appointed to advise in connection with several matters:

a. Review of affordable housing policy within the Council area (including tenure split).

b. Whole plan viability to consider all other standards and policy requirements.

c. To consider the scope for Community Infrastructure Levy (CIL).

1.3 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the policies, to be set out in the emerging Plan and in relation to the potential development sites to be allocated. This will allow Medway Council to further engage with stakeholders, to ensure that the new Plan is effective.

1.4 A consultation event was held on 9th October 2019. Representatives of the main developers, development site landowners, 'call for site' landowners, their agents, planning agents and consultants working in the area, and housing providers were invited. There has been a delay in finalising this report due to COVID-19 and while information concerning the Strategic Sites was gathered and refined (a process that was completed in October 2021). Further consultation was not undertaken on this iteration of this report in 2021, however this report will be published for further consultation with the Regulation 19 iteration of the Local Plan.

1.5 Over the several years before this report, various Government announcements were made about changes to the planning processes. The Ministry of Housing Communities and Local Government (MHCLG)[1] updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG) in July 2018. In February 2019 (2019 NPPF) and then July 2021 (2021 NPPF) the NPPF was further updated, although these changes did not impact on viability. In May 2019 the viability sections of the PPG were updated again. In addition to these changes, the CIL Regulations and accompanying guidance (within the PPG) was also updated. The methodology used in this report is consistent with the 2021 NPPF, the CIL Regulations (as amended) and the updated PPG.

[1] In the late summer of 2021, as part of the Government reshuffle, The Ministry of Housing Communities and Local Government has been renamed as the Department for Levelling Up, Housing and Communities (DLUHC).

1.6 In the autumn of 2020, the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. The implications in relation to viability are set out in Chapter 2 below, but are not material to this report.

1.7 It is important to note, at the start of an assessment of this type, that not all sites will be viable, even without any policy requirements or CIL. It is inevitable that Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.

Report Structure

1.8 This report follows the following format:

Chapter 2 The reasons for, and approach to viability testing, including a review of the requirements of the CIL Regulations, 2019 NPPF and updated PPG.

Chapter 3 The methodology used.

Chapter 4 An assessment of the housing market, including market and affordable housing, with the purpose of establishing the worth of different types of housing in different areas.

Chapter 5 An assessment of the non-residential market.

Chapter 6 An assessment of the costs of land to be used when assessing viability.

Chapter 7 The cost and general development assumptions to be used in the development appraisals.

Chapter 8 A summary of the various policy requirements and constraints that influence the type of development that come forward.

Chapter 9 A summary of the range of modelled sites used for the financial development appraisals.

Chapter 10 The results of the appraisals and consideration of residential development.

Chapter 11 The results of the appraisals and consideration of non-residential development.

Chapter 12 Conclusions summary and recommendations.

1.9 The Council is pursuing a Housing Infrastructure Fund (HIF) bid in relation to the proposed development on the Hoo Peninsula. Some of the data in this report may be used to further inform that process.

HDH Planning & Development Ltd (HDH)

1.10 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm's main areas of expertise are:

a. Area wide and site-specific viability analysis.

b. Community Infrastructure Levy.

c. Housing Market Assessments.

1.11 The findings contained in this report are based upon information from various sources including that provided by Medway Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.

Caveat and Material Uncertainty

1.12 No part of this report constitutes a valuation, and the report should not be relied on in that regard.

1.13 The outbreak of COVID-19 was declared by the World Health Organisation as a 'Global Pandemic' on the 11th March 2020, and continues to impact many aspects of daily life and the global economy – with some real estate markets having experienced lower levels of transactional activity and liquidity. Travel, movement and operational restrictions have been implemented by many countries. In some cases, 'lockdowns' have been applied to varying degrees and to reflect further 'waves' of COVID-19; although these may imply a new stage of the crisis, they are not unprecedented in the same way as the initial impact.

1.14 The pandemic and the measures taken to tackle COVID-19 continue to affect economies and real estate markets globally. Nevertheless, as at the time of this report (November 2021), property markets are functioning again, with transaction volumes and other relevant evidence at levels where an adequate quantum of market evidence exists upon which to base opinions of value.

1.15 Having said this, in respect of the development sectors, we continue to be faced with an unprecedented set of circumstances caused by COVID-19. Consequently, in respect of this report the assessment of viability is less certain, so a higher degree of caution should be attached to our findings than would normally be the case.

1.16 For the avoidance of doubt this does not mean that the report cannot be relied upon. Rather, this note has been included to ensure transparency and to provide further insight as to the market context under which the report was prepared. In recognition of the potential for market conditions to change rapidly in response to changes in the control or future spread of COVID-19 we highlight the importance of keeping the findings under review as the plan-making process continues. We recommend that the Council keeps the assessment under frequent review.

Compliance

1.17 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS

Professional Standards and Guidance. There are two principal pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021).

1.18 *Financial viability in planning: conduct and reporting. 1st edition, May 2019* includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.

a. HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference and with reference to all appropriate available sources of information.

b. HDH is appointed by Medway Council and has followed a collaborative approach involving the LPA, developers, landowners and other interested parties. There has not been agreement on all points by all parties, it has therefore been necessary to make a judgment when making assumptions in this report.

c. The specification under which this project is undertaken is included as **Appendix 1** of this report. In October and November 2021 the Council provided further data on the Strategic Sites, asking these to be modelled and for the report to be updated.

d. HDH confirms it has no conflicts of interest in undertaking this project. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.

e. The presumption is that a viability assessment should be published in full. HDH has prepared this report on the assumption that it will be published in full.

f. HDH confirms that a non-technical summary has been provided (in the form of Chapter 12). Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the NPPF and PPG. It is firmly recommended that this report only be published and read in full.

g. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project. Initially, the time for stakeholders to comment was limited, due to the overall timetable for the production of the new Local Plan. To accommodate the concerns of consultees the consultation period was extended.

h. This assessment incudes appropriate sensitivity testing in Chapter 10. This includes the effect of different tenures, different affordable housing requirements against different levels of developer contributions, and the impact of price and cost change.

i. The Guidance includes a requirement that, '*all contributions to reports relating to assessments of viability, on behalf of both the applicants and authorities, must comply with these mandatory requirements. Determining the competency of subcontractors is the responsibility of the RICS member or RICS-regulated firm*'. Much of the information that informed this Viability Assessment was provided by Medway Council. This

information was not provided in a subcontractor role and, in accordance with HDH's instructions, this information has not been challenged nor independently verified.

Metric or Imperial

1.19 The property industry uses both imperial and metric data – often working out costings in metric (£/m^2) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1ft	=	0.30m
1m^2	=	10.76 sqft	1sqft	=	0.0929m^2
1ha	=	2.471acres	1acre	=	0.405ha

1.20 A useful broad rule of thumb to convert m^2 to sqft is simply to add a final zero.

2. Viability Testing

2.1 Viability testing is an important part of the planning process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), and is a requirement of the CIL Regulations. In each case the requirement is slightly different, but they have much in common.

2.2 Over several years in the run up to this report various national consultations have been carried out about different aspects of the plan-making process. These have included references to, and sections on, viability. The NPPF and Planning Practice Guidance (PPG) were updated in July 2018 replacing the earlier documents. The NPPF was further updated in February 2019 and again in July 2021, although the changes in these more recent iterations do not directly impact on the requirements to consider viability.

National Planning Policy Framework

2.3 Paragraph 34 of the 2019 NPPF says that Plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the plan.

> *Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.*

2.4 As in the 2012 NPPF (and 2018 NPPF), viability remains an important part of the plan-making process. The changes made in July 2021, do touch on matters where viability will be a factor:

> *Strategic policies should look ahead over a minimum 15 year period from adoption, to anticipate and respond to long-term requirements and opportunities, such as those arising from major improvements in infrastructure. Where larger scale developments such as new settlements or significant extensions to existing villages and towns form part of the strategy for the area, policies should be set within a vision that looks further ahead (at least 30 years), to take into account the likely timescale for delivery.*
>
> *2021 NPPF, Paragraph 22*
>
> *To ensure faster delivery of other public service infrastructure such as further education colleges, hospitals and criminal justice accommodation, local planning authorities should also work proactively and positively with promoters, delivery partners and statutory bodies to plan for required facilities and resolve key planning issues before applications are submitted.*
>
> *2021 NPPF, Paragraph 96*

2.5 The 2019 NPPF does not include detail on the viability process, rather stresses the importance of viability. The main change is a shift of viability testing from the development management stage to the plan-making stage.

> *Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the*

> *viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.*
>
> *2021 NPPF Paragraph 58*

2.6 Consideration has been made to the updated PPG (see below). This Viability Assessment will become the reference point for any viability assessments submitted through the Development Management process.

2.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2021 NPPF. The following, updated, definition is provided:

> ***Deliverable****: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:*
>
> *a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).*
>
> *b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.*
>
> *2021 NPPF Glossary*

2.8 Under the heading *Identifying land for homes*, the importance of viability is highlighted:

> *Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:*
>
> *a) specific, deliverable sites for years one to five of the plan period; and*
>
> *b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.*
>
> *2021 NPPF Paragraph 68*

2.9 Under the heading *Making effective use of land*, viability forms part of ensuring land is suitable for development:

> *Local planning authorities, and other plan-making bodies, should take a proactive role in identifying and helping to bring forward land that may be suitable for meeting development needs, including suitable sites on brownfield registers or held in public ownership, using the full range of powers available to them. This should include identifying opportunities to facilitate land assembly, supported where necessary by compulsory purchase powers, where this can help to bring more land forward for meeting development needs and/or secure better development outcomes.*
>
> *2021 NPPF Paragraph 121*

2.10 The 2021 NPPF does not include technical guidance on undertaking viability work. This is included within the Planning Practice Guidance (PPG), the viability sections of which were updated in July 2018 and again in May 2019. The CIL sections of the PPG were updated in September 2019.

Planning Practice Guidance

2.11 The viability sections of the PPG (Chapter 10) have been completely rewritten. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. Having said this, the emphasis of viability testing has been changed significantly. The, now superseded, requirements for viability testing were set out in paragraphs 173 and 174 of the 2012 NPPF which said:

> *173 ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.*
>
> *174 ... the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle...*

2.12 The test was whether or not the policy requirements were so high that development was threatened. Paragraphs 10-009-20190509 and 10-009-20190509 radically change this:

> *... ensure policy compliance and optimal public benefits through economic cycles...*
>
> *10-009-20190509*
>
> *and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*
>
> *10-009-20190509*

2.13 The purpose of viability testing is now to ensure that '*maximum benefits in the public interest*' has been secured. This is a notable change in emphasis, albeit in the wider context of striking a balance between the aspirations of developers and landowners, in terms of returns against risk.

2.14 The core requirement to consider viability links to paragraph 57 of the 2021 NPPF:

> *Plans should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards including the cost implications of the Community Infrastructure Levy (CIL) and planning obligations. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and the total cumulative cost of all relevant policies will not undermine deliverability of the plan.*
>
> *23b-005-20190315*

2.15 This assessment takes a proportionate approach to considering the cumulative impact of policies and planning obligations.

2.16 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.17 The overall requirement is that:

> *...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...*
>
> *PPG 10-001-20190509*

2.18 This study takes a proportionate approach, building on the Council's existing evidence, and considers all the local and national policies that will apply to new development.

> *It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.*
>
> *PPG 10-002-20190509*

2.19 Consultation has formed part of this study.

> *Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.*
>
> *PPG 10-002-20190509*

2.20 A range of levels of affordable housing have been tested against a range of levels of developer contributions.

> *It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies.*
>
> *PPG 10-002-20190509*

2.21 The site selection process is well progressed. The potential Strategic Sites are tested individually (based on information provided by the Council). The Council will continue to further engage with the promoters of the key sites in the Plan.

> *Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.*
>
> *PPG 10-003-20180724*

2.22 This study is based on typologies[2] that have been developed by having regard to the potential sites that are most likely to be identified through the emerging Plan. A number of options are being explored so the different scenarios are considered.

> *Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider different potential policy requirements and assess the viability impacts of these. Plan makers can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.*
>
> *PPG 10-004-20190509*

2.23 This study draws on a wide range of data sources, including those collected through the development management process. Outliers have been disregarded.

> *It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.*
>
> *PPG 10-005-20180724*

2.24 The potential Strategic Sites are tested in this study. For the purpose of this Viability Study, Strategic Sites are those which are considered key sites on which the delivery of the Plan relies or may rely.

> *Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*
>
> *It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.*
>
> *PPG 10-006-20190509*

[2] The PPG provides further detail at 10-004-20190509:

> *A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.*
>
> *In following this process plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.*

2.25 Consultation has formed part of the preparation of this study. This study specifically considers the total cumulative cost of all relevant policies.

2.26 In May 2019 a new section was added to the PPG relating to education costs.

> *When considering viability it is recommended that plan makers and local authorities for education work collaboratively to identify which schools are likely to expand, and where new schools will be needed as a result of planned growth.*
>
> *It is important that costs and land requirements for education provision are known to inform site typologies and site-specific viability assessments, with an initial assumption that development will provide both funding for construction and land for new schools required onsite, commensurate with the level of education need generated by the development.*
>
> *The total cumulative cost of all relevant policies should not be of a scale that will make development unviable. Local planning authorities should set out future spending priorities for developer contributions in an Infrastructure Funding Statement.*
>
> *PPG 10-029-20190509*

2.27 This again stresses the importance of considering the cumulative cost of all relevant policies. This is the core purpose of this report.

Section 2 - Viability and decision taking

2.28 It is beyond the scope of this study to consider viability in decision making. It is however important to note that this study will form the starting point for future development management consideration of viability.

> *How should a viability assessment be treated in decision making?*
>
> *Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then.*
>
> *The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and viability evidence underpinning the plan is up to date, and site circumstances including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment.*
>
> *Any viability assessment should reflect the government's recommended approach to defining key inputs as set out in National Planning Guidance.*
>
> *PPG10-008-20190509*

Section 3 - Standardised inputs to viability assessment

2.29 The general principles of viability testing are set out under paragraph 10-010-20180724 of the PPG.

> *Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return.*
>
> *This National Planning Guidance sets out the government's recommended approach to viability assessment for planning. The approach supports accountability for communities by enabling them to understand the key inputs to and outcomes of viability assessment.*

> *Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government's recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. Improving transparency of data associated with viability assessment will, over time, improve the data available for future assessment as well as provide more accountability regarding how viability informs decision making.*
>
> *In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*
>
> *PPG 10-010-20180724*

2.30 This study sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to judge the appropriateness of the new policies in the emerging Local Plan and the deliverability of the potential allocations.

> *Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary.*
>
> *For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative.*
>
> *PPG 10-011-20180724*

2.31 The residential values have been established using data from the Land Registry and other sources. These have been averaged as suggested. Non-residential values have been derived though consideration of capitalised rents as well as sales.

2.32 PPG paragraph 10-012-20180724 lists a range of costs to be taken into account.

- *build costs based on appropriate data, for example that of the Building Cost Information Service*
- *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
- *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*
- *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
- *general finance costs including those incurred through loans*
- *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*

- *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return*

2.33 All these costs are taken into account.

2.34 The PPG then sets out how land values should be considered, confirming the use of the Existing Use Value Plus (EUV+) approach.

> *To define land value for any viability assessment, a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+).*
>
> *PPG 10-013-20190509*

2.35 The PPG goes on to set out:

> *Benchmark land value should:*
>
> - *be based upon existing use value*
> - *allow for a premium to landowners (including equity resulting from those building their own homes)*
> - *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees*
>
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *PPG 10-014-20190509*

2.36 The approach adopted in this study is to start with the EUV. The 'plus' element is informed by the price paid for policy compliant schemes to ensure an appropriate landowners' premium.

> *Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and*

> *development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).*
>
> *Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.*
>
> *PPG 10-015-20190509*

2.37 This report has applied this methodology to establish the EUV.

2.38 The PPG sets out an approach to the developers' return

> *Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*
>
> *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*
>
> *PPG 10-018-20190509*

2.39 As set out in Chapter 7 below, this approach is followed.

Section 4 - Accountability

2.40 This is a new section in the PPG. It sets out new requirements on reporting. These are covered outside this report.

2.41 In line with paragraph 10-020-20180724 of the PPG that says that '*practitioners should ensure that the findings of a viability assessment are presented clearly. An executive summary should be used to set out key findings of a viability assessment in a clear way*', Chapter 12 of this report is written as a standalone non-technical summary that brings the evidence together.

Community Infrastructure Levy Regulations and Guidance

2.42 The Council has not adopted CIL. The CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when undertaking a plan-wide viability assessment and considering the deliverability of development. The CIL

Regulations have been subject to several subsequent amendments[3]. CIL Regulation 14 (as amended) sets out the core principle for setting CIL.

> *Setting rates*
>
> *(1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
>
> *(a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
>
> *(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*
>
> *(2) In setting rates …*

2.43 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG. On preparing the evidence base on economic viability, the Guidance says:

> *A charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority ' s area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.*
>
> *PPG 25-019-20190901*

2.44 This study has drawn on the existing available evidence. In due course, this study will form one part of the evidence that Medway Council will use if a decision is made to pursue CIL further. The Council would also need consider other 'existing available evidence', the comments of stakeholders and wider priorities.

[3] **SI 2010 No. 948**. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* **SI 2011 No. 987**. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* **SI 2011 No. 2918**. The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* **SI 2012 No. 2975**. The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* **SI 2013 No. 982**. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* **SI 2014 No. 385**. The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* **S1 2015 No. 836**. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015*. **SI 2019 No. 966** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. **2019 No. 1103** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (No. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019*. **SI 2020 No. 781** The Community Infrastructure Levy (Coronavirus) (Amendment) (England) Regulations 2020. *Made 21st July 2020, Coming into force 22nd July 2020*. **SI 2020 No. 1226** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND, The Community Infrastructure Levy (Amendment) (England) (No. 2) Regulations 2020. Made *5th November 2020. Coming into force 16th November 2020*.

2.45 From April 2015, councils were restricted in relation to pooling S106 contributions from more than five developments[4]. These 'pooling' restrictions were lifted from September 2019. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):

a. necessary to make the development acceptable in planning terms;

b. directly related to the development; and

c. fairly and reasonably related in scale and kind to the development.

2.46 A local authority which wishes to introduce CIL must set out in a Charging Schedule the types of development to be charged (and any exceptions) and the rates of charge to be applied. CIL, once introduced, is then mandatory on all developments within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites. This is unlike s106 agreements (including affordable housing) which are negotiated with developers on a site-by-site basis (subject to the restrictions in CIL Regulation 122 and within the parameters of paragraphs 10-007 and 10-008 of the PPG).

Wider Changes Impacting on Viability

2.47 There have been a number of changes at a national level since Medway's existing viability work.

2.48 Paragraph 64 of the 2021 NPPF now sets out national thresholds for the provision of affordable housing:

> *Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.*

2.49 In this context, major development is as set out in the Glossary to the 2021 NPPF:

> ***Major development:*** *For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m2 or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.*

2.50 None of the parishes in Medway are defined as being a designated rural area. A threshold of 10 units is assumed to apply.

[4] CIL Regulations 123(3)

Affordable Home Ownership

2.51 The 2021 NPPF (paragraph 65) sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

> *Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership[5], unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:*
>
> *a) provides solely for Build to Rent homes;*
>
> *b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*
>
> *c) is proposed to be developed by people who wish to build or commission their own homes; or*
>
> *d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.*
>
> *Paragraph 64, 2019 NPPF*

2.52 The flexibility around tenure spilt has been reduced with the Government's consultation[6] in January 2021. Amongst other things, this clarified that the 10% relates to all the homes on a site. This is assumed to apply.

First Homes

2.53 In February 2020, the Government launched a consultation on First Homes. The outcome of this was announced in May 2021.

> *What is a First Home?*
>
> *First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:*
>
> *a. must be discounted by a minimum of 30% against the market value;*
>
> *b. are sold to a person or persons meeting the First Homes eligibility criteria (see below);*
>
> *c. on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,*
>
> *d. after the discount has been applied, the first sale must be at a price no higher than £250,000 (or £420,000 in Greater London).*
>
> *First Homes are the government's preferred discounted market tenure and should account for at least 25% of all affordable housing units delivered by developers through planning obligations.*
>
> *PPG: 70-001-21210524*

[5] Footnote 29 of the 2018 NPPF clarifies as '*As part of the overall affordable housing contribution from the site*'.

[6] 29th January 2021. NPPF draft for consultation (publishing.service.gov.uk)

2.54 This is assumed to apply.

Environmental Standards

2.55 Early in October 2019, the Government launched a consultation on 'The Future Homes Standard'[7]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The outcome of the consultation was announced during January[8]. It is assumed that new development will be to the Future Homes Standard Option 2 (31% CO_2 saving) and is considered in Chapter 8 below.

Biodiversity

2.56 In March 2019, the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the 2019 Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'. Within the current iteration of the Bill, it is anticipated that all consented developments (with a few exceptions), will be mandated to deliver a biodiversity net gain of 10%.

2.57 Green improvements on site would be encouraged, but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere. The costs of this requirement are considered in Chapter 8 below.

White Paper: Planning for the Future (MHCLG, August 2020)

2.58 The Government has consulted on *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. In terms of viability the two key paragraphs are:

> ***Assessments of housing need, viability and environmental impacts are too complex and opaque****: Land supply decisions are based on projections of household and business 'need' typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environ improvements nor ensure sites are brought forward and delivered;*
>
> ***Local Plans should be subject to a single statutory "sustainable development" test****, and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness, updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.*

2.59 Pillar Three of the White Paper then goes on to set out options around the requirements for infrastructure and how these may be funded. The key proposals are:

[7] https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

[8] The Future Buildings Standard - GOV.UK (www.gov.uk)

> *Proposal 19: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.*
>
> *Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision*

2.60 The above suggests a downgrading of viability in the planning system, however, as it stands, the proposals in the White Paper are options which may or may not come to be adopted so, at the time of this report (November 2021), a viability assessment is a requirement.

NPPF and National Model Design Code: consultation proposals

2.61 The Government announced a further consultation on the 31st January 2021, under the title *National Planning Policy Framework and National Model Design Code: consultation proposals*[9]. The 2021 NPPF took this forward, saying:

> *128. To provide maximum clarity about design expectations at an early stage, all local planning authorities should prepare design guides or codes consistent with the principles set out in the National Design Guide and National Model Design Code, and which reflect local character and design preferences. Design guides and codes provide a local framework for creating beautiful and distinctive places with a consistent and high quality standard of design. Their geographic coverage, level of detail and degree of prescription should be tailored to the circumstances and scale of change in each place, and should allow a suitable degree of variety.*
>
> *129. Design guides and codes can be prepared at an area-wide, neighbourhood or site-specific scale, and to carry weight in decision-making should be produced either as part of a plan or as supplementary planning documents. Landowners and developers may contribute to these exercises, but may also choose to prepare design codes in support of a planning application for sites they wish to develop. Whoever prepares them, all guides and codes should be based on effective community engagement and reflect local aspirations for the development of their area, taking into account the guidance contained in the National Design Guide and the National Model Design Code. These national documents should be used to guide decisions on applications in the absence of locally produced design guides or design codes.*

2.62 The National Design Code does not add to the cost of development. Rather it sets out good practice in a consistent format. It will provide a checklist of design principles to consider for new schemes, including street character, building type and requirements addressing wellbeing and environmental impact. Local authorities can use the code to form their own local design codes.

Queen's Speech 2021

2.63 A range of planning reforms were outlined in the papers supporting the Queen's Speech. This included the following statements. For the purpose of this study, the key points are as follows:

> *Planning Bill "Laws to modernise the planning system, so that more homes can be built, will be brought forward…"*
>
> *The purpose of the Bill is to:*

[9] National Planning Policy Framework and National Model Design Code: consultation proposals - GOV.UK (www.gov.uk)

- *Create a simpler, faster and more modern planning system to replace the current one ...*
- *Help deliver vital infrastructure whilst helping to protect and enhance the environment by introducing quicker, simpler frameworks for funding infrastructure and assessing environmental impacts and opportunities.*

The main benefits of the Bill would be:

- *Simpler, faster procedures for producing local development plans, approving major schemes, assessing environmental impacts and negotiating affordable housing and infrastructure contributions from development. ...*

The main elements of the Bill are: ... Replacing the existing systems for funding affordable housing and infrastructure from development with a new more predictable and more transparent levy.

2.64 At this stage, no detail, timetable nor draft Planning Bill have been published. In the late summer of 2021, as part of the Government reshuffle, the Ministry of Housing Communities and Local Government has been renamed as the Department for Levelling Up, Housing and Communities (DLUHC). Various ministers have commented about revisiting some of the subjects that had been consulted on, however, beyond statements that housebuilding remains a priority, no further detail have been released. The Council will need to keep this under review.

Viability Guidance

2.65 There is no specific technical guidance on how to test viability in the 2021 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions[10] that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012[11] (known as the **Harman Guidance**).

2.66 The planning appeal decisions, and the HCA good practice publication[12] suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. This approach is now specified in the PPG. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities that supports this approach.

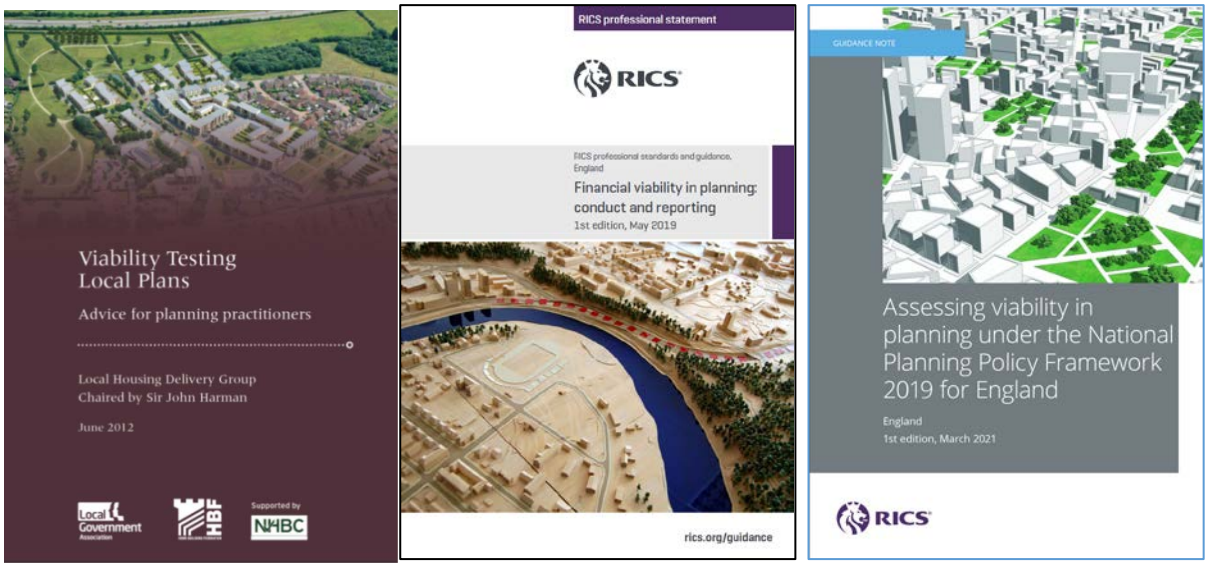
2.67 As set out at the start of this report, there are two principal pieces of relevant RICS guidance being the *Financial viability in planning: conduct and reporting RICS professional statement, England* (1st Edition, May 2019) and A*ssessing viability in planning under the National*

[10] Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

[11] Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

[12] *Good Practice Guide*. Homes and Communities Agency (July 2009).

Planning Policy Framework 2019 for England, GUIDANCE NOTE (RICS, 1st edition, March 2021).



2.68 The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. Additionally, the Planning Advisory Service (PAS) also provides viability guidance and manuals for local authorities.

2.69 These sources of guidance do not specify a step-by-step approach, rather they make reference to the NPPF and provide interpretation on implementation.

2.70 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning. This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS).

2.71 In September 2019, the HBF produced further guidance in the form of *HBF Local Plan Viability Guide* (Version 1.2: Sept 2019). This guidance draws on the Harman Guidance and the 2012 RICS Guidance, (which the RICS is updating as it is out of date), but not the more recent May 2019 RICS Guidance. This HBF guidance stresses the importance of following the guidance in the PPG and of consultation, both of which this report has done. We do have some concerns around this guidance as it does not reflect '*the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*' as set out in paragraph 10-009-20190509 of the PPG. The HBF Guidance raises several 'common concerns'. Regard has been had to these under the appropriate headings through this report.

3. Methodology

Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to the consultation event on 9th October 2019. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value
(The combined value of the complete development)

LESS

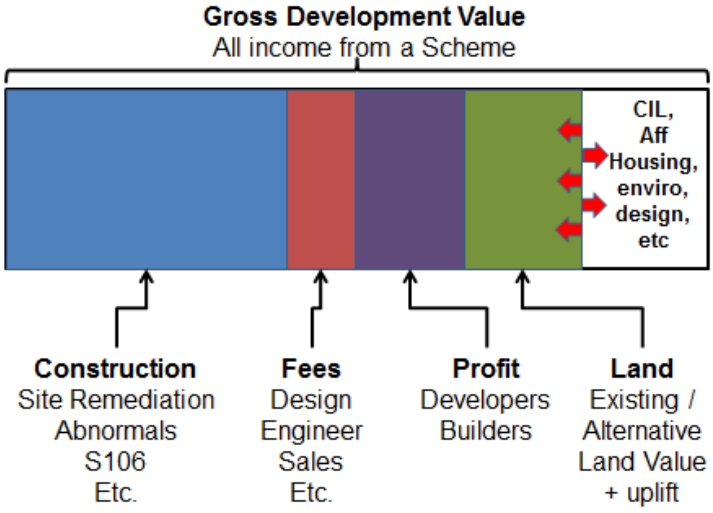
Cost of creating the asset, including a profit margin
(Construction + fees + finance charges)

=

RESIDUAL VALUE

3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).

3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority). Beyond the economies of scale that larger developers can often enjoy, the developer has relatively little control over the costs of development, and whilst there is scope to build to different standards the costs are largely out of the developer's direct control – they are what they are.



3.4 The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions a planning authority asks for, the less the developer can afford to pay for the land. The purpose

of this assessment is to quantify the costs of Medway Council's policies and to assess the effect of these and then make a judgement as to whether or not land prices are squeezed to such an extent that the Plan is not deliverable. It is necessary to take a cautious approach and ensure that policies are not set at the limits of viability.

3.5 The land value is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift' above the 'EUV' which would make the landowner sell (while allowing a sufficient contribution to comply with policy requirements).

3.6 This study is not trying to mirror any particular developer's business model – rather it is making a broad assessment of viability in the context of plan-making and the requirements of the 2019 NPPF and CIL Regulations. The approach taken in this report is different from the approach taken by developers when making an assessment to inform commercial decision making, particularly on the largest sites to be delivered over many years. At this stage of the planning process, it is necessary to work within the PPG and other relevant guidance. As set out in Chapter 2 above, it will be necessary for the promoters of the Strategic Sites to continue to engage, as the plan-making process continues.

Limitations of viability testing in the context of the NPPF

3.7 High level viability testing does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer's mind, and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.

3.8 This is a challenge when considering policy proposals. It is necessary to determine whether or not the impact of a policy requirement on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. Some development comes forward for operational reasons rather than for property development purposes.

The meaning of Landowner Premium

3.9 The phrase '*landowner premium*' is new in the updated PPG. Under the 2012 NPPF, and the superseded PPG, the phrase 'competitive return' was used. This is at the core of a viability assessment. The 2012 RICS Guidance includes the following definition:

> ***Competitive returns*** *- A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that*

which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

3.10 Whilst this is useful it does not provide guidance as to the size of that return. The updated PPG says:

Benchmark land value should:

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

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

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

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

PPG 10-014-20190509

3.11 There has been much discussion as to what may and may not be a reasonable landowner premium. The term has not been given a firm definition through the appeal, Local Plan examination or legal processes. 'Competitive return' was considered at the Shinfield Appeal (January 2013)[13] and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)[14] the methodology set out in Shinfield is site specific and should only be given limited weight. Further clarification was provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal (June 2017)[15], which has subsequently been confirmed by the High Court[16]. This notes the importance of comparable data, but stresses the importance of the quality of the comparable evidence. The

[13] APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

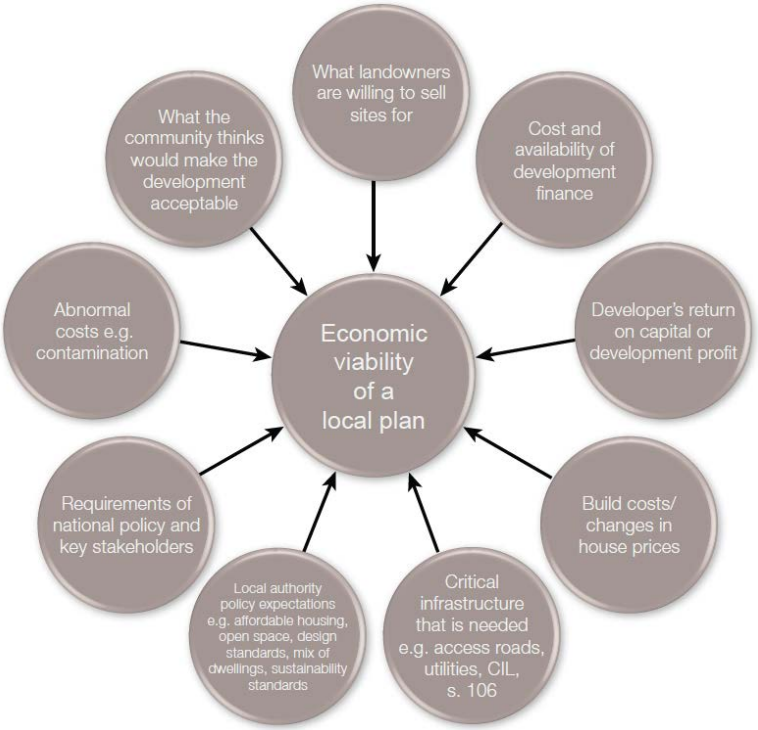
[14] APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

[15] APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)

[16] Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington [2018] EWHC 991 (Admin)

level of return to the landowner (the landowner's premium) is discussed, and the approach taken in this study is set out in the later parts of Chapter 6 below.

3.12 This study is about the economics of development, however, viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.



Existing Available Evidence

3.13 The 2021 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. The evidence that is available from the Council has been reviewed.

3.14 Firstly, is that which has been prepared earlier in the plan-making process and to inform the setting of CIL. The most recent of these is *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016). This study was subject to consultation.

3.15 Secondly, is that which the Council holds, in the form of development appraisals[17] that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the affordable housing target and consideration of CIL – it is

[17] These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.

important to note that these figures are the figures submitted by developers for discussion at the start of the viability process.

Table 3.1 Review of Development Management Viability Appraisals.

	Oct-17	Jun-18	Jul-18	Jul-18	Aug-18	Dec-18	Dec-18	Jan-19	Feb-19	Mar-19	May-19
Scheme											
Locality	Chatham	Cliffe	Chatham	Chatham	Rochester	Chatham	Rochester	Rainham	Chatham	Chatham	Chatham
Ha	3.299	0.49	0.96	0.3	0.2	3.627	0.91	0.48	0.275	0.065	0.18
Units	132	10	124	25	64	176	314	54 retirement	16	14	41
Affordable											
GIA (m2)							3,458			935	2,197
		Part conversion			Includes commercial		Includes commercial				
Values											
Residential	£3,164	£3,519		£3,300							
Flats			£3,272 - £3,875	£3,444	£3,714	+/- £3,767	£4,090	£5,039		£1,928	£3,122
Affordable			£1,730		70% SO, 50% Rented	65% SO, 50% Rented	60%				
Non Res					£135pa @ 6.5%		Food £188pa @ 5%, Retail +/-£172pa @6.5%				
Construction											
BCIS	BCIS	BCIS	BCIS	BCIS	BCIS		BCIS	BCIS	BCIS		BCIS
All in										£1,507	
Abnormals	£100,000	£25,000					£0	£125,000			
Site	20%	13.50%		12%	10%		10%	10%	5%	10%	6% - 8%
s106 / unit	£7,819		£5,563	£5,671	£12,500	£1,989	£14,006	£2,500	£5,080	£1,544	
Fees											
Acquisition	2%		2%			2%			1.75%		2%
Professional	7%	10%	7%	8%	6%	8.50%	8%	8.50%	8%	2.5%	7%
Sales	2%	2%		2.50%			3%	5.50%	2.50%	1.5% of build	2%
Legal	£600/unit	£900/unit		£900/unit				£600/unit	£750/unit	1% of build	£900/unit
Other											
Contingency	5%	5%	4%	3%	5%	2%	5%			5%	5%
Interest	6%	6%	6.50%	6%	6%	6.50%	6.50%	6%	6.50%	6.50%	6%
Dev Return	20% GDV	20% / 6%	15%	20% / 6%	20% / 6%	17.5% / 6%	18%	20%	18%	20% Build	20% / 6%
Aff Return											
Land											
Price Paid	£4,500,000			£365,000							£600,000
Price Paid/ha				£1,216,667							
EUV	£1,039,311				£1,000,000		£3,755,000				
EUV/ha	£315,038				£5,000,000		£4,126,374				
BLV/ha	Plus 30%	£1,200,000	£350,000	£1,583,333	£1,000,000	£350,000		£2,232,848	£650,000		£1,250,000

Source: Review of appraisals submitted through Development Management.

3.16 Thirdly, Medway Council also holds evidence of what is being collected from developers under the s106 regime. This is being collected, by the Council, outside this study[18].

Stakeholder Engagement

3.17 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. A consultation event was held on the 9th October 2019. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited. **Appendix 2** includes the details of those invited and the attendees, and **Appendix 3** includes the presentation given. **Appendix 4** includes a summary of notes taken.

3.18 The event was divided into two parts:

a) A recap of viability testing in the context of the 2019 NPPF and updated PPG.

b) The main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns. The consultants and consultees talked through the main points.

3.19 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate.

3.20 The main points from the consultation event and subsequent comments received were:

a) The methodology and approach are appropriate.

b) The HBF provided a copy of their new Viability Guidance. This includes a number of 'Common Concerns'. These are addressed under the appropriate headings.

c) As the pre-consultation draft did not include detail on the Strategic Sites, it would be necessary to consider these in detail – either as the report progresses, or separately, outside the report as further information emerges. This is accepted, the modelling is this assessment is based on total unit numbers and takes a high-level approach. In due course, when detailed plans are available, it may be necessary to revisit the viability and take into account the different values that may be derived for different unit types (for example, premium high rise flats with sea views or less attractive units on the periphery of a scheme), together with the different build costs that may be associated with specific formats.

[18] Paragraphs 10-020-20180724 to 10-028-20180724 of the PPG introduce reporting requirements in this regard. In particular 10-027-20180724 says:

> *How should monitoring and reporting inform plan reviews?*
>
> *The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.*
>
> *Paragraph: 027 Reference ID: 10-027-20180724*

3.21 In this context it is important to note that at the time of the 2019 report, specific Strategic Sites had not been confirmed. In this iteration (November 2021) of this report the most up to date information is considered.

3.22 Following the event, copies of the presentation and an early iteration of this study were circulated to all those invited, and the attendees were asked to make any further representations by email. Eight written responses were received in addition to the comments made at the event.

3.23 As set out at the start of this report, there has been a delay in finalising this report due to COVID-19 and while information concerning the Strategic Sites was gathered and refined (a process that was completed in October 2021). Further consultation was not undertaken on this iteration of this report in 2021, however this report will be published for further consultation with the Regulation 19 iteration of the Local Plan.

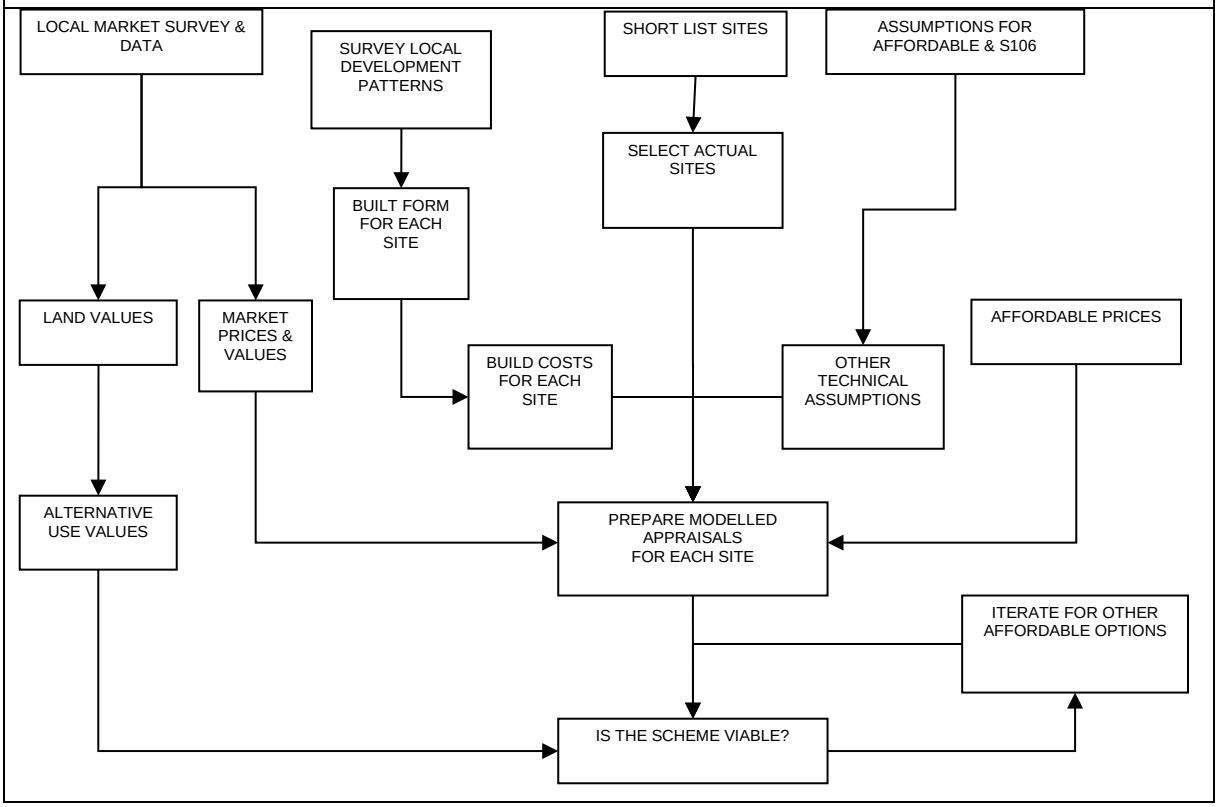
3.24 The consultation process has been carried out fully in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance. There will be a further opportunity to comment on this report at the Regulation 19 consultation stage.

Viability Process

3.25 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001-20190509) '*...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106*'.

3.26 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the Medway Council area over the plan-period.

Figure 3.1 Viability Methodology



Source: HDH 2019

3.27 In addition to modelling a range of representative sites, the following Strategic Sites are modelled. It is important to note that the modelling in this assessment is based on total unit numbers and site area and takes a high-level approach. In due course, detailed plans will be worked up (and costed), it may be necessary to revisit the viability and take into account the specifics of the scheme which are not currently available. It may be appropriate to attribute different values for different unit types (for example, premium high rise flats with sea views or less attractive units on the periphery of a scheme), together with the different build costs that may be associated with specific formats.

Table 3.2 Strategic Sites – Residential – Updated October 2021			
Site	**SLAA ref**	**Capacity (dwl)**	**Gross area (ha)**
Regeneration sites			
Chatham Docks Strategic Site			
Chatham Docks	824	3,625	29.37
Strood Strategic Site			
Strood Waterfront, Civic Centre	137	450	4.78
Strood Riverside, Canal Rd	90	396	7.15
Land bound by Commercial Rd, Knight Rd, Priory Rd and Smith St	1297	444	3.23
North side, Priory Road	1057	19	0.26
Tesco Site, Cuxton Road access point and Commercial Road works site	843	69	1.21
Temple Street Public Car Park, 151-175 High St, 1A-1 Cuxton Road	1301	28	0.72
Cuxton Road Auto Centre	1322	20	0.27
Strood Service Station, 3 London Road, Strood	603	47	0.25
McDonalds, Car Sales Garage and rear of High	1320	44	0.59
Commercial Road Car Park Strood	1115	21	0.29
		1,538	**18.75**
Chatham Strategic Site			
Halfords, The Brook, Chatham	834	119	0.25
18-20 Batchelor Street, Chatham	1147	5	0.03
279 to 313a High Street, Chatham	1313	50	0.45
Multi-storey car park, Rhode Street, Chatham	1315	14	0.41
Chatham-Comparison Retailing	243	59	1.36
Go-Outdoors, Chatham	760	420	1.34
		667	**3.84**
Hoo Peninsula			
Chattenden Sites			
Chattenden Barracks	0050a	498	16.61
Land to east of Chattenden Lane	714	690	41.22
Deangate Ridge Sites			
Deangate Ridge	1121	650	68.55
Site 1 Land North of the Ratcliffe Highway	1220	118	3.74

West of Hoo Sites			
Land west of Hoo	753	598	30.26
South Ratcliffe Highway, west Vidgeon Avenue, Hoo	1066	301	11.86
Potential Expansion Area 2	1307	304	11.59
218 Main Road, Hoo	781	16	0.55
R/O 250 Main Road, Hoo	1072	5	0.68
3 Broad Street Cottages, Main Road, Hoo	1092	12	0.39
South of Main Road, Hoo	1065a	1850	63.59
Station Quarter Sites			
West of Ropers Lane, Hoo	1084	1632	74.75
East of Ropers Lane, Hoo	1299	1397	80.33
South of Stoke Road 3	9999b	124	7.31
South of Stoke Road 2	9999	60	6.28
Parcel 2 North of Stoke Road	1178	88	3.14
Parcel 3 South of Stoke Road	1179	100	3.78
High Halstow Sites			
Land North of Christmas Lane, High Halstow	1113	760	39.98
Land north of Christmas Lane, High Halstow	1252	59	1.89
TOTAL		**9,262**	**466.48**

Source: MC (October 2021)

Table 3.3 Strategic Sites – Non-Residential			
	SLAA ref	**Capacity m2**	**Gross area (ha)**
IPM – Rochester Strategic Site			
Rochester Airport Industrial Estate	1357	No vacant	18.61
Former Offices Mess, Maidstone Road, Chatham	804	60,000	1.07
Woolmans Wood Caravan Site	845	10,600	1.76
Bae Systems, Rochester	724	28,052	10.53
		98,652	**13.36**
Grain Strategic Site			
National Grid, Grain	699	130,323	538.94
Grain Power Station	646	170,000	101.02
		300,323	**639.96**
Kingsnorth Strategic Site			
Kingsnorth Power Station	647	330,000	190.69
Land west of Kingsnorth	1251	194,300	66.82
		524,300	**257.51**
Chatham employment sites			
Wickes, Chatham	869	40,770	0.90
Strood employment sites			
Strood town centre	S025/ 1297	10,750	3,023.00

Source: MC (February 2020)

Table 3.4 Summary of Strategic Sites		
Site	Capacity (dwl)	Gross area (ha)
Residential		
Chatham Docks Strategic Site	**3,625**	**29.37**
Strood Strategic Site	**1,538**	**18.75**
Chatham Strategic Site	**667**	**3.84**
Hoo Peninsula (Option 1)	**9,262**	**466.48**
Chattenden Sites	1,188	57.83
Deangate Ridge Sites	768	72.29
West of Hoo Sites	3,086	118.92
Station Quarter Sites	3,401	175.58
High Halstow Sites	819	41.86
Non-residential		
	Capacity m^2	Gross area (ha)
IPM – Rochester Strategic Site	98,652	13.36
Grain Strategic Site	300,323	639.96
Kingsnorth Strategic Site	524,300	257.51
Chatham employment sites	40,770	0.90
Strood employment sites	10,750	3,023.00

Source: MC (October 2021)

3.28 The local housing markets were surveyed to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Alongside this, local development patterns were considered, to arrive at appropriate built form assumptions. These in turn informed the appropriate build cost figures. Several other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still make an appropriate return. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin, could the scheme be judged to be viable. The amount of margin is a difficult subject and is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.

3.29 The appraisals are based on existing and emerging policy options as summarised in Chapter 8 below. The emerging Plan is still at the draft stage, so the policies used in this assessment may be subject to further changes. For appropriate sensitivity testing a range of options including different levels of affordable housing provision and different levels of developer contribution are tested. If the Council allocates different types of site, or develops significantly different policies to those tested in this study, it may be necessary to revisit viability and consider the impact of those further requirements.

3.30 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the 2019 NPPF and CIL Regulations[19] is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan and to assist the Council in considering CIL.

3.31 One consultee suggested using Argus as alternate model. Argus is an excellent model, but not suitable for running several thousand appraisals through the scenario testing that is required in a report of this type.

Additional Profit

3.32 To assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the Additional Profit. Additional Profit is the margin over and above the developer's return having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). The approach to calculating Additional Profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for the current rates of CIL. Instead of calculating the Residual Value, the cost of the land (the Benchmark Land Value as EUV +) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).

3.33 The amount by which the resulting profit exceeds the target level of profit, represents the Additional Profit, and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can be paid out of this additional profit. The following formula was used:

[19] This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).

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

LESS

Cost of creating the asset, including a profit margin
(land* + construction + fees + finance charges + developers' profit)
including mitigation measures, and affordable housing commuted sums

=

Additional Profit
* Where 'land' is the Benchmark Land Value.

3.34 Through the October 2019 consultation it was noted that it will be necessary to have a well-developed and comprehensive understanding of the strategic infrastructure and mitigation costs relating to the Strategic Sites if CIL is to be considered. This is agreed.

Development Types

3.35 The modelling in this study was based on the types of development most likely to come forward on the sites within the Plan. The modelling is set out in Chapter 9.

4. Residential Market

4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

4.2 Medway is one of the largest urban areas in the south-east. It includes an urban conurbation of about 250,000 people, living in five towns largely to the south of the River Medway and its estuary, with the remaining 10% of its population in an extensive rural hinterland to the north and south-west. Much of the rural area and adjacent coastline is covered by environmental designations.

Medway's Residential Market

4.3 Medway generally has a lower value development market than neighbouring areas, but there is a marked variation in values and residential property prices across the area.

a. The Hoo peninsula remains a deeply rural area with areas of high environmental value. The farming is relatively intense in areas, with soft fruit production and the use of poly-tunnels. The settlements tend to be small villages and whilst some of these have high values, relatively little development is expected in them.

b. In simple terms, the urban area has two parts, the lower value older housing and the higher value newer housing. Much of the existing housing stock is made up of relatively homogenous areas of suburban housing that is either late Victorian or post war. Whilst most of the housing stock is of a good size and with good amenities (gardens and parking), it is not necessarily seen as being aspirational. The notable exceptions to this are the fine historic properties, especially in Rochester, which attract premium values. By contrast, the newer housing that is coming forward is higher value and responding to the current market.

c. Medway benefits from fast trains to Central London through HS1. St Pancras International is about 40 minutes. There are also good links to London Victoria. Eurostar provides services from Ebbsfleet, a short distance to the west of Medway.

d. The area has good road links. The M2 motorway passes through the south of Medway with access along the north of Kent. The M2 also links to the M20 (via the A229) and on to the Channel Tunnel. There are also good links on to the M25 (via the A2, M20 and M26).

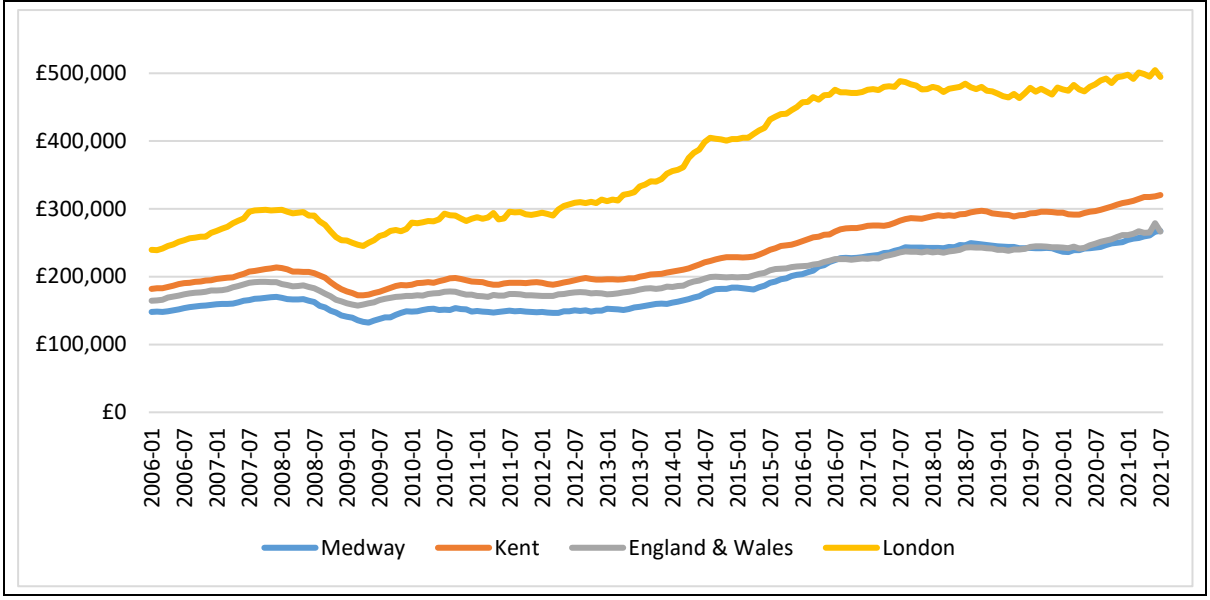
e. Historically, a major driver of the local economy was the Naval Dockyards. These closed in the 1980s and the large Royal Marines barracks closed in the 1990s. There remains a smaller MOD presence in the area, with the Royal Engineers being based at Gillingham.

4.4 Overall, the market is perceived to be strong, and it is a highly desirable place to develop housing. Having said this, there is no doubt that some areas remain challenging, and the relatively low house prices areas do lead to some areas seeing relatively little development coming forward.

National Trends and the relationship with the wider area

4.5 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices across England and Wales have recovered to their pre-recession peak, this is strongly influenced by London.

Figure 4.1 Average House Prices (£)



Source: Land Registry (October 2021). Contains public sector information licensed under the Open Government Licence v3.0.

4.6 Prices in Medway are now about 57% above their December 2007 peak which is well above the increase in England and Wales (about 39%). House prices in Kent have increased by about 50%. The increase in London over the same period is about 66%. This data shows that house prices have increased by 10% since June 2019 (being the date of the data in the previous iteration of this report) in Medway, Kent and England and Wales, but by 5% in London.

4.7 Up to the pre-recession peak of the market, the long-term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international money markets, to then lend on at a margin

or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage-backed securities and derivatives etc.).

4.8 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.

4.9 It is important to note that, at the time of this report, the housing market is actively supported by the Government through products and initiatives such as Help-to-Buy. In addition, the historically low Bank of England's base rates, since the recession, have contributed to the wider economic recovery, including a rise in house prices.

4.10 There is a degree of uncertainty in the housing market as reported by the RICS. The September 2021 RICS UK Residential Market Survey[20] said:

> *The September 2021 RICS UK Residential Survey results show a steadier trend in buyer demand coming through, following a brief pull-back in the wake of the flurry of activity seen prior to the phasing out of the Stamp Duty holiday. As such, this appears to be supporting expectations that sales will stabilise going forward, although a lack of supply remains a key impediment.*
>
> *At the national level, the new buyer enquiries indicator posted a net balance of zero during September. This is up from -13% last month and is now indicative of a generally stable demand backdrop in aggregate. Notwithstanding the steadier demand picture, the volume of newly agreed sales did slip back for a third month in succession, evidenced by a net balance of -15% of respondents citing a decline (compared to -17% previously). When disaggregated, sales activity appears to have greater impetus at present relative to the national averages in the North East of England and Wales, where net balances of +26% and +18% were returned respectively.*
>
> *Looking ahead, near term sales expectations improved modestly at the headline level, with the latest net balance rising to +11% from +6% beforehand. Consequently, this would be consistent with a small acceleration in momentum through the rest of 2021. That said, the twelve-month sales expectations reading sits in more or less neutral territory, pointing to a largely stable trend in sales over the year to come as whole....*

4.11 When ranked across England and Wales, the average house price (year ending December 2020) for Medway is 173rd (out of 336) at £283,538[21]. To set this in context, the Council at the middle of the rank (168 – North Devon), has an average price (year ending December 2020)

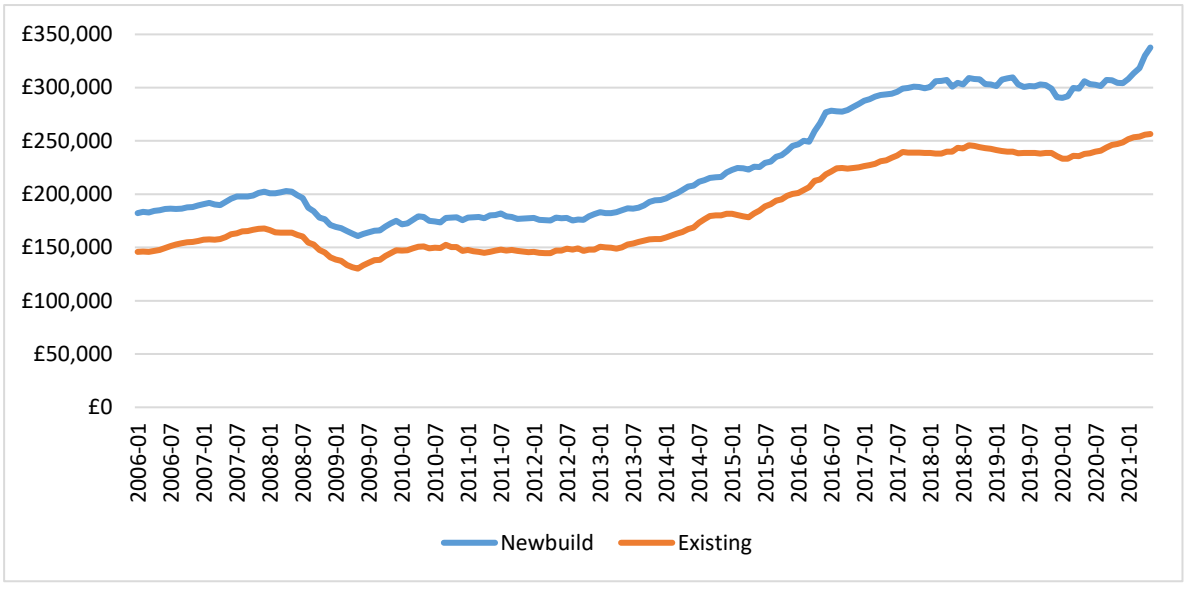
[20] https://www.rics.org/uk/news-insight/research/market-surveys/uk-residential-market-survey/

[21] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 21st June 2021).

of £287,208. It is relevant to note that Medway's median price is a lower than the average at £275,000[22].

4.12 The figure above shows that prices in Medway have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in Medway (£337,681) is £81,192 or 32% higher than the average price paid for existing homes (£256,489).

Figure 4.2 Change in House Prices. Existing v Newbuild – Medway

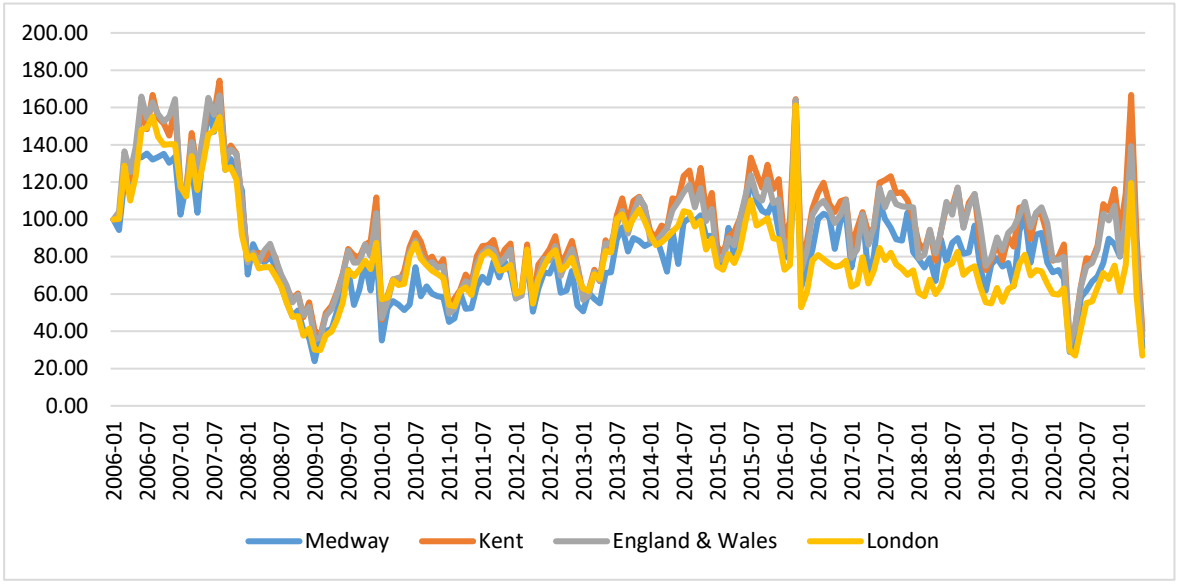


Source: Land Registry (October 2021). Contains public sector information licensed under the Open Government Licence v3.0.

4.13 The rate of sales (i.e. sales per month) in the Medway area is in line the wider country, underlining the fact that the local market is an active market. At the time of this report, the most recent data published by the Land Registry is that for May 2021. Whilst this covers the first period of the coronavirus pandemic, it is recognised that the next data release may show more of the impact of COVID-19, so it will be necessary for the Council to monitor the longer-term trends in this regard.

[22] Median house prices for administrative geographies: HPSSA dataset 9 (Release 21st June 2021)

Figure 4.3 Sales per Quarter – Indexed to January 2006



Source: Land Registry (September 2019). Contains public sector information licensed under the Open Government Licence v3.0.

4.14 This report is being completed after the United Kingdom left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty.

4.15 A further uncertainty is around the ongoing coronavirus pandemic. There are uncertainties around the values of property that are a direct result of the COVID-19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect may last. There is anecdotal evidence of an increased demand for larger units (with space for working from home) and with private outdoor space. Conversely, employees in some sectors that have been particularly affected by the coronavirus have found their ability to secure a loan restricted.

4.16 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. HM Treasury brings together some of the forecasts in its monthly *Forecasts for the UK economy: a comparison of independent forecasts* report.

Table 4.1 Consolidated House Price Forecasts

Table M9: Medium-term forecasts for house price inflation and the output gap

	House price inflation (annual average, %)								Output gap (% of GDP)				
	2021	2022	2023	2024	2025				2021	2022	2023	2024	2025
City forecasters													
Bloomberg Economics	-	-	-	-	-	May		May	-	-	-	-	-
Capital Economics	-	-	-	-	-	August	*	August	-	-	-	-	-
Citigroup	17.1	4.7	4.1	3.8	2.6	August	*	August			0.0	0.0	0.0
Deutsche Bank						August	*	August					
Goldman Sachs						August	*	August					
HSBC						August	*	August					
NatWest						August	*	August					
Nomura	-	-	-	-	-	May		May	-	-	-	-	-
Societe Generale	-	-	-	-	-	May		May	-0.7	-0.4	-0.2	0.1	0.2
Non-City forecasters													
Beacon Economic Forecasting						August	*	August					
EIU						August	*	August					
Experian	7.4	1.6	0.3	0.1	0.8	August	*	August					
EY ITEM Club	5.8z	0.4	3.3	3.5	3.5	August	*	August					
Kern Consulting						August	*	August					
Liverpool Macro Research						August	*	August					
NIESR	7.4	1.6	0.3	0.1	0.8	August	*	August					
Oxford Economics	7.6	-0.9	-0.2	2.0	3.2	August	*	August	-3.0	-0.7	-0.4	-0.2	-0.1
IMF	-	-	-	-	-	Apr		Apr	-3.1	-1.5	-0.7	-0.2	0.0
Independent average	9.9	1.5	1.6	1.9	2.2				-2.3	-0.9	-0.3	-0.1	0.0
New forecasts	9.9	1.5	1.6	1.9	2.2				-3.0	-0.7	-0.2	-0.1	0.0
Highest	17.1	4.7	4.1	3.8	3.5				-0.7	-0.4	0.0	0.1	0.2
Lowest	7.4	-0.9	-0.2	0.1	0.8				-3.1	-1.5	-0.7	-0.2	-0.1
OBR	5.1	-1.7	0.8	3.9	4.3	Mar		Mar	-1.1	-0.4	-0.2	-0.1	-0.1

Source: *Forecasts for the UK economy: a comparison of independent forecasts* No 409 (HM Treasury, August 2021.

4.17 Property agents Savills are forecasting the following changes in house prices:

Table 4.2 Savills September 2021 Property Price Forecasts						
	2021	2022	2023	2024	2025	5 Year
Mainstream UK	4.0%	5.0%	4.0%	3.5%	3.0%	21.1%
South East	5.0%	4.5%	2.5%	2.5%	1.5%	17.0%

Source: Savills UK Residential – Mainstream residential market forecasts (March 2021)[23]

4.18 In this context is relevant to note that the Nationwide Building Society reported as follows in September 2021:

> *Annual house price growth slows in September, but remains in double digits*
>
> - *Annual house price growth eased back to 10.0%, from 11.0% in August.*
> - *Prices little changed month-on-month, after taking account of seasonal factors*
> - *Wales and Northern Ireland the strongest performing regions in Q3, London the weakest*
> - *Cost of typical mortgage as share of take home pay above long run average in 10 of 13 UK regions, up from 1 pre-pandemic (see p2)*

4.19 Similarly, the Halifax Building Society reported (7th October 2021):

> *House prices soar as market remains buoyant heading into the summer*
>
£267,587	*+1.7%*	*+1.5%*	*+7.4%*
Average price	*Monthly change*	*Quarterly change*	*Annual change*

> - *Average UK property price now at record £267,587 • Annual house price inflation up to 7.4%, up from 7.2%.*
> - *Wales and Scotland continue to outperform the UK average.*

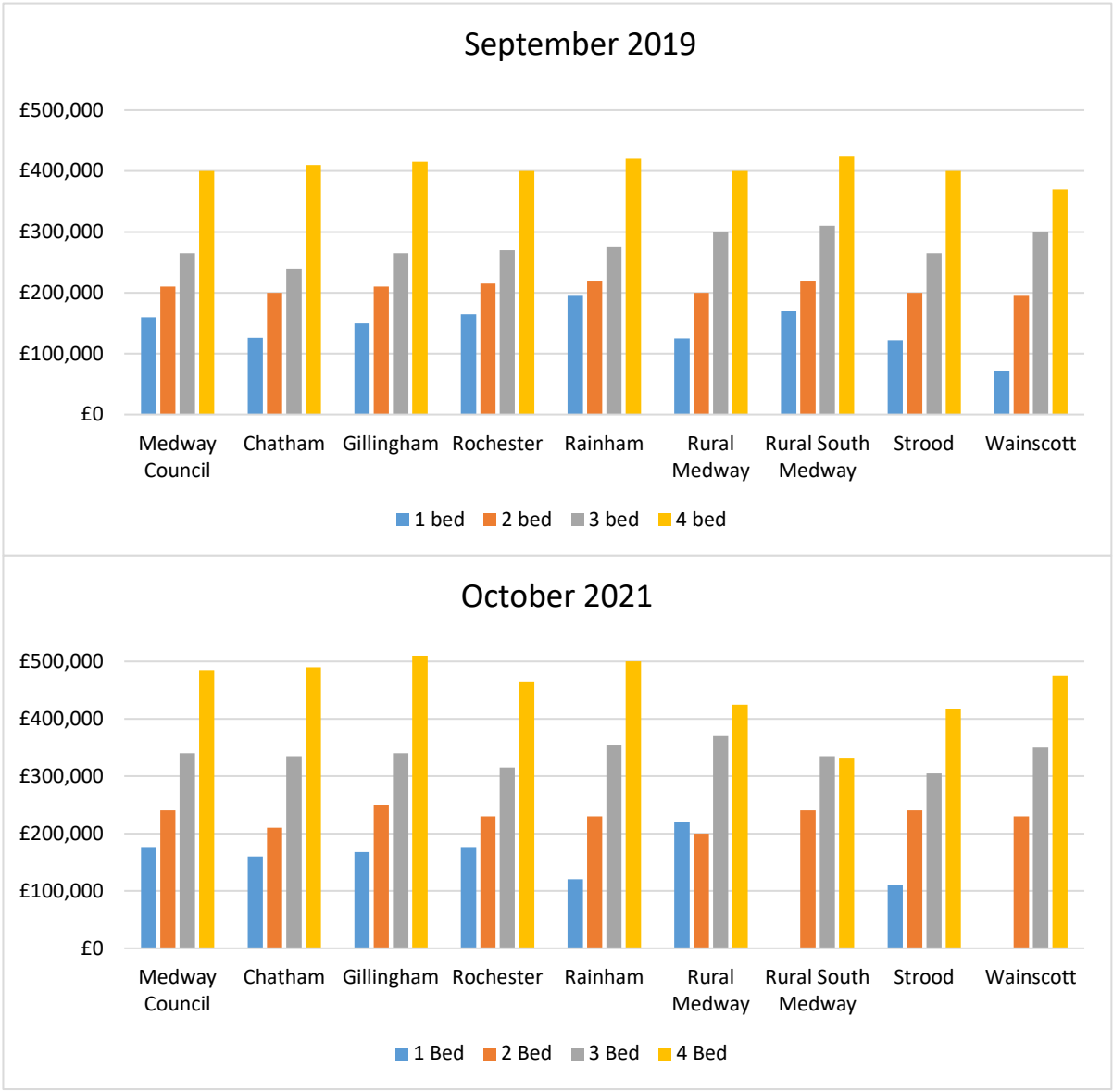
4.20 There is clearly uncertainty in the market and the very substantial growth reported over the last 18 months seems likely to moderate. This report is carried out at current costs and values. Sensitivity testing has been carried out.

The Local Market

4.21 A survey of asking prices across the Medway Council area was carried out in September 2019 and updated in October 2021. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The data is based on the main settlements. The rural areas have been subdivided north and south.

[23] Savills UK | Spotlight: Mainstream Residential Property Forecasts – 9 March 2021

Figure 4.4 Median Asking Prices, Newbuild and Existing (£)



Source: Rightmove.co.uk

4.22 Asking prices have increased significantly over the last few years.

4.23 The Land Registry publishes data of all homes sold. Across the Medway area 9,951 home sales are recorded since the start of 2019[24]. These transactions (as recorded by the Land Registry) are summarised, as follows. It is important to note that the Land Registry uses Post Towns and postal addresses, so the data is not sorted by these.

[24] The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads. It does take some time for transactions to be registered – we estimate this to be about 4 to 6 months.

Table 4.3 Land Registry Price Paid Data

Sample Size

	Detached	Flat	Semi-detached	Terraced	All
2019	**556**	**753**	**1,138**	**1,885**	**4,332**
Newbuild	95	315	104	90	604
Non-newbuild	461	438	1,034	1,795	3,728
2020	**503**	**403**	**1,014**	**1,620**	**3,540**
Newbuild	84	69	71	42	266
Non-newbuild	419	334	943	1,578	3,274
2021	**339**	**177**	**616**	**947**	**2,079**
Newbuild	11	16	11	0	38
Non-newbuild	328	161	605	947	2,041
All	**1,398**	**1,333**	**2,768**	**4,452**	**9,951**
Newbuild	190	400	186	132	908
Non-newbuild	1,208	933	2,582	4,320	9,043

Source: Land Registry (October 2021). Contains HM Land Registry data © Crown copyright. This data is licensed under the Open Government Licence v3.0

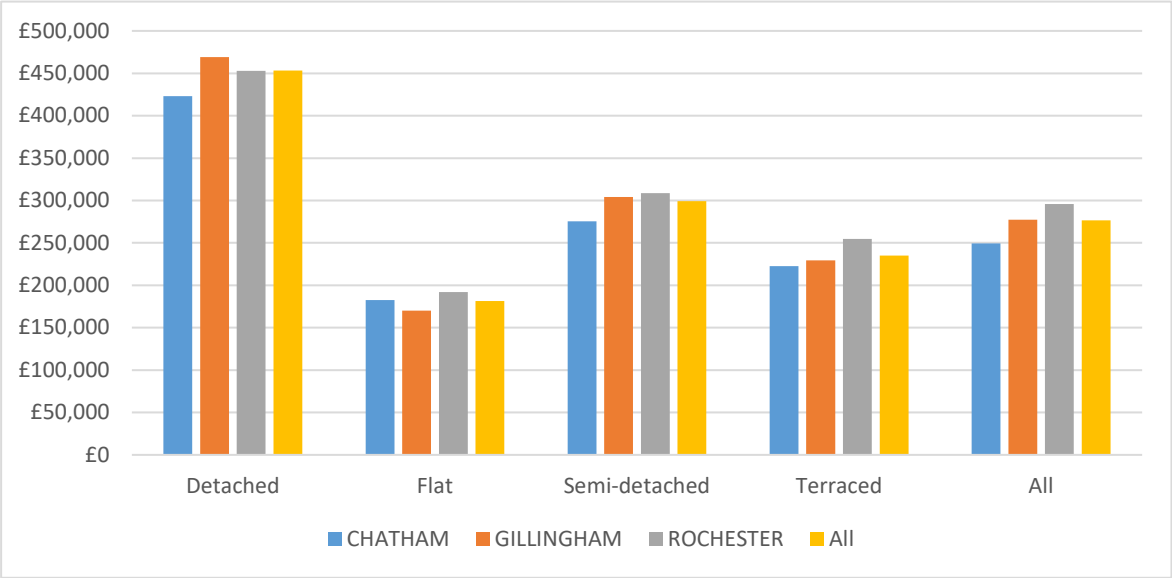
Table 4.4 Land Registry Price Paid Data - Summary

	Detached		Flat		Semi-detached		Terraced		All	
	Count	£	Count	£	Count	£	Count	£	Count	£
ASHFORD	**0**		**0**		**1**	**269,000**	**0**		**1**	**269,000**
Newbuild	0		0		0		0		0	
Non-newbuild	0		0		1	269,000	0		1	269,000
CHATHAM	**279**	**423,146**	**398**	**182,535**	**654**	**275,595**	**1,441**	**222,605**	**2,772**	**249,538**
Newbuild	10	442,450	80	242,885	18	349,022	67	362,077	175	310,839
Non-newbuild	269	422,428	318	167,352	636	273,517	1,374	215,804	2,597	245,407
GILLINGHAM	**549**	**468,949**	**460**	**170,244**	**876**	**304,021**	**1,658**	**229,360**	**3,543**	**277,270**
Newbuild	71	560,275	190	194,701	20	354,487	3	289,317	284	298,347
Non-newbuild	478	455,384	270	153,034	856	302,842	1,655	229,251	3,259	275,433
ROCHESTER	**569**	**452,961**	**475**	**191,825**	**1,237**	**308,700**	**1,353**	**254,738**	**3,634**	**295,920**
Newbuild	109	423,622	130	239,048	148	335,744	62	327,080	449	327,884
Non-newbuild	460	459,913	345	174,032	1,089	305,025	1,291	251,263	3,185	291,414
SITTINGBOURN	**1**	**650,000**	**0**		**0**		**0**		**1**	**650,000**
Newbuild	0		0		0		0		0	
Non-newbuild	1	650,000	0		0		0		1	650,000
Grand Total	**1,398**	**453,430**	**1,333**	**181,604**	**2,768**	**299,383**	**4,452**	**234,886**	**9,951**	**276,392**
Newbuild	190	475,678	400	218,751	186	339,044	132	343,985	908	315,360
Non-newbuild	1,208	449,931	933	165,679	2,582	296,526	4,320	231,553	9,043	272,480

Source: Land Registry (October 2021). Contains HM Land Registry data © Crown copyright. This data is licensed under the Open Government Licence v3.0

4.24 This data is disaggregated by year and locality in **Appendix 5.**

Figure 4.5 Land Registry Price Paid Data from 2019

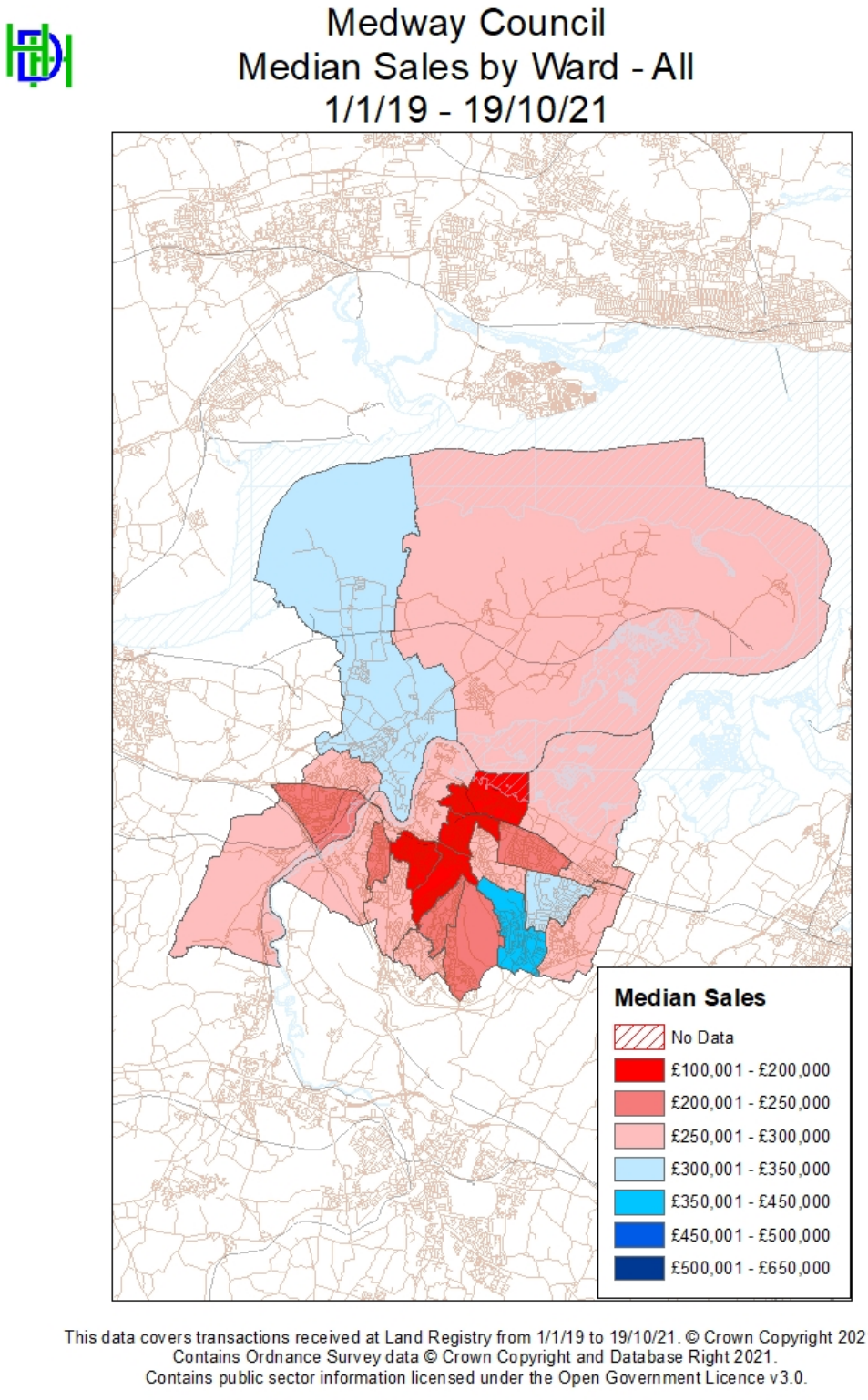


Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

4.25 This data shows that whilst different types of dwelling have significantly different values, the variations by location are relatively limited, although prices are a little less in Chatham than the wider area.

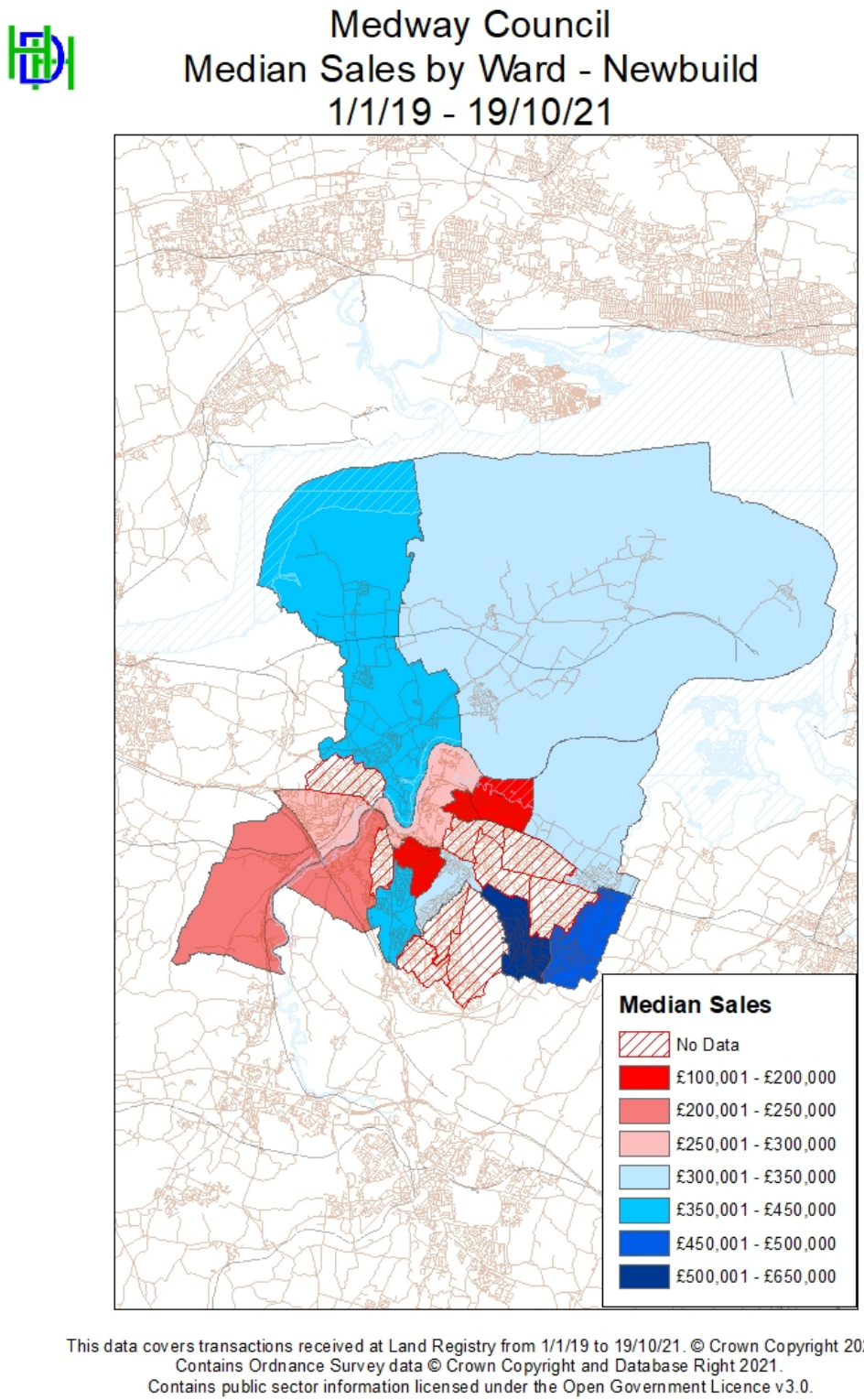
4.26 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.

Figure 4.6 Median Prices – All Properties



Source: HDH based on Land Registry Price Paid Data

Figure 4.7 Median Prices – Newbuild Properties



Source: HDH based on Land Registry Price Paid Data

4.27 Further maps are included within **Appendix 6** that show the median prices by ward by house type (detached, semi-detached, terraced, flats). These maps do not reveal some of the nuances of higher and lower values in wards, but do show the general pattern of prices.

Newbuild Sales Prices

4.28 This study is concerned with the development of residential property so the key input for the appraisals is the price of new units. Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during October 2021 was carried out.

4.29 As set out above, the Land Registry publishes data of all homes sold. Across the Medway area 949 newbuild home sales are recorded since the start of 2019. These transactions (as recorded by the Land Registry) are summarised, in the following table and detailed in **Appendix 7**.

4.30 Each dwelling sold requires an Energy Performance Certificate (EPC)[25]. The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. This information is also included in **Appendix 7**. The sample size is as follows:

Table 4.5 Newbuild Sale and EPC data Sample Size, by Year.

	2019	2020	2021	**All**
Detached	97	96	11	**204**
Flat	316	74	16	**406**
Semi-detached	107	73	11	**191**
Terrace	100	48		**148**
All	**620**	**291**	**38**	**949**

Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

4.31 The price paid data from the Land Registry has been married with the floor area from the EPC Register. The HBF Guidance raises concerns about the use of EPC data highlighting a discrepancy between unit sizes on the EPC Register saying:

> *Internal areas obtained from Energy Performance Certificates are used in revenue / coverage calculations. However, these generally do not represent actual Gross Internal Area as the calculation methodology is different.*

4.32 We understand that this relates, at least in part to internal garages, for the purpose of this study (which is mainly concerned with houses rather than flats). Internal garages which are not included within the EPC area but can be included in the developers' own records. Whilst some new homes do have internal garages this is a minority (4 out of the 100 or so being

[25] https://www.epcregister.com/

advertised in September 2019, and 7 out of 71 being advertised at the time of this update). Bearing in mind the need to establish the values on a £/m^2 basis this data can still be given weight.

4.33 Further concerns were raised that the EPC information was not reliable and understated the size of the buildings in question – with the consequence of overstating the value when considered on a £/m^2 basis. Whilst we note these concerns, we have checked the guidance for undertaking EPCs and this states[26]:

> *When undertaking internal dimensions measure between the inner surfaces of the external or party walls. Any internal elements (partitions, internal floors, walls, roofs) are disregarded.*
>
> *In general, rooms and other spaces, such as built in cupboards, should be included in the calculation of the floor area where these directly accessible from the occupied dwelling. However, unheated spaces clearly divided from the dwelling should not be included.*

4.34 Additionally, the DCLG guidance describes the floor area as follows[27]:

> *The total useful floor area is the total area of all enclosed spaces measured to the internal face of the external walls, that is to say it is the gross floor area as measured in accordance with guidance issued to surveyors:*
>
> *a. the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and*
>
> *b. areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.*

4.35 As set out in Chapters 2 and 3 above, the work in this study is based on existing available evidence and is proportionate. It is our firm view that the use of EPC data is appropriate in a study of this type. As with any dataset there are bound to be discrepancies and occasions where there is an element of human error, however the substantial sample size and use of averages should minimise this.

4.36 No quantitative data or examples were provided to illustrate why it was thought that this data may not be reliable.

4.37 The HBF Guidance also suggests that the Land Registry was not a good source for newbuild homes saying that it does not show the incentives that were included (such as Stamp Duty contributions, flooring, white goods, turfing, costs/losses associated with part exchange transactions, mortgage subsidy schemes run by some developers, etc). It is accepted that some developers offer incentives that are not reflected in the price recorded on the Land Registry, as set out below sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers.

4.38 The Land Registry data can be broken down by house type. The data can be summarised as follows. The 2021 data excludes 10 flats that are priced under £100,000, 4 semi-detached

[26] Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

[27] Improving the energy efficiency of our buildings. A guide to energy performance certificates for the marketing, sale and let of dwellings. April 2014, Department for Communities and Local Government.

homes prices at under £200,000 and 10 terraced homes priced under £150,000. We believe all these are affordable homes that are included in the dataset in error. All these have a value on an area basis that is about half the prevailing values.

Table 4.6 Prices Paid – Newbuild Homes - From January 2017 to September 2019						
		Detached	Flats	Semi-detached	Terraced	All
CHATHAM	Count	6	109	12	51	178
	Average	£462,250	£211,702	£365,625	£315,165	£260,168
	£/m²	£3,085	£3,110	£3,060	£3,124	£3,110
CHATTENDEN	Count	11	0	2	2	15
	Average	£3,438	£0	£3,644	£3,006	£3,408
	£/m²	£405,542	£0	£297,495	£252,495	£370,730
CLIFFE WOODS	Count	5	0	2	0	7
	Average	£601,999	£0	£475,000	£0	£565,714
	£/m²	£3,614	£0	£4,279	£0	£3,804
GILLINGHAM	Count	0	212	0	1	213
	Average	£0	£220,665	£0	£280,000	£220,944
	£/m²	£0	£3,864	£0	£2,545	£3,858
HALLING	Count	18	31	31	13	93
	Average	£406,662	£236,531	£354,995	£364,303	£326,808
	£/m²	£3,884	£3,335	£3,797	£3,436	£3,602
HOO	Count	1	0	14	3	18
	Average	£334,995	£0	£311,995	£280,995	£308,106
	£/m²	£3,526	£0	£3,661	£3,723	£3,664
LOWER UPNOR	Count	0	15	11	1	27
	Average	£0	£235,000	£421,818	£398,000	£317,148
	£/m²	£0	£2,992	£3,575	£3,373	£3,243
RAINHAM	Count	47	18	26	0	91
	Average	£467,677	£221,418	£368,093	£0	£390,514
	£/m²	£3,950	£3,529	£3,436	£0	£3,720
ST MARYS ISLAND	Count	24	15	30	17	86
	Average	£467,000	£267,583	£500,999	£462,647	£443,218
	£/m²	£3,013	£3,927	£2,915	£2,992	£3,134
STROOD	Count	26	37	35	10	108
	Average	£388,286	£243,274	£364,158	£370,095	£329,102
	£/m²	£3,794	£3,511	£3,716	£3,474	£3,642
All	**Count**	**138**	**437**	**163**	**98**	**836**
	Average	**£443,359**	**£223,603**	**£388,290**	**£351,034**	**£306,926**
	£/m²	**£3,654**	**£3,568**	**£3,479**	**£3,191**	**£3,521**

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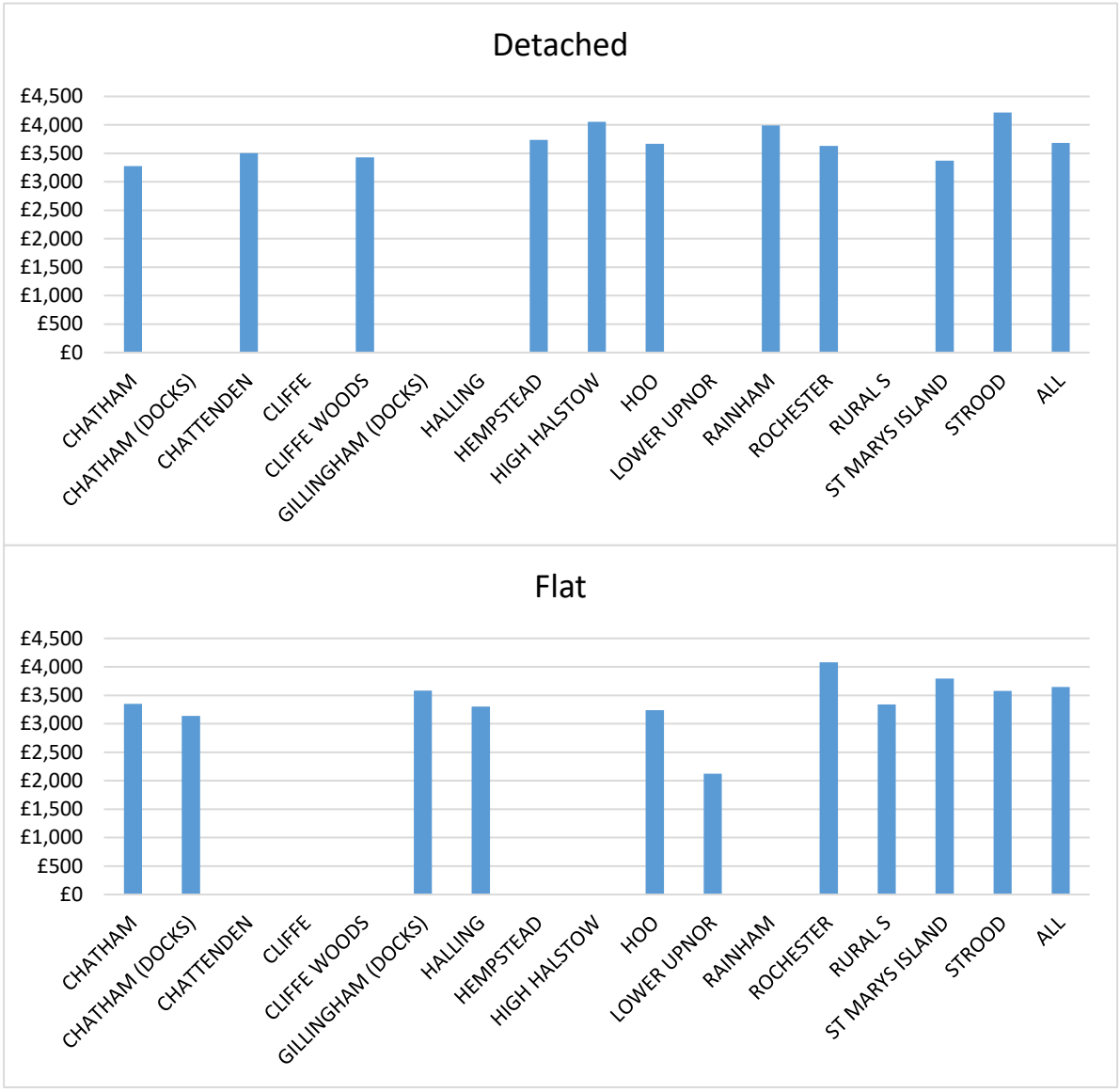
Table 4.7 Prices Paid – Newbuild Homes - From January 2019 to October 2021						
		Detached	Flat	Semi-detached	Terrace	ALL
CHATHAM	Count	9	7	15	43	74
	Average	£419,388	£198,212	£348,996	£354,381	£346,423
	£/m²	£3,274	£3,352	£3,209	£3,154	£3,198
CHATHAM (DOCKS)	Count	0	17	1	7	25
	Average		£233,949	£394,950	£372,821	£279,274
	£/m²		£3,138	£3,160	£3,231	£3,165
CHATTENDEN	Count	48	0	13	4	65
	Average	£406,775		£330,267	£289,998	£384,287
	£/m²	£3,502		£3,331	£3,033	£3,439
CLIFFE	Count	0	0	3	4	7
	Average			£588,333	£409,995	£486,426
	£/m²			£3,800	£3,905	£3,860
CLIFFE WOODS	Count	11	0	2	0	13
	Average	£598,363		£475,000		£579,384
	£/m²	£3,431		£4,279		£3,562
GILLINGHAM (DOCKS)	Count	0	191	0	0	191
	Average		£194,651			£194,651
	£/m²		£3,585			£3,585
HALLING	Count	0	9	0	0	9
	Average		£233,884			£233,884
	£/m²		£3,304			£3,304
HEMPSTEAD	Count	34	0	0	0	34
	Average	£633,007				£633,007
	£/m²	£3,737				£3,737
HIGH HALSTOW	Count	4	0	1	0	5
	Average	£438,745		£374,995		£425,995
	£/m²	£4,054		£4,261		£4,096
HOO	Count	54	12	108	34	208
	Average	£393,651	£211,829	£320,989	£292,275	£328,862
	£/m²	£3,669	£3,241	£3,684	£3,665	£3,651
LOWER UPNOR	Count	0	1	1	1	3
	Average		£170,000	£385,000	£398,000	£317,667
	£/m²		£2,125	£3,263	£3,373	£2,920
RAINHAM	Count	38	0	22	3	63

	Average	£495,467		£351,806	£289,317	£435,483
	£/m²	£3,990		£3,641	£3,678	£3,853
ROCHESTER	Count	1	61	3	22	87
	Average	£595,000	£256,044	£461,250	£445,168	£314,841
	£/m²	£3,628	£4,079	£3,309	£3,532	£3,909
RURAL S	Count	0	1	0	0	1
	Average		£183,750			£183,750
	£/m²		£3,341			£3,341
ST MARYS ISLAND	Count	2	54	1	15	72
	Average	£477,500	£275,142	£510,000	£480,333	£326,773
	£/m²	£3,373	£3,793	£3,469	£2,979	£3,607
STROOD	Count	3	43	17	5	68
	Average	£459,995	£240,828	£388,442	£415,995	£300,280
	£/m²	£4,219	£3,578	£3,780	£3,344	£3,640
MEDWAY	**Count**	**204**	**396**	**187**	**138**	**925**
	Average	**£471,440**	**£223,170**	**£343,862**	**£369,058**	**£324,088**
	£/m²	**£3,683**	**£3,644**	**£3,624**	**£3,363**	**£3,607**

Source: Land Registry and EPC Register (October 2021) Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

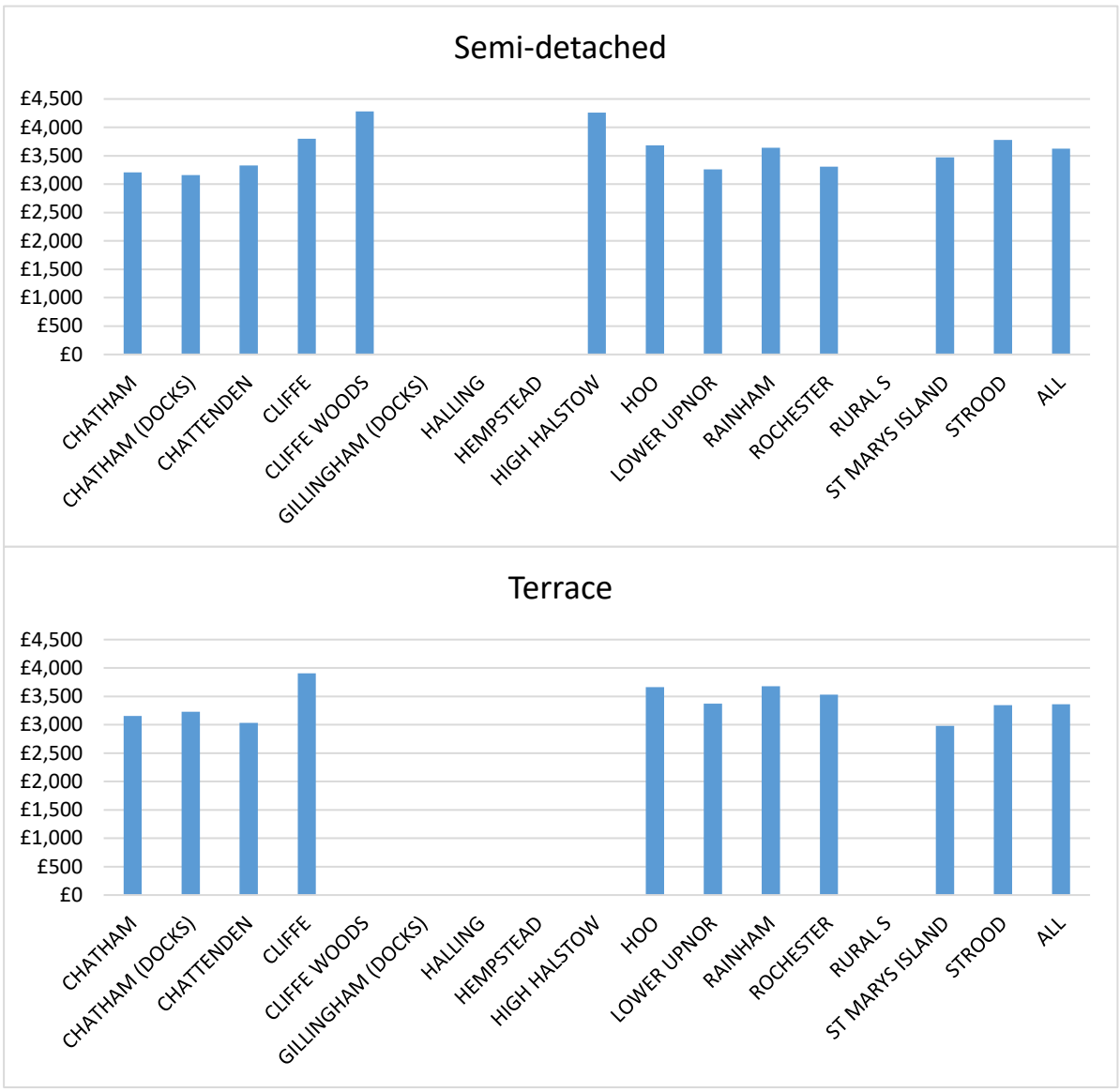
4.39 In 2019, the average price paid was £3,521/m², ranging from less than £1,000/m² to over £5,100/m². In 2021, the average price paid is £3,607/m², ranging from less than £1,000/m² to over £6,600/m². Care should be taken when considering the disaggregated data as some of the sample sizes are small. Across the area, flats have a similar value to housing. This is relatively unusual, generally flats (based on our experience from doing similar studies) have a higher value, on a £/m² basis, than houses.

Figure 4.8a Land Registry Price Paid Data from 2019



Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

Figure 4.8b Land Registry Price Paid Data from 2019



Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

4.40 The above data does show variance across the area, however it necessary to consider the reason for that variance. The principal driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and the environment, rather than in which particular ward or postcode sector the scheme is located.

4.41 In September 2019 there were about 95 new homes for sale in the Council area, of which about a third were flats. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £150,000 and going up to £715,000. The average was £381,000. These are summarised in the following table and set out in detail in **Appendix 8**.

Table 4.8 Summary of Newbuild Asking Prices - 2019				
	Flats		Houses	
	£	£/m²	£	£/m²
Acres Green			£402,500	
Appleyard Quarter			£396,995	£3,744
Azure	£294,000	£3,861	£500,000	£2,970
Beaulieu Park	£200,000		£279,995	
Berengrave Gardens			£447,450	£4,175
Castle Reach	£260,000	£3,688		
Chatham Waters	£243,333	£3,421		
Church View			£343,621	£3,892
Colonial Wharf	£249,950		£387,950	£3,588
Crown Fields	£168,795	£3,167	£347,748	£3,588
Darland View			£631,000	£3,779
Four Elms Place			£453,333	£3,573
Heronden Grange			£526,662	£3,912
Kitchener Barracks			£390,000	£3,374
Limeburners Drive	£210,000	£3,184		
Manor Park			£574,995	£3,802
Nightingale Rise			£347,281	£3,825
Orbit at Victory Pier	£242,500			
Otterham Park				
Rochester Riverside	£267,333	£4,352		
Safety Bay			£600,000	£3,044
Temple Wharf	£264,995	£4,274	£379,995	£3,518
The Auditorium	£195,000	£2,867		
Willow Fields			£396,328	£3,808
(blank)				
Grand Total	**£238,305**	**£3,694**	**£437,516**	**£3,717**

Source: Market Survey (September 2019).

4.42 When considered on a £/m² basis, the average asking price for houses is £3,717/m² and £3,694/m² for flats. This analysis has been updated.

4.43 In October 2021 there were 71 new homes for sale in the Council area, of which about 45% were flats. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £175,000 and going up to £620,000. The average was £360,000.

Table 4.9 Summary of Newbuild Asking Prices - 2021

	Detached		Flat		S-Detached		Terraced		ALL	
	£	£/m2	£	£/m2	£	£/m2	£	£/m2	£	£/m2
Chatham	**£361,995**	**£4,022**	**£240,383**	**£3,659**	**£346,995**	**£3,886**	**£443,333**	**£3,843**	**£290,051**	**£3,731**
Colonial Wharf			£236,000	£3,644			£443,333	£3,843	£339,667	£3,743
Crown Fields	£361,995	£4,022	£196,995	£3,446	£346,995	£3,886			£274,495	£3,688
Garrison Point			£241,000	£3,959					£241,000	£3,959
X1 Chatham Waters			£287,333	£3,486					£287,333	£3,486
Gillingham			**£286,000**	**£4,119**	**£370,000**	**£3,176**			**£314,000**	**£3,805**
Victory Pier			£286,000	£4,119					£286,000	£4,119
(blank)					£370,000	£3,176			£370,000	£3,176
Rainham	**£531,905**	**£4,259**			**£422,389**	**£4,592**	**£347,500**	**£4,144**	**£461,413**	**£4,369**
Berengrave Gardens	£619,000	£4,019			£439,000	£4,656			£484,000	£4,497
Manor Court	£524,995	£4,202			£399,995	£4,348			£499,995	£4,231
Otterham Park	£472,450	£4,725			£394,950	£4,646	£347,500	£4,144	£390,600	£4,415
Rochester	**£465,123**	**£3,865**	**£285,833**	**£4,560**	**£357,500**	**£4,017**	**£392,500**		**£344,340**	**£4,345**
Church View	£465,123	£3,865			£357,500	£4,017			£429,248	£3,916
Cobden Terrace							£410,000		£410,000	
Rochester Riverside			£285,833	£4,560					£285,833	£4,560
(blank)							£375,000		£375,000	
Snodland			**£290,000**	**£5,273**					**£290,000**	**£5,273**
Holborough Lakes			£290,000	£5,273					£290,000	£5,273
St Mary's Island			**£290,000**	**£3,821**			**£530,000**	**£3,350**	**£370,000**	**£3,664**
The Docks at Azure			£290,000	£3,821			£530,000	£3,350	£370,000	£3,664
Wouldham	**£474,995**	**£4,084**	**£242,995**	**£3,370**	**£339,995**	**£5,484**			**£375,162**	**£4,221**
Buckland Rise			£245,995	£3,370					£245,995	£3,370
Osprey Rise	£474,995	£4,084	£239,995		£339,995	£5,484			£400,995	£4,434
(blank)	**£427,328**	**£4,251**			**£352,245**	**£4,180**			**£384,424**	**£4,210**
Nightingale Rise	£427,328	£4,251			£352,245	£4,180			£384,424	£4,210
ALL	**£479,376**	**£4,154**	**£262,428**	**£3,966**	**£377,315**	**£4,295**	**£430,000**	**£3,788**	**£358,955**	**£4,064**

Source: Market Survey[28]

4.44 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most

[28] Note. Some of these properties may beyond, but still close to the boundaries of Medway. They are included to provide a depth of evidence.

cases the feedback was that the units were 'realistically priced' or that as there is strong demand, significant discounts are not available. When pressed, a major housebuilder stressed that it was important to maintain the consistency of pricing across a site, but whilst the asking price was the price payable, some incentives in the form of improved fittings may be agreed. On the whole, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% or so less than the above asking prices.

Price Assumptions for Financial Appraisals

4.45 In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016) the following values were used:

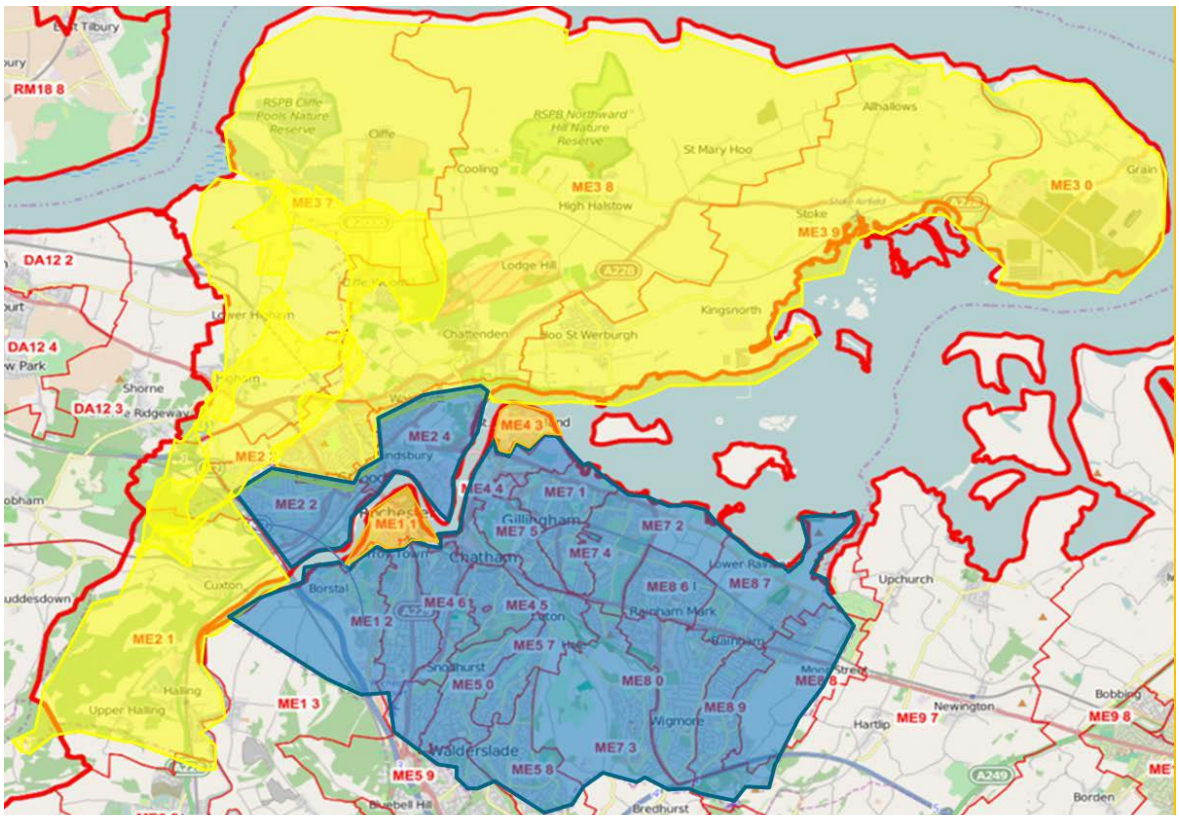
Table 4.10 2016 Residential Value Assumptions

Location	Medway Towns	High Value Medway	Rural Medway
1 bed flat	£170,000	£170,000	£170,000
2 bed flat	£200,000	£200,000	£200,000
2 bed house	£230,000	£260,000	£260,000
3 bed house	£290,000	£360,000	£360,000
4 bed house	£330,000	£400,000	£400,000

Source: Table 8, Medway Council Affordable Housing and CIL Viability Testing Report (GVA, January 2016)

4.46 The value areas were described as follows:

Figure 4.9 2016 Value Zones



Source: Figure 2, Medway Council Affordable Housing and CIL Viability Testing Report (GVA, January 2016)

4.47 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. It is necessary to relate this to the pattern of development expected to come forward in the future. Bringing together the evidence above (which we acknowledge is varied), the following approach to value was put to the October 2019 consultation.

a) Larger Brownfield Sites. In terms of value, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.

A slightly higher value has been attributed to the larger brownfield sites (generally these sites will be more than 30 units) than the smaller brownfield sites due to the ability of the developer to create a sense of place.

b) Smaller Brownfield Sites. As with the larger sites, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units. Generally, these sites will be less than 30 units.

c) 'Urban' Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the town centres centre. These are modelled as conventional development and on a Build to Rent basis (see below).

d) Large Greenfield Sites. These are the potential Strategic Sites, and large greenfield sites (over 200 units or so).

e) Medium Greenfield Sites. These are the greenfield sites in the range of 10 to 200 units that are likely to be brought forward by a single developer.

f) Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. These are less than 10 units so are below the affordable housing threshold. A premium value is applied to these.

4.48 Through the October 2019 consultation it was questioned why three sizes of brownfield site had not been used. The greenfield sites have been subdivided into three site sizes because the small greenfield sites tend to command a premium price that is over and above the value on larger sites. This can be for a range of reasons, including that they are often a slightly lower density (leading to larger gardens) and that they tend to be on the settlement edge, overlooking open countryside. Small brownfield sites tend to be infill sites that do not command the same premium.

4.49 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the assumptions used by developers in appraisals submitted through the development management process, the prices put to the consultation are as in the table below.

4.50 It is important to note that this is a broad brush, high level study to test Medway's policy as required by the NPPF. The values between new developments and within new developments will vary considerably.

Table 4.11 Pre-consultation Residential Price Assumptions (£/m^2)

	Waterfront	Higher Value	Lower Value
Larger Brownfield		£3,600	£3,550
Smaller Brownfield Sites		£3,600	£3,550
Urban Flatted Schemes	£3,900	£3,600	£3,550
Large Greenfield Sites		£3,800	£3,600
Medium Greenfield Sites		£3,800	£3,600
Small Greenfield Sites		£4,000	£4,000

Source: HDH (September 2019)

4.51 Following the October 2019 consultation, the following points were made:

a. That a higher value should be attributed to the large greenfield sites adjacent to Rainham.

b. Asking prices are not the prices paid.

c. A promoter of a Strategic Site raised a concern about the high-level approach being taken, pointing out that prices vary considerably, particularly within large specific schemes. By way of example, a waterside scheme on the Chatham waterfront may have high value 'penthouse' type units, but will also include lower value units. This is accepted.

4.52 In addition to the above, we have been provided with key information from the HIF[29] bid for the Hoo Strategic Site. A blended figure of £3,717.30/m^2 was used. We understand that this has been independently verified through the normal HIF due diligence process. This assumption is carried into this assessment.

4.53 Having reviewed these comments and the available evidence we updated the value assumptions as follows in 2019, and have applied these in this iteration of this assessment:

Table 4.12 2019 / 2021 Residential Price Assumptions (£/m^2)

	Waterfront	Higher Value	Lower Value
Larger Brownfield		£3,600	£3,550
Smaller Brownfield Sites		£3,600	£3,550
Urban Flatted Schemes	£3,900	£3,600	
Large Greenfield Sites East of the Medway Elsewhere		£3,850	 £3,720
Medium Greenfield Sites		£3,800	£3,600
Small Greenfield Sites		£4,000	£4,000

Source: HDH (December 2019)

Ground Rents

4.54 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents[30].

Build to Rent

4.55 The Council has not seen Build to Rent schemes coming forward through the planning system (i.e. where the use of the development is restricted to the Private Rented Sector) however this is a growing development format, and at least one scheme on unrestricted housing (flats) is being built out as a rented scheme. The Build to Rent sector is a different sector to mainstream housing.

[29] Housing Infrastructure Fund.

[30] In October 2018 the Communities Secretary announced that majority of new-build houses should be sold as freehold and new leases to be capped at £10. https://www.gov.uk/government/news/communities-secretary-signals-end-to-unfair-leasehold-practices

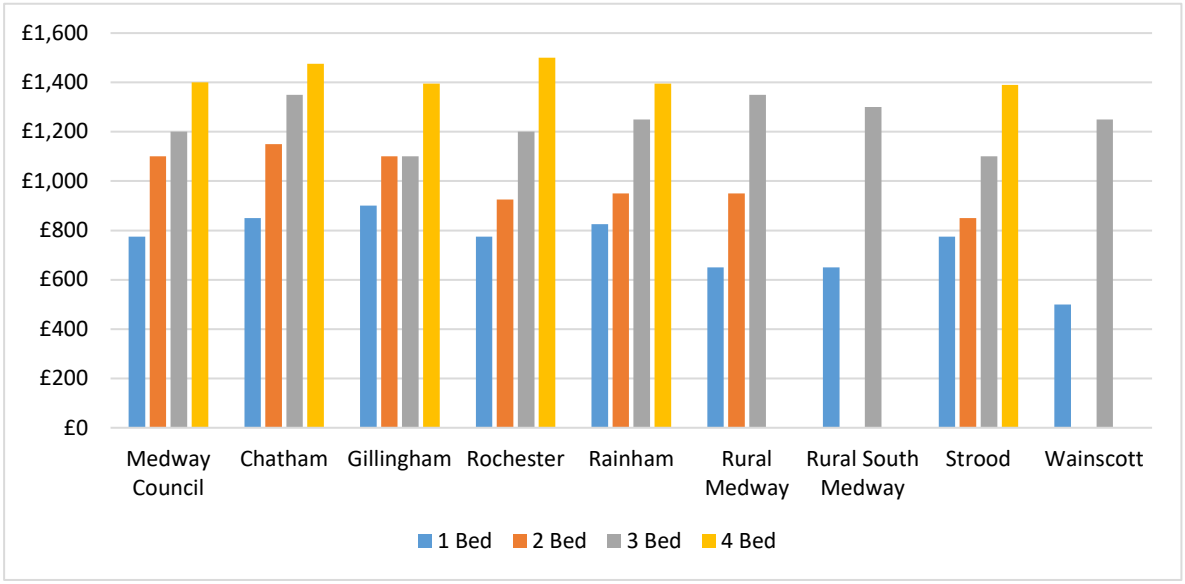
4.56 The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. Having said this, at present the Council have no policy reason or justification to impose a planning condition restricting the use of a housing scheme to the PRS. This is quite different to affordable housing where there is evidence and policies to support restricting the use of some housing to affordable housing.

4.57 The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures), is in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.). This is well summarised in *Unlocking the Benefits and Potential of Build to Rent*, A British Property Federation report commissioned from Savills, academically reviewed by LSE, and sponsored by Barclays (February 2017):

> *A common comment from BTR players is that BTR schemes tend to put a lower value on development sites than for sale appraisals. Residential development is different to commercial in that it has two potential end users - owners and renters. Where developers can sell on a retail basis to owners (or investors paying retail prices - i.e. buy to let investors) this has been the preferred route to market as values tend to exceed institutional investment pricing, which is based on a multiple of the rental income. This was described as "BTR is very much a yield-based pricing model.*

4.58 In estimating the likely level of affordable rent, we have undertaken a survey of market rents across the Medway area:

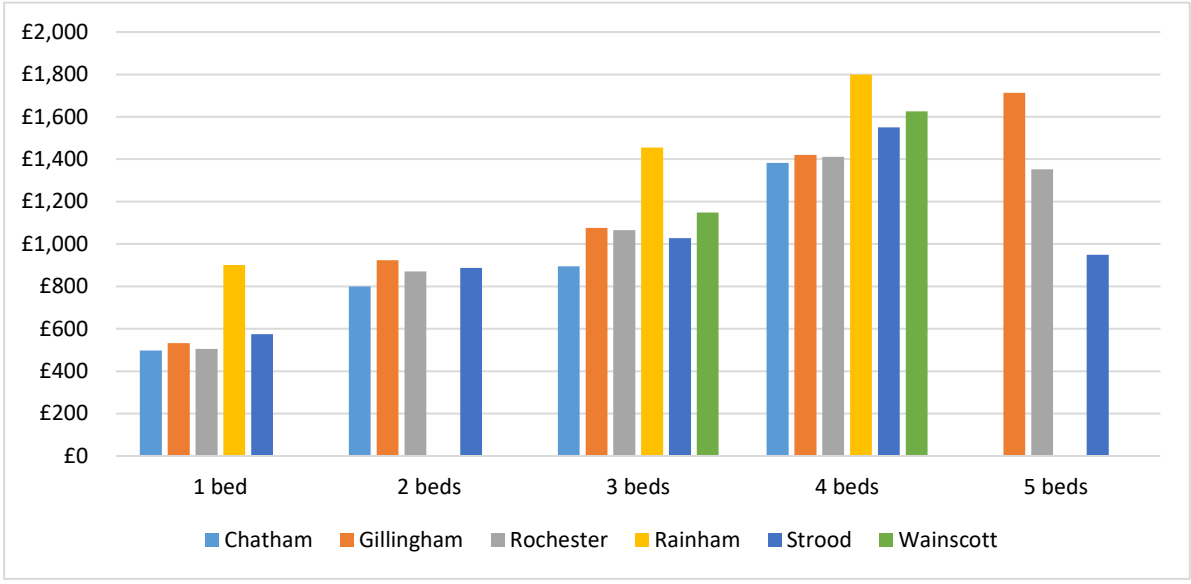
Table 4.13 Median Asking Rents Advertised by Rightmove (£/month)				
	1 bed	2 bed	3 bed	4 bed
Medway	£775	£1,100	£1,200	£1,400
Chatham	£850	£1,150	£1,350	£1,475
Gillingham	£900	£1,100	£1,100	£1,395
Rochester	£775	£925	£1,200	£1,500
Rainham	£825	£950	£1,250	£1,395
Rural Medway	£650	£950	£1,350	
Rural South Medway	£650		£1,300	
Strood	£775	£850	£1,100	£1,390
Wainscott	£500		£1,250	
Medway Students	£550		£1,490	£1,600



Source: Rightmove.co.uk (October 2021)

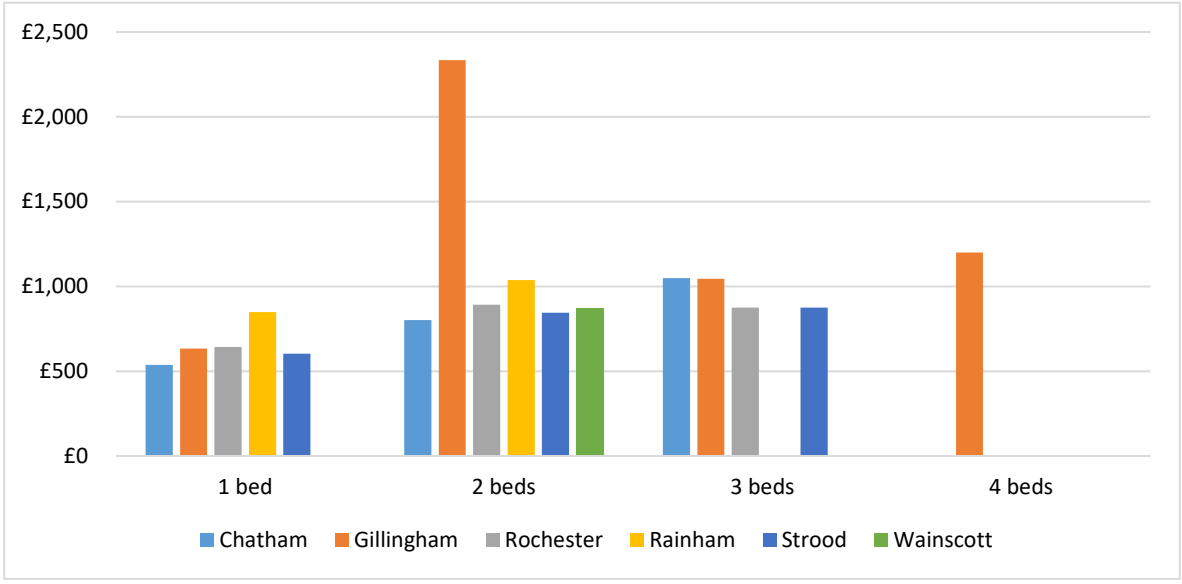
4.59 These show a notable increase, generally more than £100/week, since the data was gathered in 2019.

Table 4.14a Rents Reported by Zoopla (£/month) – Houses 2019					
	1 bed	2 beds	3 beds	4 beds	5 beds
Chatham	£498	£800	£895	£1,382	
Gillingham	£532	£924	£1,076	£1,420	£1,714
Rochester	£505	£870	£1,066	£1,411	£1,352
Rainham	£901		£1,455	£1,800	
Strood	£574	£887	£1,027	£1,550	£949
Wainscott			£1,148	£1,625	



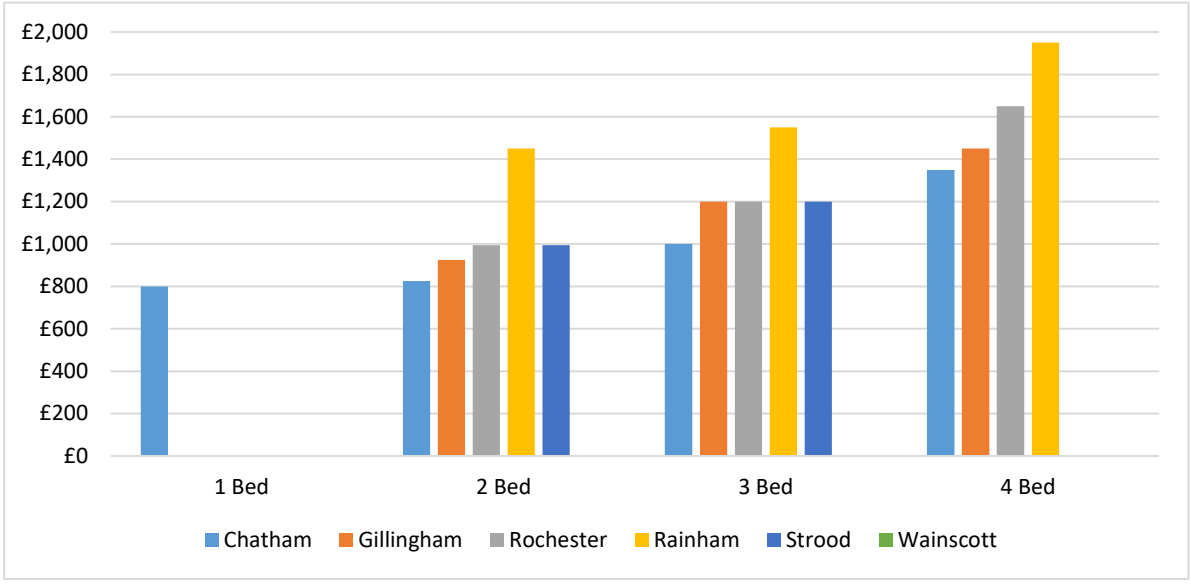
Source: Zoopla.co.uk (September 2019)

Table 4.14b Rents Reported by Zoopla (£/month) – Flats 2019				
	1 bed	2 beds	3 beds	4 beds
Chatham	£538	£801	£1,049	
Gillingham	£633	£2,334	£1,045	£1,200
Rochester	£643	£892	£875	
Rainham	£849	£1,037		
Strood	£603	£844	£875	
Wainscott		£871		



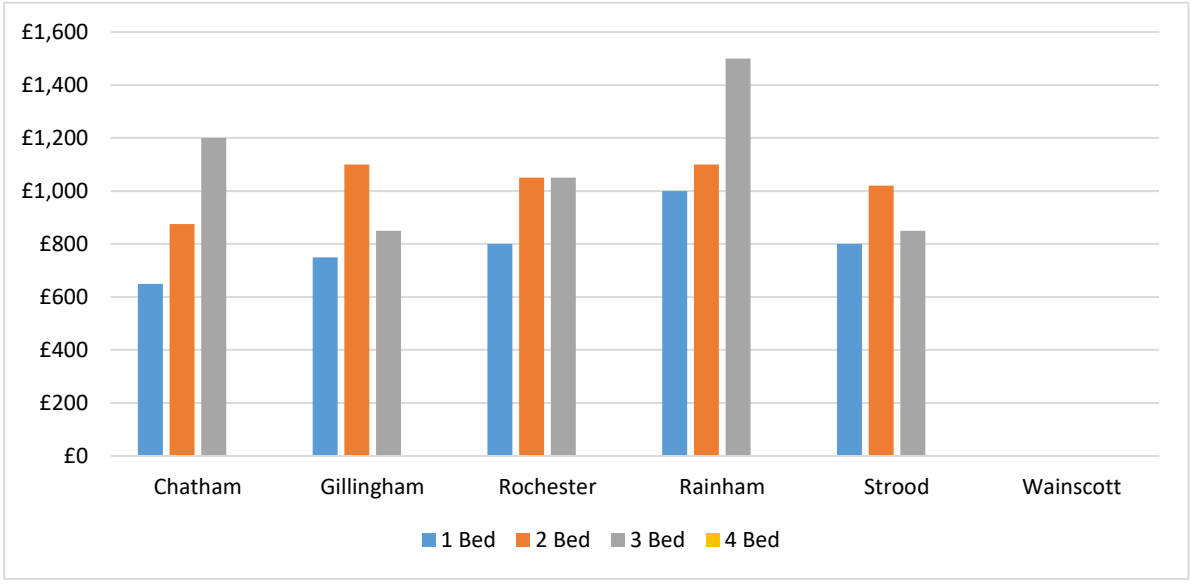
Source: Zoopla.co.uk (September 2019)

Table 4.15a Rents Reported by Zoopla (£/month) – Houses 2021					
	1 bed	2 beds	3 beds	4 beds	5 beds
Chatham	£800	£825	£1,000	£1,350	£800
Gillingham		£925	£1,200	£1,450	
Rochester		£995	£1,200	£1,650	
Rainham		£1,450	£1,550	£1,950	
Strood		£995	£1,200		
Wainscott					



Source: Zoopla.co.uk (October 2021)

Table 4.15b Rents Reported by Zoopla (£/month) – Flats 2021				
	1 bed	2 beds	3 beds	4 beds
Chatham	£650	£875	£1,200	
Gillingham	£750	£1,100	£850	
Rochester	£800	£1,050	£1,050	
Rainham	£1,000	£1,100	£1,500	
Strood	£800	£1,020	£850	
Wainscott				



Source: Zoopla.co.uk (October 2021)

4.60 Care must be taken when considering the above to recognise the outliers. The Valuation Office Agency (VOA) collects data on rent levels:

Table 4.16 Rents reported by the VOA – Medway UA					
	Count of rents	Mean	Lower quartile	Median	Upper quartile
Room	220	£438	£375	£450	£475
Studio	70	£589	£500	£550	£695
1 Bedroom	620	£694	£625	£683	£755
2 Bedroom	1,010	£856	£775	£850	£923
3 Bedroom	760	£955	£850	£925	£1,050
4+ Bedroom	130	£1,361	£1,150	£1,350	£1,500

Source: VOA Private rental market summary statistics in England (16th June 2021)

4.61 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed.

4.62 Savills in its *Investing in Private Rent* (Savills, 2018) reports a North-South divide:

> *Net initial yields on BTR deals averaged 4.3 per cent between 2015 and 2017. But that hides substantial regional variation. While half that investment took place in London, where yields averaged 3.8 per cent, across Scotland and the north of England the average yield was 4.9 per cent. In London and the South, the income returns from funding deals are higher than on standing investments, as you might expect. In the North, this is not necessarily the case, given issues over the quality of some of the existing rental stock and the rental covenant attached to it, all limited by the fact that we're yet to see any of the purpose-built kit trade yet. As investors focus more on the potential growth of the income stream and less on the track record of local house price growth, we expect yields from purpose-built assets to show less regional variation.*

4.63 Knight Frank in its *Residential Yield Guide* (February 2018) reported a 4.0% to 4.24% yield in Prime Regional Cites and 5.0% to 5.25% in Secondary Regional Cities.

4.64 Initially, having considered a range of sources, a gross yield of 5% was assumed. Through the October 2019 consultation several comments were received which suggested that whilst Medway has good rail connections, it is perceived to be a secondary market and as such unlikely to achieve a 5% yield, and that 6% was more appropriate. We were referred to an example where the yield (based on forward funding) is just over 6% (although we would comment that where the buyer is providing forward funding their risks may be higher than is a simple post development sale). A value of £2,585/m^2 (£240/sqft was put forward). We have reviewed the assumptions in this regard using a 6% yield.

Table 4.17 Capitalisation of Private Rents

	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£800	£975	£1,100	£1,500
Gross Rent (£/annum)	£9,600	£11,700	£13,200	£18,000
Value	£192,000	£234,000	£264,000	£360,000
m^2	50	70	84	97
£/m^2	£3,840	£3,343	£3,143	£3,711

Source: HDH (October 2021)

4.65 In this study (using October 2021 rents) we have assumed a value for private rent, of £2,900/m^2. This is a reduction from the value based on a 5% yield used initially of £3,070/m^2 (being based on 2019 rents).

4.66 Through the consultation it was noted that rents for waterfront flats are likely to be somewhat higher than the above.

Affordable Housing

4.67 Policy H3 of the adopted Medway Local Plan (2003) seeks the following:

> *POLICY H3: AFFORDABLE HOUSING*
>
> *Where a need has been identified, affordable housing will be sought as a proportion of residential developments of a substantial scale.*
>
> *A substantial scale is defined as follows:*

i. in settlements in rural areas with a population of 3,000 or fewer, developments which include 15 or more dwellings or where the site area is 0.5 hectare or more;

ii. within the urban area, developments which include 25 or more dwellings or where the site area is 1 hectare or more.

Agreements to permanently retain the affordable housing in this tenure will be sought.

Matters to be taken into account when affordable housing is negotiated, will be:

a) the suitability of the site for affordable housing development;

b) the economics of provision;

c) the proximity of local services and facilities and access to public transport;

d) the realisation of other planning objectives as priorities on a site;

e) the need to achieve a successful housing development taking into account the appropriate mix of affordable housing types and the proportion of affordable housing and its subsequent management.

The following targets are adopted for specific large sites as a basis for negotiation: .....

4.68 As set out in the *Medway Guide to Developer Contributions and Obligations* document the Council currently seeks 25% affordable housing[31]. This policy is being updated as part of the emerging Local Plan (based on the Council's housing evidence and the wider definitions of Affordable Housing set out in the 2019 NPPF). A range of policy requirements and mixes are tested.

4.69 In this study it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the scheme's overall developer.

Affordable Housing Values

4.70 Prior to the 2015 Summer Budget, rents of affordable housing (both Affordable Rents and Social Rents) were generally increased by inflation (CPI) plus up to 1% each year. These provisions were to prevail until 2023. The result was that Housing Associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them a particularly attractive and secure form of investment or security for a loan.

4.71 In the 2015 Budget it was announced that Social and Affordable Rents would be reduced by 1% per year for 4 years[32]. The effect of this is to reduce the value of affordable housing to rent. Having said this, in October 2017, the Government announced that rents will rise by CPI +1% for five years from 2020, reversing this alteration. It is necessary to consider the value

[31] Paragraph 4.2. MEDWAY GUIDE TO DEVELOPER CONTRIBUTIONS AND OBLIGATIONS (May 2018 Version 2: Charges updated April 2019)

[32] We understand that the objective is to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.

of affordable housing in this context, so the value of affordable housing has been reconsidered from first principles.

4.72 In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016) the value of affordable housing rent was based on Affordable Rent and the following values were used:

Table 4.18 2016 Residential Value Assumptions

Location	Medway Towns	High Value Medway	Rural Medway
1 bed flat	£65,000	£65,000	£65,000
2 bed flat	£80,000	£80,000	£80,000
2 bed house	£80,000	£80,000	£80,000
3 bed house	£90,000	£90,000	£90,000
4 bed house	£115,000	£115,000	£115,000

Source: Table 9, Medway Council Affordable Housing and CIL Viability Testing Report (GVA, January 2016)

4.73 Intermediate Housing was taken to have a value of 70% of market value.

Social Rent

4.74 The value of a rented property is a factor of the rent – although the condition and demand for the units also have an impact. Social Rents are set through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent:

Table 4.19 Medway Social Rent (£/week)					
Unit Size	Net Rent	Social Rent Rate	Service Charge	Gross Rent	Unit Count
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0
Bedsit	£67.98	£65.76	£6.93	£74.91	10
1 Bedroom	£81.65	£80.37	£12.36	£93.50	490
2 Bedroom	£94.17	£91.72	£10.12	£102.56	1,153
3 Bedroom	£108.61	£105.90	£3.74	£111.33	1,077
4 Bedroom	£123.33	£120.94	£4.23	£126.98	109
5 Bedroom	£130.12	£125.43	£3.94	£134.06	5
6+ Bedroom	£140.94	£134.23	£0.00	£140.94	1
All Self-Contained	£98.59	£96.24	£8.15	£105.23	2,845
All Stock Sizes	**£98.59**	**£96.24**	**£8.15**	**£105.23**	**2,845**

Source: Table 9, RSH SDR 2020 – Data Tool[33]

4.75 This study concerns only the value of newly built homes. There seems to be relatively little difference in the amounts paid by RPs for such units across the area. In this study, the value of Social Rents is assessed (using the net rents) assuming 10% management costs, 4% voids and bad debts and 6% repairs (being based on the standard Homes England assumptions). These are capitalised at 4%.

Table 4.20 Capitalisation of Social Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£81.65	£94.17	£108.61	£123.33
Gross Rent (£/annum)	£4,246	£4,897	£5,648	£6,413
Net Rent	£3,397	£3,917	£4,518	£5,131
Value	£84,916	£97,937	£112,954	£128,263
m^2	50	70	84	97
£/m^2	£1,698	£1,399	£1,345	£1,322

Source: HDH (October 2021)

4.76 Through the October 2019 consultation it was questioned whether these figures were based on rents and service charges or just rents. We confirm that these figures are based on rents alone. A value of £1,400/m^2 across the study area is assumed, being about 40% of market value. Through the October 2019 consultation there was a consensus that the derivation of this assumption was appropriate.

[33] Private registered provider social housing stock and rents in England 2019 to 2020 - GOV.UK (www.gov.uk)

Affordable Rent

4.77 Under Affordable Rent a rent of no more than 80% of the market rent for that unit can be charged. In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.

4.78 In estimating the likely level of Affordable Rent, a survey of market rents across the Medway area has been undertaken and is set out under the Build to Rent heading above. There is relatively little variation in rents.

4.79 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency (VOA) by Broad Rental Market Area (BRMA). Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap. The majority of Medway is within the Medway and Swale BRMA.

4.80 A consultee questioned this approach, correctly stating that there is no requirement for the rent to be less than the LHA cap. This is acknowledged, however the Council's preference is that rents are capped at this level[34].

Table 4.21 BRMA LHA Caps (£/week)

	£/week	£/month
Shared Accommodation	£72.84	£315.64
One Bedroom	£136.93	£593.36
Two Bedrooms	£172.60	£747.93
Three Bedrooms	£195.62	£847.69
Four Bedrooms	£276.16	£1,196.69

Source: Table 4, Local Housing Allowance (LHA) rates applicable from April 2021 to March 2021. VOA (September 2021)[35]

4.81 The cap relates to the combined rent and service charge due. These caps are generally less than the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

[34] In this regard the Council said: *Overall the tenures need to be Social or Affordable Rent Capped at the Local Housing Allowance Rates and Shared Ownership we do not accept any other types of affordable housing provision i.e. Discounted Market Rent or Starter Homes.*

[35] https://www.gov.uk/government/publications/local-housing-allowance-lha-rates-applicable-from-april-2019-to-march-2020

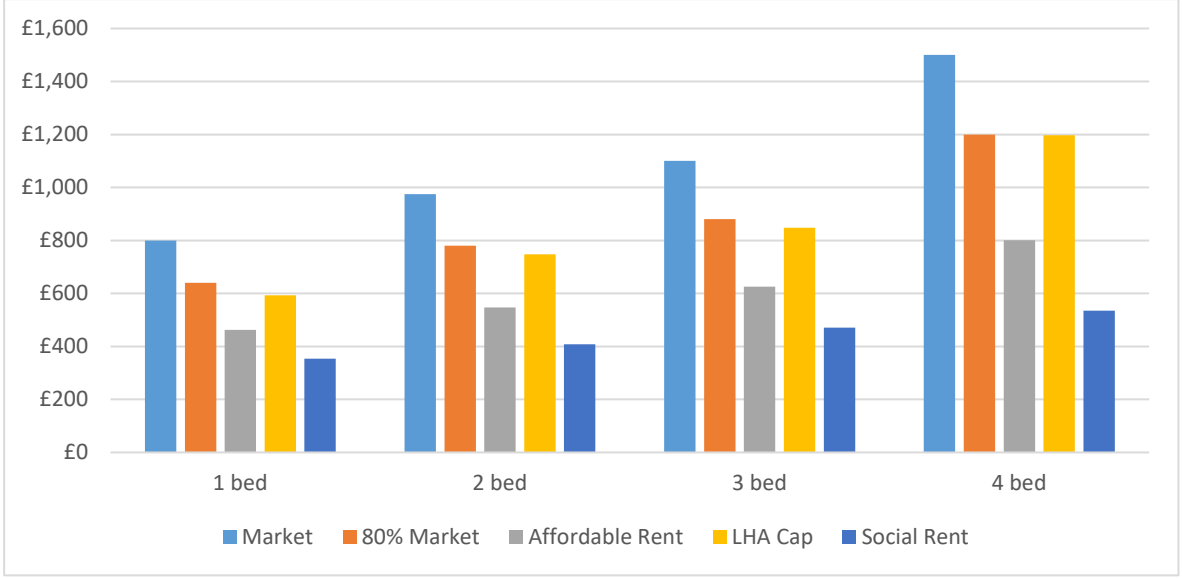
Table 4.22 Medway Affordable Rent (£/Week)		
Unit Size	Gross Rent	Unit Count
Non-self-contained	£0.00	0
Bedsit	£74.92	1
1 Bedroom	£106.74	139
2 Bedroom	£126.19	422
3 Bedroom	£144.46	145
4 Bedroom	£184.70	34
5 Bedroom	£0.00	0
6+ Bedroom	£0.00	0
All Self-Contained	£128.73	741
All Stock Sizes	**£128.73**	**741**

Source: Table11, Source: Table 9, RSH SDR 2020 – Data Tool[36]

4.82 A consultee questioned whether the Gross Rent included service charges (as if they did, they should be deducted when calculating the value). The Gross Rent does not include service charges (the data shown earlier for Social Rent lists service charges separately). As the LHA cap applies to the rent and service charge, an allowance of £11/week is made for this.

4.83 The rents, across the tenures, are summarised as follows.

Figure 4.10 Rents by Tenure – £/Month



Source: Market Survey, HCA Statistical Return and VOA (October 2021)

4.84 In calculating the value of Affordable Rents we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4%. It is assumed that the

[36] Private registered provider social housing stock and rents in England 2019 to 2020 - GOV.UK (www.gov.uk)

Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth. In this iteration of the report an allowance of £11/week has been made for the service charge assumption.

Table 4.23 Capitalisation of Affordable Rents

	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/month)	£545.33	£700.33	£800.33	£1,149.33
Gross Rent (£/annum), less service charge	£6,544	£8,404	£9,604	£13,792
Net Rent	£5,235	£6,723	£7,683	£11,034
Value	£130,880	£168,080	£192,080	£275,840
m^2	50	70	84	97
£/m^2	£2,618	£2,401	£2,287	£2,844

Source: HDH (October 2021)

4.85 In 2019, using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £2,030/m^2 (being reduced from £2,200/m^2 used in the initial iteration of this report) is derived. Using the updated, 2021 figures, a value of £2,350/m^2 is derived. This would be between 50% and 60% of market value depending on the areas. This approach and the values derived have been confirmed by the Council's housing department.

4.86 A consultee raised concerns over the practical delivery of affordable housing within flatted schemes. It is accepted that this can be challenging (although there are examples of mixed tenure schemes). In Chapter 10 we have considered commuted sums to allow off-site contributions.

Intermediate Products for Sale

4.87 Intermediate products for sale include shared ownership and shared equity products[37]. The market for these is difficult at present and we have found little evidence of the availability of such products in the study area. In the initial iteration of this report, we assumed a value of 70% of open market value for these units. These values were based on purchasers buying an initial 30% share of a property and a 2.75%[38] per annum rent payable on the equity retained. The rental income is capitalised at 4% having made a 5% management allowance.

4.88 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

[37] For the purpose of this assessment, it is assumed that the 'affordable home ownership' products, as referred to in paragraph 64 of the 2019 NPPF, fall into this definition,

[38] A rent of up to 3% may be charged – although we understand that in this area 2.75% is more normal.

Table 4.24 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold

Market Value			% Sold		Rent			Value		
m2	£/m2	£	%	£	%	£/year	£	£	£/m2	**% OMV**
95	3,500	332,500	30%	99,750	2.75%	6,401	152,015	251,765	2,650	**75.72%**
95	3,500	332,500	40%	133,000	2.75%	5,486	130,298	263,298	2,772	**79.19%**
95	3,500	332,500	50%	166,250	2.75%	4,572	108,582	274,832	2,893	**82.66%**
95	3,500	332,500	60%	199,500	2.75%	3,658	86,866	286,366	3,014	**86.13%**
95	3,500	332,500	70%	232,750	2.75%	2,743	65,149	297,899	3,136	**89.59%**
95	3,500	332,500	80%	266,000	2.75%	1,829	43,433	309,433	3,257	**93.06%**
95	4,000	380,000	30%	114,000	2.75%	7,315	173,731	287,731	3,029	**75.72%**
95	4,000	380,000	40%	152,000	2.75%	6,270	148,913	300,913	3,168	**79.19%**
95	4,000	380,000	50%	190,000	2.75%	5,225	124,094	314,094	3,306	**82.66%**
95	4,000	380,000	60%	228,000	2.75%	4,180	99,275	327,275	3,445	**86.13%**
95	4,000	380,000	70%	266,000	2.75%	3,135	74,456	340,456	3,584	**89.59%**
95	4,000	380,000	80%	304,000	2.75%	2,090	49,638	353,638	3,723	**93.06%**

Source: HDH 2019

4.89 Through the October 2019 consultation several points were raised including service charges and affordability criteria.

4.90 Service charges do not normally apply in the shared equity situation, and normally only apply in the shared ownership situation where a transfer is made (so when a buyer sells their interest). Where service charges to apply, for example as an estate management charge, or block management charge, these are in addition to the rent. In this assessment the rent is assumed to be 2.75% of the value of the retained equity. No adjustment is made in this regard.

4.91 The Council does not impose a particular cap on intermediate housing sale prices (although we understand that initial tranches are typically in the range of 30% to 50%).

4.92 In relation to First Homes, the £250,000 cap is assumed to apply, with First Homes tending to be smaller units so not capped.

4.93 The table above also shows the rents on the retained equity. These are somewhat more than the affordable rents for the whole property, and when combined with a mortgage payment, are not dissimilar to the costs of renting (which is what we would expect).

4.94 As shown in the table above, the assumption used is appropriate in this regard, although at the top of the expected range. We have amended this assumption down to 65% of market value.

Grant Funding

4.95 It is assumed that grant is not available.

4.96 In the case of the Hoo Strategic Site, the potential HIF funding is netted off the overall strategic infrastructure and mitigation costs.

Older People's Housing

4.97 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product that are defined in paragraph 63-010-20190626 of the PPG:

> ***Retirement living or sheltered housing****: This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.*
>
> ***Extra care housing or housing-with-care:*** *This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

4.98 HDH has received representations from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that Sheltered Housing and Extracare Housing should be tested separately. The RHG representations assume the price of a 1 bed Sheltered unit is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed Sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare housing is 25% more expensive than Sheltered housing.

4.99 A typical price of a 3 bed semi-detached home of £200,000 has been assumed. On this basis it is assumed Sheltered and Extracare housing has the following worth:

Table 4.25 Worth of Sheltered and Extracare

	Area (m^2)	£	£/m^2
3 bed semi-detached		**291,000**	
1 bed Sheltered	50	218,250	4,365
2 bed Sheltered	75	291,000	3,880
1 bed Extracare	65	272,813	4,197
2 bed Extracare	80	363,750	4,547

Source: HDH (June 2019)

4.100 There are very few new retirement schemes being marketed in Medway at the time of this study, it has therefore been necessary to look more widely, beyond the boundaries of the Council area. Even with 10 or so miles of the Council area, the supply is limited.

- Churchill Retirement Living has a scheme at the High Street at Rainham. This is at an early stage and prices have not been released. At its King Street, Maidstone scheme, one bedroom flats are being marketed from £299,950 and two bedroom flats from

£347,950. At its King Edward Avenue, Dartford scheme, one bedroom flats are being marketed from £299,950, and two bedroom flats from £388,950.

4.101 Based on the above, a value of £4,125/m^2 is assumed for Sheltered Housing and £4,375/m^2 is assumed for Extracare.

4.102 In addition to the above, no allowance is made for ground rents. The typical value of the ground rents on these types of units would be about of £3,850/unit.

4.103 The value of units as affordable housing has also been considered. It has not been possible to find any directly comparable schemes where housing associations have purchased social units in a market led extracare development. Private sector developers have been consulted. They have indicated that, whilst they have never disposed of any units in this way, they would expect the value to be in line with other affordable housing – however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.

Student Housing

4.104 There is a student population in Medway, with the Universities using the Medway Campus being part of the redeveloped Chatham Maritime area. It is appropriate to consider the viability of student housing in its own right. There is an overlap in the market with the Build to Rent sector which is also considered as a separate development type.

4.105 A survey of student housing was carried out in 2019 and refreshed in October 2021. Most students live in mainstream residential housing that is rented in the open market, however some of this is through the institutions' approved landlord / letting schemes.

4.106 As set out in **Appendix 9,** there are several student housing schemes. The impact of COVID-19 has been significant on universities and other further education establishments. Teaching was almost all on-line, and little or no face-to-face teaching took place in in the second half of the 2020-21 academic year. The current year has seen some return to face-to-face teaching, however much remains online. There has been some controversy about student housing and whether students have been fairly treated. What is clear is that whilst we would normally expect there to be no vacancies in purpose built accommodation in October, this year there are still rooms available and rents appear to be a little lower than in 2019, although it is difficult to make direct comparisons.

4.107 Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats are slightly larger rooms, which include a kitchenette.

4.108 It is difficult to make direct comparisons as some operators let rooms just during term time (allowing other commercial uses in the holidays), some for a 39 week or 44 week academic year (allowing other uses in the summer), and some operators let for a 51 or 52 week year. Across the different sites and operators, the product offered varies from the basic to luxurious and this is reflected in the rents.

4.109 Typically, rents for Cluster Flats are about £6,200/year and the average for self-contained accommodation is £8,500, although it is important to appreciate that this is the average of all units, including older ones. A notable characteristic of the student market is that purpose-built accommodation has a monthly rent of 20% to 30% more than lettings to students in the wider market.

4.110 In deriving the values, the following assumptions are used: The rents are be discounted by 3% to reflect voids and bad debts at this stage.

Cluster:	£6,200	less 3%	£6,014/year
Studio:	£8,500	less 3%	£8,245/year

4.111 Using an allowance of 25% for management and repair costs, and capitalised the income at 5%, the following capital values are derived.

Table 4.26 Value of Student Housing

		Cluster	Studio
Rent		£6,014	£8,245
Management etc	%	25%	25%
Net Rent		£4,511	£6,184
Yield		5.00%	5.00%
Value per room	£	£90,210	£123,675

Source: HDH (August 2019)

4.112 Having made allowance for buyers' fees, a value of £4,340/m^2 is attributed to Cluster Flats and £6,380/m^2 is attributed to Studio Flats.

5. Non-Residential Market

5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.

5.2 In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016) the following values were used.

Table 5.1 Non-Residential Assumptions – 2015

Scheme	Description	Rent per sq m	Yield	Incentives
Scheme 12	Small Office – 500 sq m	£161	7%	6 months' rent free
Scheme 13	Office (Business Park) – 1,500 sq m	£161	7%	6 months' rent free
Scheme 14	Local convenience retail – 300 sq m	£161	6%	6 months' rent free
Scheme 15	Town Centre comparison / retail – 500 sq m	£215	7%	6 months' rent free
Scheme 16	Out of Town Supermarket – 2,500 sq m	£194	5.75%	6 months' rent free
Scheme 17	Industrial – 10,000 sq m	£107	6.5%	3 months' rent free
Scheme 18	Hotel – 2,200 sq m	£5,000 per room	6.75%	6 months' rent free
Scheme 19	Student Accommodation – 5,800 sq m	£6,200 per room	6.25%	n/a

Source: Table 17 Medway Council Affordable Housing and CIL Viability Testing Report (GVA, January 2016)

5.3 There is no need to consider all types of development in all situations – and certainly no point in testing the types of schemes that are unlikely to come forward as planned development. In this study we have considered the larger format office and industrial use and retail uses and hotel uses.

5.4 Across the area, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the Medway area, there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

National Overview

5.5 The various non-residential markets in the Medway area reflect national trends. The retail markets are particularly challenging:

> *The Q2 2021 RICS UK Commercial Property Survey results again point to an improvement in overall market sentiment, with the share of respondents now sensing conditions are consistent with an upturn rising to 56% from 38% in the previous report. Supporting this, demand trends*

appear much more stable in the office sector relative to recent quarters, while the industrial sector continues to see sharp growth in interest from both occupiers and investors.

At the headline level, a net balance of +16% of respondents reported a pick-up in occupier demand during Q1. This is noticeably more upbeat compared to the reading of -5% posted last time and marks the strongest return for the aggregate tenant demand indicator since 2016. That said, there remains a wide dispersion in demand conditions at the sector level, with the latest net balances standing at +63% for industrials (+57% last time), -3% for offices (-34% in Q1) and -25% across the retail sector (-55% previously).

Alongside this, respondents continue to cite a sharp contraction in the availability of leasable industrial space, with the net balance slipping deeper into negative territory at -48% (-39% in Q1). Conversely, availability remains on a firmly upward trajectory across the office and retail sectors, returning net balances of of +40% and +52% respectively in Q2.

pattern evident across all parts of the UK.

RICS – Q2 2021: UK Commercial Property Market Survey

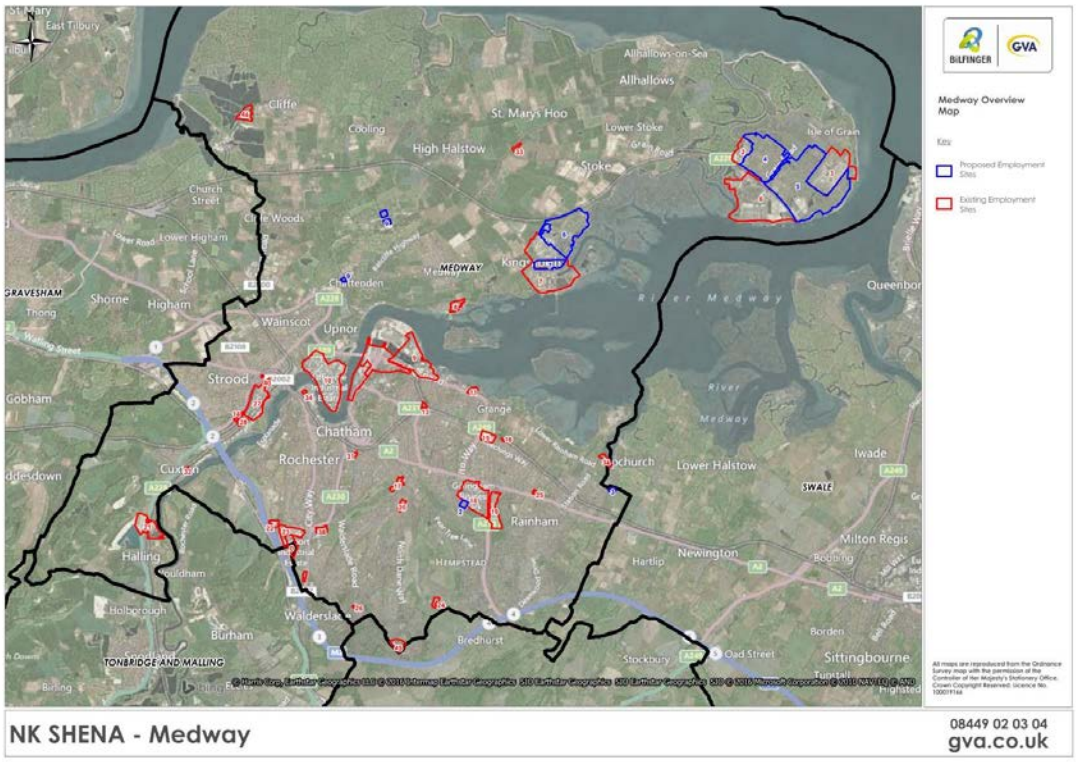
Non-Residential Market

5.6 The *Medway Employment Land Needs Assessment* (GVA, December 2015) includes a detailed assessment of the local employment markets so that will not be repeated here. The market can be summarised as follows:

5.3 36 active employment sites were identified within the local authority. The site matrix shows all 36 of these sites; some of the sites were sub-divided into smaller areas for assessment purpose (e.g. Site 9- Chatham Port and Pier Road Gillingham and Site 10- Medway City Estate)

5.4 Figure 5 shows the location of all employment sites identified within the local authority, which are analysed in this section. A larger version of this figure is provided within the Appendix.

Figure 5: Map Showing All Employment Sites



5.5 In total the 36 identified active employment sites provide c. 923 ha of employment land distributed across the local authority but with core concentrations of space in close proximity to the major settlements.

6.14 Table 14 lists sub-market areas and common characteristics of employment sites falling under them. It groups them by infrastructure provision, use, scale and types of stock, and presents common constraints facing the sub-market area. These areas are:

- ***Chatham/Gillingham Riverside**- extends beyond the 'town centre' boundary in planning terms and includes areas such as the historic dockyard, Quayside, Chatham port and Pier Road and Compass Centre.*
- ***Medway City Estate-** Medway City Estate is the largest industrial estate in Medway. The site demonstrates presence for all sub-categories of B-class uses- office, light industrial storage and port dependent uses.*
- ***Gillingham** - A thriving business cluster with sites such as Gillingham Business Park, Courtney Road, Twydall Estate and Beechings Way. Mostly serving significant local and regional businesses but with a larger presence at Gillingham Business Park.*
- ***Hoo Peninsula includes sites at Kingsnorth and Isle of Grain:** River facing sites located in Hoo Peninsula with a significant heavy-industrial use. Both the site clusters have considerable opportunity land for development.*
- ***Rochester Airport:** Includes Rochester Airport Industrial Estate, Medway Innovation Centre, Woolmans Wood Caravan Park, and the potential re-planning of BAE Systems site. The area has been identified for significant growth and regeneration.*
- ***Other 'Urban' Employment Sites:** Smaller employment sites located in Rainham, Strood and Rochester. These tend to offer a similar nature and type of stock. .*

5.7 This study is concerned with new property that is likely to be purpose built. There is little evidence of a significant variance in price for newer premises more suited to modern business, although very local factors (such as the access to transport network) are important.

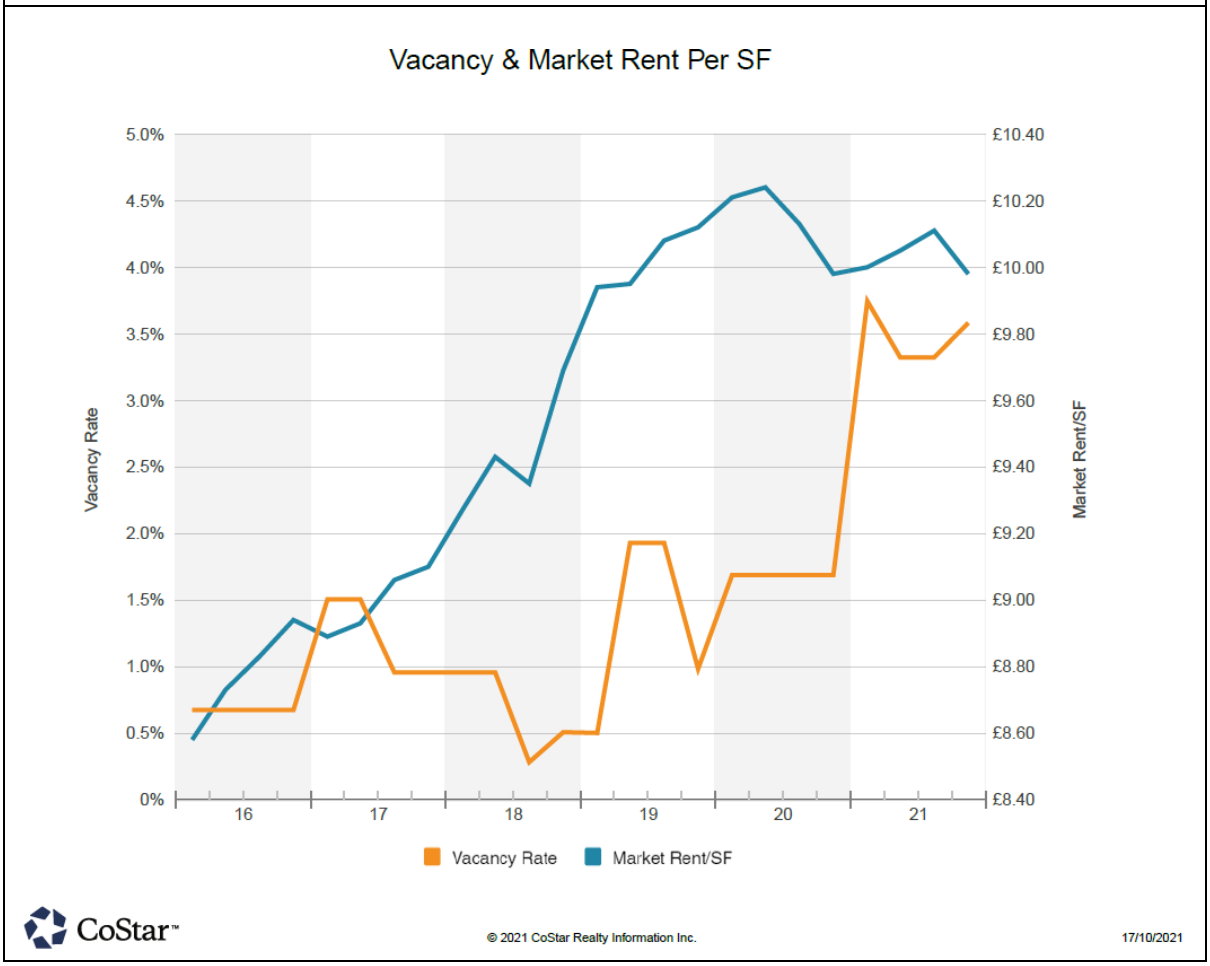
5.8 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.

5.9 **Appendix 9** includes market data from CoStar.

Offices

5.10 CoStar data shows an increase in rents and in vacancies in the office sector over the last five years, although there is anecdotal evidence these have levelled out recently.

Figure 5.1 Offices. Vacancy Rates v Rent (£/sqft)



Source: CoStar (October 2021)

5.11 CoStar is currently reporting rents (for all types of office) of about £134/m^2/year (£12.50/sqft/year), this is a similar level to those reported in 2019. On the whole, these buildings are not modern offices that are best suited to current work practices. Newer offices are generally in the £160/m^2/year (£15/sqft/year) to £215/m^2/year (£20/sqft/year) range. Some higher rents are reported as well.

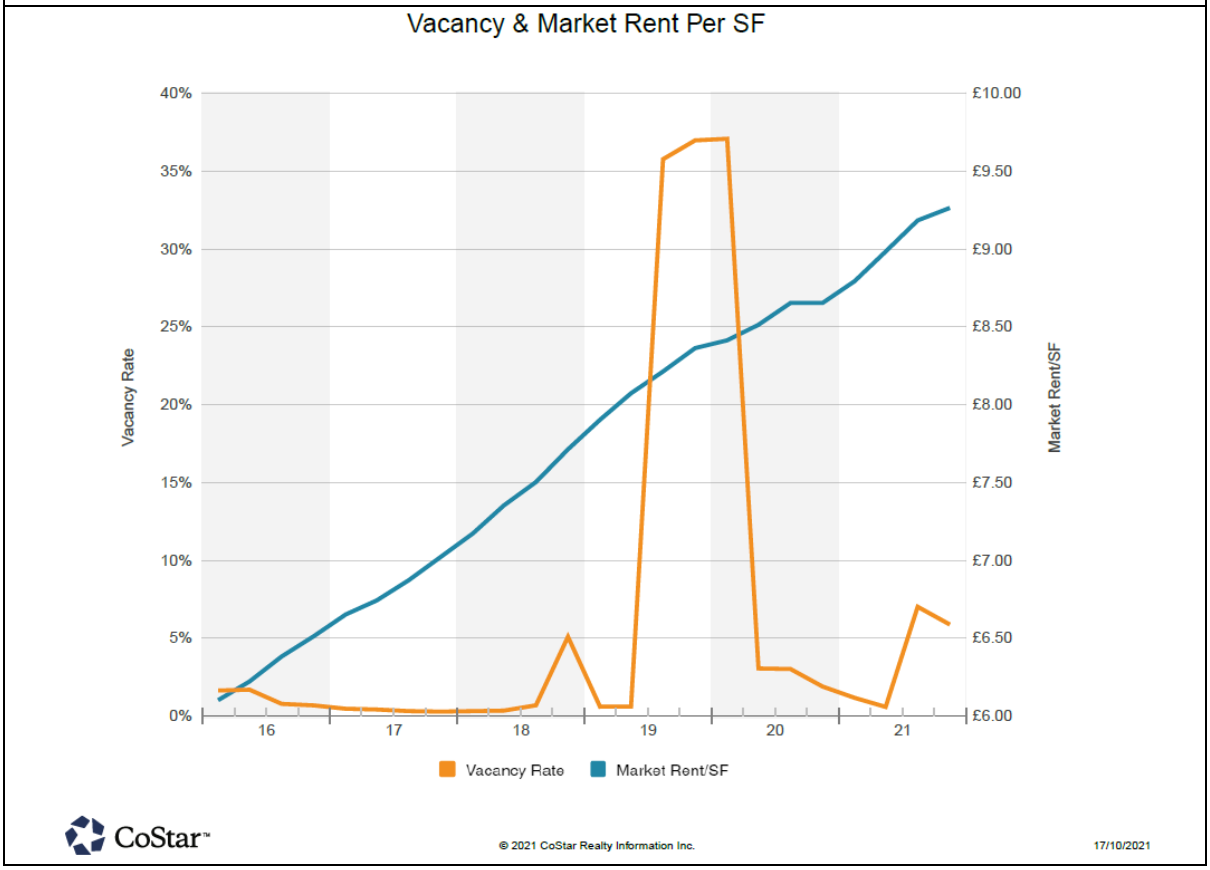
5.12 The data does not include information yields, 7% has been assumed for smaller offices and £6.5% in the business park situation.

5.13 On this basis new, town centre, office development would have a value of £2,750/m^2 or so, and that on business parks a value of £3,000/m^2 or so (having allowed for a rent free / void period of 6 months). CoStar reports average sales prices being somewhat less than this.

Industrial and Distribution

5.14 CoStar data shows very low vacancy rates and an increase in rents over the last five years in the industrial sector:

Figure 5.2 Industrial. Vacancy Rates v Rent (£/sqft)



Source: CoStar (October 2021)

5.15 CoStar is currently reporting average rents (for all types of industrial space) of about £82.77/m^2/year (£7.69/sqft/year) – being an increase from £75/m^2 in 2019, although the median is more at £10.64/m^2/year (£10/sqft/year). On the whole, these buildings are not modern facilities that are suited to modern industry. More modern buildings that are well located and with adequate parking, and good access to the transport network, are securing rents over £107.60/m^2/year (£10/sqft/year). A median yield of over just under 5.5% are reported (however the sample size is small).

5.16 On this basis new industrial development would have a value of £1,890/m^2 (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices being a little more than this.

5.17 At the time of this assessment there is anecdotal evidence that asking rents are higher for higher specification new units, with good access to the transport network, and that this is due to the shortage of supply.

5.18 Through the October 2019 consultation it was suggested that these assumptions are appropriate for smaller units (less than 9,200m^2 / 100,000sqft) closer to the A2 / M2 however as one moves away from the main roads and onto the Hoo Peninsula, the values fall to about £75/m^2 to £80/m^2 (£7/sqft to £7.50/sqft). Similarly, it was suggested that the yield assumption

of 5.5% may be appropriate for prime logistics locations, a higher yield should be used on other sites.

5.19 In this iteration of this assessment, we have considered very large distribution / logistics units in more detail as this is an area of particular growth. Due to the lack of local comparables, wider data has been drawn on. We have reviewed several sources.

a. Savills, in *Big Shed Briefing* (Savills, January 2021), reports rents of £7.75/sqft to £20/sqft in London and the Southeast. Prime investment yields, on a national basis, are about 3.75% for multi-let units and for distribution units. It is notable that, in the July 2020 iteration, prime investment yields, on a national basis, were about 4.25% for multi-let units, and 4.5% for distribution units.

b. CBRE, in *UK Logistics Market Summary Q4 2020,* reports the following for prime 'Big Box' rent in the South East submarket of £178/m^2pa (£16.50 per sqft pa) (3.9% NIY).

c. Knight Frank, in *London & SE Industrial Market Research, 2020 Review,* reports prime rents of £215/m^2pa (£20/sqftpa) and yields of 4%.

5.20 On this basis, large logistics sheds would have a value of £2,700/m^2 (£250/sqft).

Retail

5.21 None of the high streets in Medway are major shopping destinations in their own right, although they do make an important local contribution to the sector. The retail sector is overshadowed the Bluewater Shopping Centre, and, to a lesser extent, London. Beyond the high streets there are several notable features:

- The Dockside Outlet Shopping Centre is a major discount outlet, with a wider leisure offering.
- Hempstead Valley Shopping Centre is a large modern retail centre to the south of the Council area. It has a wide range of shops and significant dining offers.
- Gillingham Business Park has several trade counters (such as Screwfix) and larger format retail (such as Iceland).
- Horsted Retail Park as a range of retail warehouses including Currys, Homebase and Pets at Home, with further units being developed on an adjacent site.
- There are a number of large format uses on Strood Retail Park on the north side of the Rochester bridge.

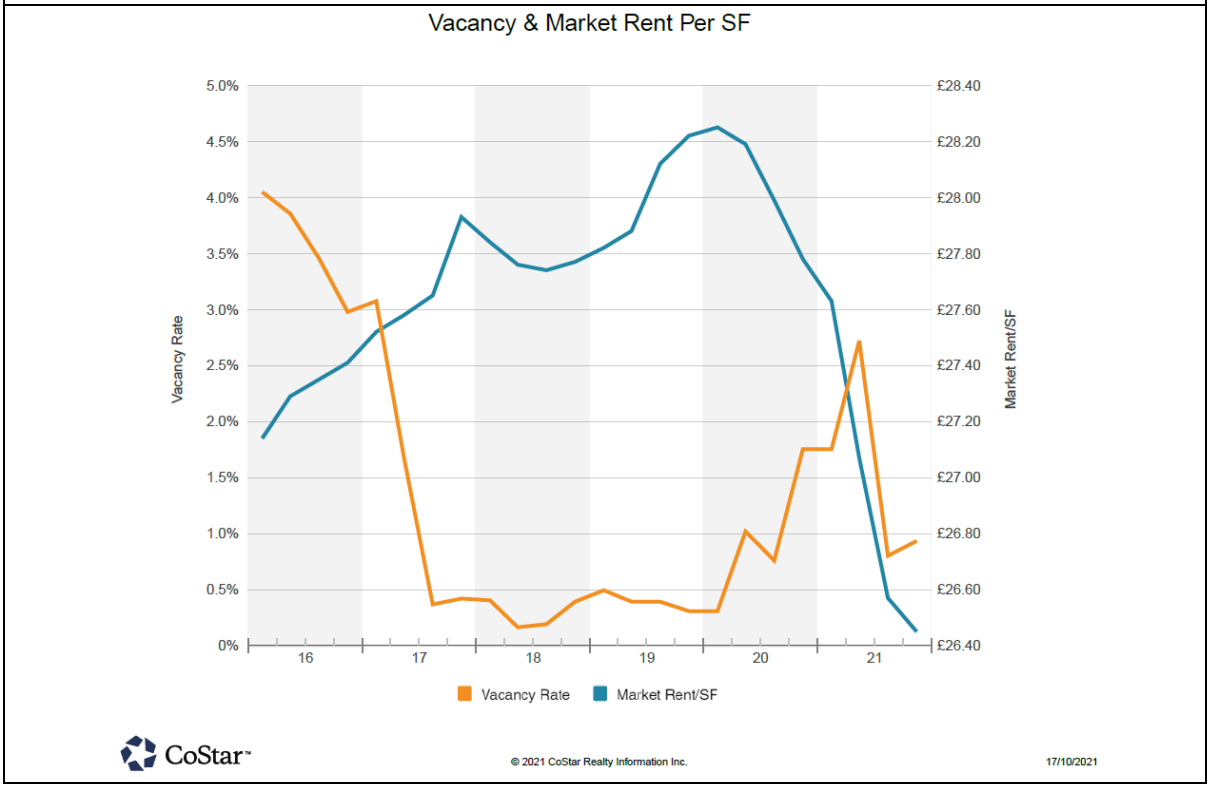
5.22 Having said this, the towns are busy with a broad range of local shops and services.

5.23 The retail market is in a period of uncertainty. The rise in the online retailer sector has put pressure on the high street and shopping centres. Several national chains have been put into

administration or have entered Company Voluntary Arrangements (CVA)[39]. The value of shopping centres, in particular, has been put under pressure and is less attractive to investors than it was just a few years ago.

5.24 The generally gloomy picture is reflected in the CoStar data that shows a notable fall in rents.

Figure 5.3 Retail. Vacancy Rates v Rent (£/sqft)



Source: CoStar (October 2021)

5.25 The retail market is segmented, with the core high street areas thriving, but the remaining areas, being of largely secondary retailing areas, doing less well. Retailing in secondary locations remains challenging – although the data does reveal some surprising high rents, and there are some neighbourhood shopping areas that are thriving.

5.26 Rents for units in the central locations are currently over £270/m^2/year (£25/sqft/year)[40] although some are rather higher than this. An average yield of 7.24% (median of 6.99%) is reported. A value (based on a £270/m^2/year / 7% yield / 24 month incentive) of £3,370/m^2 (£313/sqft) is derived for town centre, shop-based retail.

5.27 The rents for shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £107/m^2/year (£10/sqft/year)

[39] A CVA is a legally binding agreement with a company's creditors. As part of the process a company (subject to the circumstances) may be able to renegotiate the terms of a lease.

[40] These rents are calculated over the whole building area rather than just the sales area.

to £160/m^2/year (£15/sqft/year), although yields are rather higher at around 10% to give a value of £1,250/m^2 (£115/sqft) or so.

5.28 We have also given consideration to supermarkets and retail warehouses. It is anticipated that future development in this sector is most likely to be the smaller units developed by operators such as Lidl and Aldi. In this case we have assumed a rent of £375/m^2/year (£35/sqft/year) and a 6.5% yield to give a value of £5,400/m^2 (£500/sqft).

5.29 In the case of retail warehouses, there has been a change within the market over the last few years with a move towards more smaller stores on the out-of-town retail parks. Whilst little such development is planned, it may be that some of the existing out-of-town / retail warehouse space may be reconfigured. We have assumed a rent of £300/m^2/year (£28/sqft/year) and a yield of 6.5% giving a value of £4,000/m^2 (£370/sqft) (allowing for a 2 year rent free / void period).

Hotels

5.30 There have been a number of new hotels in the area and there is a recognised need (and demand) for further provision. For the hotel sector, a rental of £4,500/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 5.5%, this equates to a value of about £3,300/m^2 (£306/sqft)[41]. It is important to note that this study is only concerned with newbuild hotels.

Appraisal Assumptions

5.31 The following assumptions have been used:

[41] 60 rooms x £5,000 = £270,000. 5.5% yield = £4,900,000. 60 rooms @19m^2 + 30% circulation space = £3,312/m^2

Table 5.2 Commercial Values £/m² 2021					
	Rent £/m²	Yield	Rent free period	Value	Assumption
Offices	£200	7.00%	0.5	£2,762	£2,750
Offices - Park	£200	6.50%	0.5	£2,982	£3,000
Industrial	£110	5.50%	1.0	£1,896	£1,890
Industrial - Hoo	£80	6.00%	1.0	£1,258	£1,260
Logistics	£120	4.25%	1.0	£2,708	£2,700
Retail (Centre)	£270	7.00%	2.0	£3,369	£3,370
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250
Large Supermarket	£375	6.50%	1.0	£5,417	£5,400
Small Supermarket	£300	6.50%	2.0	£4,069	£4,000
Retail warehouse	£4,500	5.50%	0.0	£81,818	£3,300
Hotel (per room)	£200	7.00%	0.5	£2,762	£2,750

Source: HDH (October 2021)

6. Land Values

6.1 Chapters 2 and 3 set out the methodology used in this study to assess viability. An important element of the assessment is the value of the land. Under the method set out in the updated PPG and recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). The EUV is used as the starting point for the assessment.

6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial land, have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

6.3 The PPG says (at 10-016-20180724) that the '*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments*'. It is therefore necessary to consider the EUV as a starting point.

6.4 In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016) the following values were used (summarised from Chapter 4).

Rural Strategic Site

£150,000 per acre (£370,000 per hectare)

Rural Sites

£450,000 per acre (£1,111,950 per ha)

Small Plots

Table 24 – Assumed Land Values – Small Plots

		Urban			Rural		
Scheme	**Mix**	**BLV per acre**	**BLV**	**BLV as % of GDV**	**BLV per acre**	**BLV**	**BLV as % of GDV**
1	*1 house*	*£1.5m (£3.7m/ha)*	*£50,000*	*18%*	*£1.0m (£2.5m/ha)*	*£80,000*	*24%*
2a	*2 houses*	*£1.5m (£3.7m/ha)*	*£100,000*	*17%*	*£1.0m (£2.5m/ha)*	*£160,000*	*24%*
2b	*2 flats*	*£1.5m (£3.7m/ha)*	*£40,000*	*11%*	*£1.0m (£2.5m/ha)*	*£100,000*	*25%*

Town Centre

£1,400,000 per acre (£3,450,000 per ha)

Commercial Schemes

*For the majority of commercial Schemes we have adopted a benchmark land value of **£400,000 per acre (£990,000 per ha)** based on evidence for brownfield employment land values set out above. For clarity the Schemes adopted at this BLV are 14, 15, 16, 18, 19, 20 and 21.*

*For Scheme 17, which tests town centre comparison retail, we have taken the higher town centre value of **£3,000,000 per acre (£7,440,000 per ha).***

6.5 The *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016) was prepared before the updated PPG was released so does not explicitly follow the 'EUV plus' approach, as now set out in the PPG.

Existing Use Values

6.6 The EUV is the value of the land in its current use before planning consent is granted, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.

6.7 The updated PPG includes a definition of land value as follows:

How should land value be defined for the purpose of viability assessment?

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

In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.

PPG: 10-013-20190509

What is meant by existing use value in viability assessment?

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).

Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.

PPG: 10-015-20190509

6.8 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.

6.9 The value of the land for a particular typology (or in due course a particular scheme) needs to be compared with the EUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the EUV (or AUV), then the development is not viable. For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis, the outcome might still be contentious.

6.10 The 'model' approach is outlined below:

i. For sites in agricultural use, then agricultural land represents the EUV. It is assumed that greenfield sites of 0.5ha or more fall into this category.

ii. For paddock and garden land on the edge of or in a smaller settlement a 'paddock' value is adopted. This is assumed for greenfield sites of less than 0.5ha.

iii. Where the development is on brownfield land we have assumed an industrial value. In the city-centre a higher value is considered.

Residential Land

6.11 In May 2018, DCLG published *Land value estimates for policy appraisal*[42]. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The Medway figure was £3,470,000/ha. *Land value estimates for policy appraisal 2019*[43] published in August 2021 updates this to £3,370,000/ha. It is important to note this figure assumes nil affordable housing. This figure assumes nil Affordable Housing. As stressed in the paper, this is a hypothetical situation and '*the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market*'.

6.12 The VOA assumed as follows:

- *Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.*
- *It has been assumed that full planning consent is already in place; that no grants are available and that no major allowances need to be made for other s106/s278 costs.*
- *The figures provided are appropriate to a single, hypothetical site and should not be taken as appropriate for all sites in the locality.*
- *In a small number of cases schemes do not produce a positive land value in the Model. A 'floor value' of £370,000 (outside London) has been adopted to represent a figure at less than which it is unlikely (although possible in some cases) that 1 hectare of land would be released for residential development.*

42 https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/710539/Land_Values_2017.pdf

43 Land value estimates for policy appraisal 2019 - GOV.UK (www.gov.uk)

- *This has been taken on a national basis and clearly there will be instances where the figure in a particular locality will differ based on supply and demand, values in the area, potential alternative uses etc. and other factors in that area.*
- *Each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available.*
- *The site will have a net developable area equal to 80% of the gross area (excluding London).*
- *For those local authorities outside London, the hypothetical scheme is for a development of 35, two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.*
- *For those local authorities in London, the hypothetical scheme varies by local authority area and reflects the type/scale of development expected in that locality. The attached schedules provide details of gross/net floor areas together with number of units and habitable rooms.*

These densities are taken as reasonable in the context of this exercise and with a view to a consistent national assumption. However, individual schemes in many localities are likely to differ from this and different densities will impact on values achievable.

6.13 There are no larger development sites being publicly marketed in the area however there are a few small development sites being marketed in the area, so, to gain a better understanding of the market, we have considered sites beyond Medway, in North Kent:

Table 6.1 Building Sites for Sale – September 2019 & October 2021

		Units	ha	Asking Price	£/ha	
2019						
The White Horse	Uper Stoke, Rochester	8	0.17	£800,000	£4,705,882	4 pairs of Semi-d on pub site.
Meresborough Lane	Rainham	2	0.304	£750,000	£2,467,105	Change of use for two units
Sir Evelyn Road	Rochester	3	0.091	£265,000	£2,902,519	2 houses and 1 two storey flat
Station Road	Cliffe	1	0.03	£190,000	£6,333,333	4 bed detached
Ash Road	Hartley	1	0.4	£500,000	£1,250,000	Replace fire damaged bungalow
Queens Avenue	Maidstone	1	0.066	£400,000	£6,060,606	Single unit on backland
North Road	Queenborough	4	0.05	£270,000	£5,400,000	2x3bed and 2x2bed
Old School Lane	Maidstone	1	0.048		£0	2 bed detached replacment
Southsea Avenue	Minster	1	0.065		£0	4 bedroom detached
Hope Street	Sheerness	3		£135,000		1 shop & 3 x 2 bedroom flats
Alma Road	Sheerness	2		£100,000		2 flats
Ellerby Mews	Hartley	1	0.023	£75,000	£3,260,870	1 bungalow
2021						
Swale Way	Sittingbourne		1.174	£1,500,000	£1,278,119	Non-res. Subject to planning
Gorse Road	Rochester	4	0.405	£1,200,000	£2,962,963	2x 5bed, 2x 4bed
South Ash Rd	Sevenoaks	3	0.42	£995,000	£2,369,048	3x 3bed
Frognal Barn	Teynham	2	0.39	£450,000	£1,153,846	3 barn conversions
Norwood Lane	Meopham	1	0.083	£425,000	£5,145,278	I detached bungalow
Round Street	Cobham	2	0.3	£250,000	£833,333	STPP - 2 plots
Granville Rd	Sheerness	1	0.014	£85,000	£6,071,429	3 bed townhouse
St Georges Avenue	Sheerness	1	0.015	£85,000	£5,666,667	2 bed detached

Source: Market Survey (September 2019, October 2021)

6.14 It is important to note that the above prices are asking prices – so reflect the landowner's aspiration. In setting the BLV the important point is the minimum amount a landowner will accept.

6.15 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 11.**

The data is summarised in the following tables, the amount of affordable housing in the scheme is shown, being the key indicator of policy compliance (as required by the PPG).

Table 6.2 Sales of Development Land

Site	ha	All Units	Aff %	£/ha	£/unit
Land adj Rochester Train Station	0.2	64	0.00%	£4,750,000	£14,844
Allhallows Golf Course	6.36	81	0.00%	£542,453	£42,593
Land west of Town Road, Cliffe	4.4	92	25.00%	£954,545	£45,652
Elm Avenue/Broadwood Road	3.39	63	25.40%	£1,081,353	£58,187
Land at 21-23 New Road, Chatham	0.07	32	25.00%	£52,368,357	£114,556
Chatham Golf Driving Range	3.3	131	9.92%	£1,022,727	£25,763
Land at Gibraltar Farm, Ham Lane, Hempstead	23.93	450	25.11%	No PPD	
Land at Walnut Tree Farm, High Halstow	2.78	66	25.76%	£1,438,849	£60,606
Land at Temple Waterfront, Roman Way, Strood	0.93	39	87.18%	£4,284,063	£102,158
Stoke Road Business Centre, Hoo	14.96	200	25.00%	£1,036,096	£77,500
Land at White House Farm, Hoo		65	24.62%	Incomplete	
Berengrave Nursery	5.83	121	24.79%	£2,624,357	£126,446
Rochester Riverside	24.5	1400	25.00%	Incomplete	
Land south of Ratcliffe Highway, Hoo	6.71	232	25.00%	£463,189	£13,397
Land north of Commissioners Road, Strood	3.9	130	25.38%	£192,308	£5,769
Land at Brickfields, Darland Farm, Hempstead	4.2	44	0.00%	£1,335,000	£127,432
Land at Otterham Quay Lane, Rainham	10.75	300	25.00%	Incomplete	
Land south of Stoke Road, Hoo	8.26	127	25.20%	£1,117,433	£72,677
Bakersfield, Land at Station Road, Rainham	2.8	90	24.44%	No PPD	
Land east of Mierscourt, Rainham	5.4	134	25.37%	£1,441,241	£58,080

Source: MC and Land Registry (September 2019)

6.16 These values are on a whole site (gross area) basis and range considerably.

Table 6.3 Analysis of Development Land Prices Paid Data						
	All		25% Affordable		25% Affordable, excluding outliers	
	£/ha	£/unit	£/ha	£/unit	£/ha	£/unit
Min	£192,308	£5,769	£192,308	£5,769	£192,308	£5,769
Average	£4,976,798	£63,044	£6,271,773	£63,287	£1,168,437	£64,575
Median	£1,117,433	£58,187	£1,099,393	£59,397	£1,099,393	£59,397
Max	£52,368,357	£127,432	£52,368,357	£126,446	£2,624,357	£127,432

Source: MC and Land Registry (September 2019)

6.17 The average is about £5,000,000/ha (£63,000/unit) and the median is £1,115,000/ha (£58,000/unit). The average for schemes that have provided affordable housing (and excluding outliers) is £1,170,000/ha (£65,000/unit) and the median is £1,100,000/ha (£60,000/unit). In considering the above it is important to note that the PPG 10-014-20190509 says:

> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*

6.18 The price paid is the maximum the landowner could achieve. The landowner is unlikely to suggest a buyer may be paying an unrealistic amount. The BLV is not the price paid (or the average of prices paid).

6.19 Almost all the above sites are smaller sites, with just one of the sites being over 1 ha. In relation to larger sites, and in particular larger greenfield sites, these have their own characteristics and are often subject to significant infrastructure costs and open space requirements which result in lower values. In the case of non-residential uses we have taken a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, we have assumed a BLV of the value of industrial land.

6.20 It is necessary to make an assumption about the value of residential land. In this assessment a value of £1,100,000/ha is assumed.

Industrial Land

6.21 *Land value estimates for policy appraisal* provides a value figure for commercial land but not specifically for any towns in Medway (these are derived through the LEP areas so the distribution does not knit with Local Authority areas:

Table 6.4 Industrial Land Values (£/ha)	
Industrial Land	£1,500,000 (£607,000/acre)
Commercial Land: Office Edge of City Centre	
Redbridge	£2,470,000 (£1,000,000/acre)
Bexley	£2,470,000 (£1,000,000/acre)
Commercial Land: Office Out-of-Town – Business Park	
Redbridge	£4,500,000 (£1,820,000/acre)
Bexley	£4,250,000 (£1,720,000/acre)

Source: Land value estimates for policy appraisal (MHCLG, August 2020)

6.22 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 12** (covering the area from Gravesend to Sittingbourne). The average is about £1,474,000/ha (£596,643/acre) (median is less at £1,132,000/ha (£458,166/acre).

Agricultural and Paddocks

6.23 *Land value estimates for policy appraisal* (MHCLG, August 2020) provides a value figure for agricultural land in the area of £25,000/ha. We have checked this assumption:

a. Savills *GB Farmland*[44] reports that at '*a national level the picture is similar at both country and regional levels. The average value of prime arable and grade 3 grassland across GB is around £8,700 (£21,500/ha) and £5,500 per acre (£13,600/ha) respectively*'.

b. Strutt and Parker's *English Estates & Farmland Market Review Winter 2019/2020*[45] states '*that average arable values remain unchanged from 12 months ago at £9,200/acre*'.

[44] savills-mim-ukfarmland2019.pdf

[45] S&P%20EEFM-Review-Q4-2019-WEB.pdf

c. Carter Jonas' *Farmland Market Update*[46] reports *'average arable land values shifted down slightly to end the year on £8,539 per acre (£21,100/ha)'.*

6.24 This aligns with Lower Dean Farm where 26.37ha is being marketed for £550,000 (£20,900/ha) and 21.84ha is being marketed for £450,000 (£20,600/ha).

6.25 An agricultural land value of £25,000/ha was proposed to the October 2019 consultation. Through the October 2019 consultation it was observed that the Hoo Peninsula is an area of modern orchards and suitable for soft fruit production. The value for such land is somewhat higher at about £50,000/ha or so.

6.26 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for sites on the edge of the built-up area.

Existing Use Values

6.27 In this assessment the Existing Use Value (EUV) assumptions, based in 2019 are used.

Table 6.5 Existing Use Value Land Prices £/ha
September 2019

PDL	
Industrial Land – Generally	£1,600,000
Industrial Land – Town Centre	£3,500,000
Agricultural	£25,000
Paddock	£50,000

Source: HDH (September 2019)

Benchmark Land Values

6.28 The setting of the Benchmark Land Values (BLV) is one of the more challenging parts of a plan-wide viability assessment. The updated PPG makes specific reference to BLV, so it is necessary to address this. As set out in Chapter 2 above, the updated PPG says:

> *Benchmark land value should:*
>
> - *be based upon existing use value*
> - *allow for a premium to landowners (including equity resulting from those building their own homes)*
> - *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and*
>
> *Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. Existing use value should be informed by market evidence of*

[46] https://www.carterjonas.co.uk/property-publications/

> *current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*
>
> *This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*
>
> *In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.*
>
> *Where viability assessment is used to inform decision making under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan. Local authorities can request data on the price paid for land (or the price expected to be paid through an option agreement).*
>
> *PPG 10-014-20190509*

6.29 On the matter of deducting the abnormal costs from the benchmark land value, a consultee said:

> *A fundamental limitation associated with HDH's BLV methodology is their approach to reflecting abnormal costs in the assumed BLVs. At paragraph 7.11 of their report, HDH state that* ***all*** *abnormal costs should be deducted from the assumed BLVs to 'balance' the abnormal costs on both sides of the appraisal. This would result in much lower BLVs than those currently assumed by HDH.*
>
> *This is an entirely flawed approach and a fundamentally incorrect interpretation of the PPGV. The guidance does not state that abnormal costs should be 'deducted' pound for pound from the land value, it states that the BLV should reflect the implications of abnormal costs.*

6.30 It is unclear why the consultee has highlighted all in bold. In this regard we are following the PPG as we are required to do under our terms of reference for this project and which is a requirement of the RICS Guidance. The PPG says at, paragraph 10-012-20180724:

> *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*

6.31 At paragraph 10-014-20180724 it also says:

> *Benchmark land value should: ... reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and ...*

6.32 It is difficult to come to any other interpretation of this than, when considering viability in the planning system, that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e. deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.

6.33 It is accepted that the normal abnormal costs associated with development in an area (normal abnormals) should be reflected in the viability assessment and for this reason an adjustment

has been made on brownfield sites. As was discussed at the October consultation event, if adjustment is not made then one could have a situation where the deduction of abnormal costs could result in a BLV that is below the EUV.

6.34 With regard to the landowner's premium the PPG says:

> *How should the premium to the landowner be defined for viability assessment?*
>
> *The premium (or the 'plus' in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.*
>
> *Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. A decision maker can give appropriate weight to emerging policies. Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).*
>
> *PPG 10-016-20190509*

6.35 It is useful to consider the assumptions used in other studies in other parts of England. We have reviewed Benchmark Land Values used by other councils in England in development plans (albeit from before the PPG was updated in July 2018). These are set out in the table below.

Table 6.6 Benchmark Land Values Used Elsewhere

Local Authority	Threshold Land Value
Babergh	£370,000/ha
Cannock Chase	£100,000-£400,000/ha
Christchurch & East Dorset	£308,000/ha (un-serviced) £1,235,000/ha (serviced)
East Hampshire	£450,000/ha
Erewash	£300,000/ha
Fenland	£1-2m/ha (serviced)
Greater Norwich DP	£370,000-£430,000/ha
Reigate & Banstead	£500,000/ha
Stafford	£250,000/ha
Staffordshire Moorlands	£1.26-£1.41m/ha (serviced)
Warrington	£100,000-£300,000/ha

Source: Planning Advisory Service (collated by URS)

6.36 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies.

6.37 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions were used:

Brownfield Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £350,000/ha.

6.38 Through the consultation there was a consensus on this approach, although one developer commented in this regard.

a. A higher BLV should be adopted to allow for the deduction of abnormal costs, no indication of the amount was given.

b. A higher EUV should be adopted in the town centre locations, although no indication of what they though appropriate was provided. A range of examples from other places, including Manchester, Leeds and Liverpool were mentioned. A higher figure of £3,500,000/ha has been adopted in these cases.

7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies. These assumptions were presented to stakeholders at the consultation event in October 2019.

Development Costs

Construction costs: baseline costs

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)[47] data – using the figures re-based for Kent[48]. The cost figure for 'Estate Housing – Generally' is £1,389/m^2 at the time of this report (October 2021) (**Appendix 13**). This is a 4.4% increase from the assumption of £1,330/m^2 used in in the previous iteration (based in February 2020). The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724) however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.

7.3 As set out in Chapter 2 above, the Government has announced the outcome of its consultation on 'The Future Homes Standard'[49]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. This is considered in Chapter 8 below.

7.4 The appropriate build cost is applied to each house type, with the cost of Estate Housing Detached being applied to detached housing, the costs of flats being applied to flats and so on. Appropriate costs for non-residential uses are also applied.

7.5 In the initial iteration of this viability assessment, the lower quartile BCIS costs were used, and the affordable element was modelled at 90% of the costs of market housing. A range of comments were made through the October consultation in this regard.

a. That the BCIS understates the costs of construction.

b. That the costs of building affordable housing is about 96% of market housing rather than 90%. Alternatively, there should be no differential.

c. That the median BCIS cost for housing is appropriate, but for flats is too low (but no suggestion was made at to what may be an appropriate level).

d. The costs of buildings of 10 to 15 storeys are greater than for buildings of 6 to 9 storeys and buildings of 15 storeys and over are more expensive still. No suggestions were made as to the level of the additional costs. The Council is not anticipating buildings

[47] BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

[48] The sample size for Medway is very small (14) so the larger area is used.

[49] https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

> of such a scale, so it is not necessary to develop further typologies to cover this eventuality. In this context it was suggested that the BCIS overstates the costs of lower format flats and understates the costs of higher format flats.

7.6 In this iteration of this assessment the median BCIS cost is applied across all development types.

Other normal development costs

7.7 In addition to the BCIS £/m^2 build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.

7.8 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders, it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.

7.9 A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for the smaller sites and flatted schemes, to 15% for the larger greenfield schemes. Through the October 2019 consultation inconsistent comments were received. On one hand 15% was agreed, on another it was suggested that 15% was too low for the larger greenfield sites. In this regard it is notable that a 12.6% was used in the Hoo Peninsular HIF bid. It is important to note that this is the base assumption and that allowances for off-site works and the like that are required through the s106 regime are in addition to these costs. No change is made in this regard.

Abnormal development costs and brownfield sites

7.10 With regard to abnormals, paragraph 10-012-20180724 of the PPG says:

> *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*

7.11 This needs to be read with paragraph 10-014-20180724 of the PPG that says that:

> *Benchmark land value should: ... reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and ...*

7.12 The consequence of this, when considering viability in the planning system, is that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e. deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.

7.13 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling, that it may not be appropriate for abnormals to be built into appraisals in a high-level assessment of this type. Councils should not plan for the worst-case option – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

> *… demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.*

7.14 In some cases, where the site involves redevelopment of previously developed land, there is the potential for abnormal costs to be incurred. Abnormal development costs will be site specific and might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs.

7.15 In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of an assessment of this type to standardise land prices across an area.

7.16 Several consultees questioned this approach.

7.17 One consultee suggested that a wide range of site costs should be included under this heading and suggested a cost of between £300,000/ha and £1,300,000/ha should be made on greenfield sites. In this assessment, many of the items that it was suggested these relate to, are considered under the strategic infrastructure and mitigation heading. Surprisingly, part of the justification for this is that, in the early pre-consultation iteration of this report, the greenfield sites are shown as being viable. This does seem to be trying to demonstrate unviability – when the purpose of this report is to make an objective assessment to inform which sites the Council is going to include in its Local Plan.

7.18 The consultee goes on to say in this regard:

> *Furthermore, the industry best practice guidance in the Harman Report (2012) recommends strategic infrastructure costs in the order of £17,000 – £23,000 per plot to reflect the cost of providing serviced housing parcels. The Harman Report does not differentiate by site type (greenfield / brownfield) and recommends that the additional strategic infrastructure costs are applied to all sites. When indexed to the date of the viability assessment (October 2019) utilising the BCIS General Building Cost Index, the recommended costs equate to c. £19,900 – £26,900 per plot.*

7.19 This is a misreading of the Harman Guidance that says:

Strategic infrastructure and utility costs

Many models use construction cost information provided by BCIS or other sources. While this is regarded as a legitimate starting point, care is needed in understanding what is both included and excluded from such cost indices. Cost indices rarely provide data on the costs associated with providing serviced housing parcels, ie. strategic infrastructure costs which are typically in the order of £17,000 - £23,000 per plot for larger scale schemes.

7.20 Clearly these costs are not site costs or abnormal costs, rather being the cost of providing strategic infrastructure and mitigating the impact of development. The strategic infrastructure costs are still emerging, however we have used the best current estimate (see the s106 heading below) and tested a range of costs as it is accepted that this is an area of uncertainty.

7.21 The consultee went on to say in relation to a Strategic Site (selective quote to anonymise the comment):

When assessing the abnormal costs for the larger Strategic Sites and those sites located in the Waterfront / dockside locations, HDH must acknowledge that these sites typically have much higher abnormal cost requirements due to the additional on- and off-site infrastructure requirements, as well as the need to address site-specific constraints such as flood risk mitigation in waterside locations...

... The additional abnormal costs incurred on larger Strategic Sites and sites in the Waterfront location must be accounted for both within the area-wide viability assessment and the site-specific assessments for the Strategic Sites, including our client's land interests a .... The latter will require engagement with the stakeholders of each Strategic Site to obtain the detailed site-specific abnormal cost breakdowns and supporting cost evidence.

In summary, it is clear that HDH have fundamentally errored in respect of their abnormal cost assumptions for all site typologies. We would strongly recommend that appropriate abnormal costs are included within both the area-wide and site-specific viability assessments for all typologies. If these costs are not included, the viability assessment will significantly overstate site viability and policy requirements may therefore be set at unrealistic and unachievable levels.

7.22 Having said all this, the consultee gave no indication of what level of abnormal costs may be applicable to their site. As mentioned elsewhere in this report, it is timely to refer to the Harman Guidance that says:

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

7.23 Having considered this further and discussed with the Council, a 10% allowance is made for abnormal costs for the waterfront sites. This may include remediation, making up levels to mitigate flooding or a range of other interventions that are required to deliver a site.

Fees

7.24 For residential and non-residential development, we have assumed professional fees amount to 8% of build costs. Separate allowances are made for planning fees, acquisition, sales and finance costs.

7.25 Through the October 2019 consultation it was suggested that a 10% to 12.5% assumption should be used. No reason was given for this. Historically a range of 8% to 10% of the construction cost has been used, however, in recent years, there has been considerable inflation in construction costs that has not applied to professional fees. The figures used in appraisals submitted through the development management process are generally in the 6% to 10% range.

Contingencies

7.26 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land. So the 5% figure was used on the brownfield sites, and the 2.5% figure was used on the remainder. The contingency is applied to the total build cost, but not the cost of abnormals. It was suggested that the contingency should be added to the abnormal costs assumption as well. This is not accepted as abnormal costs are reflected in the Benchmark Land Value.

7.27 Through the October 2019 consultation it was suggested that the same contingency allowance should be used for both brownfield and greenfield sites. This is not accepted. The purpose of the contingency is to make an allowance for unknown and unexpected matters, these are frequently associated with the ground works and foundations and are more likely to be present on land that has been previously developed.

S106 Contributions and the costs of infrastructure

7.28 For many years, Medway Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure through the s106 / s287 regime. In this context, the *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019) is relevant and discussed below towards the end of Chapter 8. The average amount agreed on recently approved schemes (as set out in **Appendix 11** below) is a little under £10,000/unit, although it is important to note that this excludes sites where there was no affordable housing and, in some cases, includes commuted sums. It is therefore likely that this overstates the actual costs in this regard.

7.29 In this study it is important that the costs of mitigation are reflected in the analysis. In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016)[50] it was assumed all the modelled residential sites will contribute £5,000/unit when considering affordable housing and £1,500/unit when considering CIL. The £5,000/unit assumption is carried forward and a range of higher costs have also been tested.

7.30 In relation to the Strategic Sites, the Council has estimated the strategic infrastructure and mitigation costs as follows (see **Appendix 14** for breakdown):

[50] Appendix 1, Paragraph 2.23

Table 7.1 Strategic Sites – s106 Assumptions			
Residential	**Capacity (dwl)**	**s106 Requirement**	**£/unit**
Chatham Docks Strategic Site	**3,625**	**£20,627,700**	**£5,690**
Strood Strategic Site	**1,538**	**£8,655,098**	**£5,628**
Chatham Strategic Site	**667**	**£3,795,497**	**£5,690**
Hoo Peninsula Strategic Site	**9,262**	**£255,234,704**	**£27,557**
Chattenden Sites	1,188		£27,557
Deangate Ridge Sites	768		£27,557
7West of Hoo Sites	3,086		£27,557
Station Quarter Sites	3,401		£27,557
High Halstow Sites	819		£27,557
Non-residential	**Capacity m^2**	**s106 Requirement**	**£/m^2**
IPM – Rochester Strategic Site	98,652	£0	£0.00
Grain Strategic Site	300,323	£14,000,000	£46.62
Kingsnorth Strategic Site	524,300	£22,000,000	£41.96
Chatham employment sites	40,770	£0	£0.00
Strood employment sites	10,750	£0	£0.00

Source: MC (October 2021)

7.31 The above costs are used. The Hoo Peninsula costs are allocated, on a pro-rata basis, by the number of units. The Hoo Peninsular costs include £8,220,000 of land costs, for items such as schools. We would not normally expect the cost of land for on-site provision of schools and the like to be included as a cost, it is therefore likely that the costs are overstated. The monies that have been provisionally secured through the HIF bids on the Hoo site are deducted.

Financial and Other Appraisal Assumptions

VAT

7.32 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[51].

Interest rates

7.33 Our appraisals assume 6%p.a. for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor

[51] VAT is a complex area. Sales of new residential buildings are usually zero-rated supplies for VAT purposes (subject to various conditions). VAT incurred as part of the development can normally be recovered. Where an appropriate 'election' is made, VAT can also be recovered in relation to commercial development – although VAT must then be charged on the income from the development.

the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.

7.34 The 6% assumption may seem high given the very low base rate figure (0.1% October 2021). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, a simple cashflow is used to calculate interest.

7.35 The relatively high assumption of the 6% interest rate, and associated finance fees, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

7.36 Through the October 2019 consultation it was suggested that a 7% interest rate be used, and a 0.75% rate be used on credit balances. 6% was in line with Treasury assumptions (5% to 7%). In this context the major housebuilders report the following in their 2019 Annual Reports:

a. Persimmon - Base plus 1% to 3.25% and LIBOR plus 0.9%[52].

b. Barratt - Weighted Average (excluding fees) of 2.8%[53].

c. Vistry (Bovis, Galliford Try and Linden Homes) - LIBOR plus 165-255bsp. USPP Loan 4.03%[54].

d. Redrow - 2.3%[55]

7.37 No change has been made in this regard.

Developers' return

7.38 An allowance needs to be made for developers' return and to reflect the risk of development. Paragraph 10-018-20190509 of the updated PPG says:

> *How should a return to developers be defined for the purpose of viability assessment?*
>
> *Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of fully complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*
>
> *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to*

[52] Page 150.

[53] Page 172.

[54] Page 139.

[55] Page 120.

> *support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*

7.39 The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

7.40 Broadly there are four different approaches that could be taken:

a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.

b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for affordable housing, as suggested by the HCA.

c. To set the rate relative to costs – and thus reflect the risks of development.

d. To set the rate relative to the gross development value.

7.41 In deciding which option to adopt, it is important to note that the intention is not to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.42 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require a developer to demonstrate a sufficient margin, to protect the lender in the case of changes in prices or development costs. They will also consider a wide range of other factors, including the amount of equity the developer is contributing (both on a loan-to-value and loan-to-cost basis), the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.

7.43 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (i.e. site by site or split), it is appropriate to make some broad assumptions and as set out above the updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies ... A lower figure may be more appropriate in consideration of delivery of affordable housing'*.

7.44 A wide range of different comments were made around developers' return, these have been reviewed:

a. That when 17.5% is considered with 6%, the overall return is less than 15%, and therefore too low and below the minimum set out in the PPG.

b. That 20% was an appropriate return (particularly for long term strategic development).

c. That site-specific assumptions should be used to have reference to the site-specific risks. To a large extent this is accepted, but in a high-level assessment of this type it is necessary to take some broad assumptions and to base the analysis on typologies.

d. A range of planning appeals and CIL Charging Examinations were quoted to support the use of a 20% assumption on market housing. All of these predate the PPG that suggests a range of 15% to 20%.

e. That an additional allowance of 5% for overheads should be made.

f. An 8% return would be appropriate (rather than 6%) in relation to affordable housing.

g. That Build to Rent schemes are delivered under a different model to conventional housing. A common format is for a developer to secure a site and then enter into an arrangement with a financial institution to purchase the completed (built and let) scheme. The details of the arrangements vary, but typically the financial institution taking the developed units will provide the development finance. A developer's return of 15% may be more appropriate (or in some cases a lower return).

7.45 It is our firm view that this assumption should be set within the 15% to 20% range set out in the PPG and only on the most complicated sites (for example ex-heavy manufacturing), in the most challenging markets (for example the Lancashire valleys), is the assumption at the top end of the suggested range appropriate. The Medway market is an active market, and whilst no development is straight forward, it is not one of the more challenging markets.

7.46 In this iteration of this assessment a 17.5% assumption is used across the tenures. Bearing in mind there was not a consensus on this issue, a range of other assumptions are also tested. The exception is in relation to Build to Rent where 15% is used.

Voids

7.47 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.

7.48 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

7.49 The phasing and delivery rates are consistent with the Council's wider evidence base. A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when considering the allocation of sites so as to manage the delivery of housing and infrastructure. Two aspects are relevant, firstly the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.

7.50 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 30% affordable housing this equates to 35 market units per year. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. The higher density flatted schemes are assumed to come forward more quickly. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and the Harman Guidance.

7.51 Through the October 2019 consultation it was suggested that phasing rates vary. This is accepted. Whilst the delivery rates are based on the Council's wider evidence base, the specific nature of schemes is taken into account. It was also suggested that the lead-in times for larger projects may need to be longer to reflect to time taken to put in infrastructure and carry out site works. The following assumptions are used, which are derived from the Council's wider evidence base.

7.52 It is important to note that the Strategic Sites are in multiple ownerships, some of which are relatively small and are below the size that would normally be considered as Strategic Sites, The trajectory used in the modelling brings the available data together, so as to be consistent with the wider plan-making assumptions. Of particular note is the trajectory for the Station Quarter of the Hoo scheme, where 188 units are developed over the first 5 years, and then there is a gap of three years before development resumes in year 8.

Table 7.2 – Strategic Sites - Trajectories

Site	CAPACITY WITHIN PLAN PERIOD	2021/22	2022/23	2023/24	2024/25	2025/26	Years 1-5	2026/27	2027/28	2028/29	2029/30	2030/31	Years 6-10	2031/32	2032/33	2033/34	2034/35	2035/36	Years 11-15	2036/37	2037/38	Outside New LP Period 2038+	Total
Chatham Docks Strategic Site																							
Chatham Docks	3400	0	0	0	0	0	**0**	150	150	150	150	150	**750**	450	450	450	450	450	**2250**	200	200	225	**3625**
Strood Strategic Site																							
Strood Waterfront, Civic Centre	450	0	0	0	100	65	**165**	45	55	45	55	45	**245**	40	0	0	0	0	**40**	0	0	0	**450**
Strood Riverside, Canal Rd	396	0	0	0	0	75	**75**	75	60	70	60	56	**321**	0	0	0	0	0	**0**	0	0	0	**396**
Land bound by Commercial Rd, Knight Rd, Priory Rd and Smith St	444	0	0	0	0	0	**0**	0	70	60	65	65	**195**	55	65	60	60	0	**249**	0	0	0	**444**
North side, Priory Road	19	0	0	0	0	0	**0**	19	0	0	0	0	**19**	0	0	0	0	0	**0**	0	0	0	**19**
Tesco Site, Cuxton Road access point and Commercial Road works	69	0	0	0	0	0	**0**	0	0	0	0	25	**25**	20	24	0	0	0	**44**	0	0	0	**69**
Temple Street Public Car Park, 151-175 High St, 1A-1 Cuxton Road	28	0	0	0	0	0	**0**	28	0	0	0	0	**28**	0	0	0	0	0	**0**	0	0	0	**28**
Cuxton Road Auto Centre	20	0	0	0	0	0	**0**	20	0	0	0	0	**20**	0	0	0	0	0	**0**	0	0	0	**20**
Strood Service Station, 3 London Road, Strood	47	0	0	0	47	0	**47**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**47**
McDonalds, Car Sales Garage and rear of High	44	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	24	20	0	**44**	0	0	0	**44**
Commercial Road Car Park Strood	21	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	21	0	**21**	0	0	0	**21**
	1538	**0**	**0**	**47**	**100**	**140**	**287**	**120**	**182**	**185**	**175**	**191**	**853**	**115**	**89**	**84**	**110**	**0**	**398**	**0**	**0**	**0**	**1538**
Chatham Strategic Site																							
Halfords, The Brook, Chatham	119	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	60	59	0	**119**	0	0	0	**119**
18-20 Batchelor Street, Chatham	5	0	0	0	5	0	**5**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**5**
279 to 313a High Street, Chatham	50	0	0	0	0	0	**0**	30	20	0	0	0	**50**	0	0	0	0	0	**0**	0	0	0	**50**
Multi-storey car park, Rhode Street, Chatham	14	0	0	0	0	0	**0**	14	0	0	0	0	**14**	0	0	0	0	0	**0**	0	0	0	**14**
Chatham-Comparison Retailing	59	0	0	0	0	0	**0**	0	0	0	0	0	**0**	30	29	0	0	0	**59**	0	0	0	**59**
Go-Outdoors, Chatham	420	0	0	0	0	0	**0**	50	75	50	75	50	**300**	75	45	0	0	0	**120**	0	0	0	**420**
	667	**0**	**0**	**0**	**5**	**0**	**5**	**80**	**109**	**50**	**75**	**50**	**364**	**105**	**74**	**60**	**59**	**0**	**298**	**0**	**0**	**0**	**667**
Hoo Peninsula																							
Chattenden Sites																							
Chattenden Barracks	498	0	0	0	62	189	**251**	124	123	0	0	0	**247**	0	0	0	0	0	**0**	0	0	0	**498**
Land to east of Chattenden Lane	690	0	0	40	60	80	**180**	80	80	80	79	40	**359**	60	75	16	0	0	**151**	0	0	0	**690**
Deangate Ridge Sites																							
Deangate Ridge	650	0	0	0	0	0	**0**	40	60	80	120	138	**438**	80	72	60	0	0	**212**	0	0	0	**650**
Site 1 Land North of the Ratcliffe Highway	118	0	0	0	0	0	**0**	25	25	25	25	18	**118**	0	0	0	0	0	**0**	0	0	0	**118**
West of Hoo Sites																							
Land west of Hoo	598	0	0	40	60	80	**180**	80	80	60	80	80	**380**	38	0	0	0	0	**38**	0	0	0	**598**
South Ratcliffe Highway, west Vidgeon Avenue, Hoo	301	0	0	0	0	0	**0**	0	0	0	40	60	**100**	75	75	51	0	0	**201**	0	0	0	**301**
Potential Expansion Area 2	304	0	0	0	0	0	**0**	0	0	25	38	51	**114**	51	51	51	37	0	**190**	0	0	0	**304**
218 Main Road, Hoo	16	0	0	0	16	0	**16**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**16**
R/O 250 Main Road, Hoo	5	0	0	0	5	0	**5**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**5**
3 Broad Street Cottages, Main Road, Hoo	12	0	0	0	12	0	**12**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**12**
South of Main Road, Hoo	1275	0	0	0	0	0	**0**	40	60	75	150	150	**475**	150	150	100	100	100	**600**	100	100	575	**1850**
Station Quarter Sites																							
West of Ropers Lane, Hoo	711	0	0	0	0	0	**0**	0	0	0	79	79	**158**	79	79	79	79	79	**395**	79	79	921	**1632**
East of Ropers Lane, Hoo	1030	0	0	0	0	0	**0**	0	0	0	40	60	**100**	120	150	120	150	120	**660**	150	120	367	**1397**
South of Stoke Road 3	124	0	0	0	0	0	**0**	0	0	0	20	40	**60**	40	24	0	0	0	**64**	0	0	0	**124**
South of Stoke Road 2	60	0	0	0	0	0	**0**	0	0	0	20	20	**40**	20	0	0	0	0	**20**	0	0	0	**60**
Parcel 2 North of Stoke Road	88	0	0	20	40	28	**88**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**88**
Parcel 3 South of Stoke Road	100	0	20	55	25	0	**100**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**100**
High Halstow Sites																							
Land North of Christmas Lane, High Halstow	760	0	0	40	60	75	**175**	75	75	75	75	75	**375**	75	75	60	0	0	**210**	0	0	0	**760**
Land north of Christmas Lane, High Halstow	59	0	0	20	39	0	**59**	0	0	0	0	0	**0**	0	0	0	0	0	**0**	0	0	0	**59**
TOTAL	**7399**	**0**	**20**	**215**	**379**	**452**	**1066**	**464**	**503**	**420**	**766**	**811**	**2964**	**788**	**751**	**537**	**366**	**299**	**2741**	**329**	**299**	**1863**	**9262**

Source: MC (October 2021)

7.53 For the older people's housing schemes, a slower rate of sales has been assumed, with an allowance being made for block management over the sales period (£3,000/unit), in line with a comment made through the consultation.

7.54 For the non-residential development, we have modelled the different elements individually. This is a simplification, but a proportionate approach as much of the development is user-led.

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.55 Each site is assumed to proceed immediately (following a 6 month mobilisation period) and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

Acquisition costs

7.56 It is assumed an allowance 1% for acquisition agents' and 0.5% legal fees. There was a consensus that this was an appropriate approach, although one consultee suggested a 1.8% allowance was used.

7.57 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.58 For market and for affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts. For disposals of affordable housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.

7.59 Through the October 2019 consultation it was suggested that a 4% assumption was more appropriate. Whilst a higher assumption may be appropriate in the weaker markets away from London, in an active market like Medway, 3.5% is appropriate.

8. Local Plan Policy Requirements

8.1 The specific purpose of this study is to consider inform the development of the emerging Local Plan and then, to assess the cumulative impact of the policies in the new Local Plan. At the time of the 2019 iteration of this report, the development of the policies was at an early stage and the options were still being explored, having said this the emerging policies could be separated into various headings and their potential impact assessed. Through the October 2019 consultation it was suggested that it was premature to test some of the policy options at that time. Alternatively, a consultee suggested that not all the policy areas had been tested (although did not specify which). The approach taken is considered to be appropriate at this stage of the plan-making process. The purpose of the 2019 report was to consider the impact of policy requirements on development viability. The analysis was one of a wide range of factors that the Council considered when drawing up and then refining the policies that are now included in the *Pre-Submission Draft Local Plan* (October 2021) which is included in the next iteration of the emerging Plan.

8.2 The new Local Plan will replace the adopted Medway Local Plan (2003) as well as various Supplementary Planning Documents. We have been provided with a copy of the *Pre-Submission Draft Local Plan* (October 2021). This is a well-developed document, but still subject to change. The new Local Plan carries most of the existing policy requirements forward (subject to appropriate updating) rather than following a radical new direction.

8.3 The emerging policy areas are set out below. Many of the policies are either general enabling policies or policies that restrict development to particular areas or situations. These do not directly impact on viability. Only those policies that add to the costs of development over and above the normal costs of development are mentioned. The policies are divided into Strategic Policies, Thematic Policies and Development Management Policies.

Strategic Policies

Policy S1: A Vision for Medway in 2037

8.4 This is a general policy that sets out the overall vision for Medway. In itself it does not add to the costs of development, as specific requirements are covered in the relevant specific policies.

Policy S2: Spatial Development Strategy

8.5 This is a general policy that sets out the overall Spatial Strategy for Medway. In itself it does not add to the costs of development, as specific requirements are covered in the relevant specific policies.

8.6 The policy includes the allocations. These are reflected in the modelling, as set out in Chapter 9 below.

Policy S3: Sites of International Importance for Nature Conservation

8.7 The estuaries and marshes of the Thames, Medway and Swale are designated Special Protection Areas (SPAs) and Ramsar sites and are subject to the North Kent Strategic Access Management and Monitoring Strategy (SAMMS).

8.8 This policy gives rise to developer contributions as covered below.

Policy S4: Conservation and Enhancement of the Natural Environment

8.9 This policy includes the specific requirement that development '*proposals must demonstrate their contribution and enhancement of the natural environment and provide a measurable net gain of 20% in biodiversity, in line with the recognised Defra metric'*.

8.10 In March 2019, the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the 2019 Spring Statement that the Government will use the forthcoming Environment Bill to mandate '*biodiversity net gain'*. The Environment Bill has been delayed due to the coronavirus pandemic. Within the current iteration of the Bill, it is anticipated that all consented developments (with a few exceptions), will be mandated to deliver a biodiversity net gain of 10% as against the measured baseline position using the evolving Defra metric.

8.11 The Council's preferred option it to seek 20% Biodiversity Net Gain. The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.

8.12 Green improvements on site would be preferred (and expected), but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.

8.13 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation as a survey will need to be carried out.

8.14 The Government's impact assessment[56] suggests an average cost in the region of £22,000/ha, (including fees) for residential development and £15,000/ha (including fees) for non-residential development. This would represent an increase in the site costs of about 0.66%.

[56] Table 14 and 15 Biodiversity net gain and local nature recovery strategies: impact Assessment. https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/839610/net-gain-ia.pdf

8.15 Much of the cost of implementing Biodiversity Net Gain is in the survey work and of the design, rather than the costs of the actual works. 20% biodiversity net gain is assumed to be 50% more expensive than 10% biodiversity net gain.

Policy S5: Landscape Protection and Enhancement, Policy S6: Securing strong Green Infrastructure, Policy S7: Kent Downs Area of Outstanding Natural Beauty and Policy S8: Green Belt Policy

8.16 These are general design policies that whilst they seek high quality and appropriate design, do not add to the costs of development over and above the normal costs of development covered in the base questions.

Policy S9: Strategic economic development

8.17 This policy directs the development of employment uses to appropriate areas, and does not introduce additional requirements on new development.

Policy S10: Managing employment capacity

8.18 This is a policy to protect existing employment sites, as such it does not impact on development viability.

Policy S11: New employment growth

8.19 This policy allocated sites for employment uses. A range of development types are tested as set out in Chapter 9 below. The policy does not introduce additional requirements on new development.

Policy S12: Local Development Order - Innovation Park Medway

8.20 Innovation Park Medway is a joint initiative between Medway Council and Tonbridge & Malling Borough Council to redevelop the Rochester Airport site. This site is owned by Medway Council, and is coming forward.

8.21 A range of development types, that are similar to those that may come forward, are tested as set out in Chapter 9 below.

Policy S13: Town Centres Strategy and Policy S14: Hierarchy of Centres

8.22 These are enabling policies that seeks to direct development. They do not make specific requirements over and above normal development costs.

Policy S15: Chatham Town Centre, Policy S16: Rochester District Centre, Policy S17: Gillingham District Centre, Policy S18: Strood District Centre, Policy S19: Rainham District

Centre, Policy S20: Hoo - Supporting New Growth and Policy S21: Hempstead Valley District Centre

8.23 These are enabling policies that seek to direct development and ensure that it comes forward in an appropriate way. They do not make specific requirements over and above normal development costs.

Policy S22: Infrastructure delivery, Policy S23: Infrastructure delivery on the Hoo Peninsula and Policy S24: Infrastructure phasing on the Hoo Peninsula

8.24 As set out in Chapter 7 above, in this study it is important that the costs of mitigation are reflected in the analysis. These are broad policies that sees that development will be expected to deliver new or improved infrastructure, to mitigate the impact of development. The policies makes reference to *Medway Guide to Developer Contributions and Obligations*.

8.25 There are a range of policies that require the impact of development to be fully mitigated and that the infrastructure that is required to support new development is provided. The Council has not adopted CIL so uses the s106 regime in this regard. In this context ,the *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019) is relevant.

8.26 The Guide to Developer Contributions applies on larger sites:

Table 8.1 Developer Contribution Thresholds

Land Use	Threshold
Housing	10 units or more or combined GIA of 1000 sq.m
Office	100 sq.m or more
Industrial	250 sq.m or more
Warehouse	500 sq.m or more
Retail	100 sq.m or more
Educational	25 students or more
Hotel	25 rooms or more
Other	50 users or more

Source: Paragraph 3.12, *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019)

8.27 The following contributions are set out:

Table 8.2 Developer Contributions	
Contribution for	**Amount per dwelling based on average 2.43 persons per dwelling**
Bird disturbance mitigation (SAMMS)	£252.83
Cultural services	
Community services	£183.24
Heritage and museums	£284.69
Libraries *	£165.15
Education**	
Nursery	£1,378.98
Primary	£3,384.76
Secondary	£2,681.86
Sixth form	£705.96
Health	£632.36
Open/play space, outdoor formal sport	£2,551.50
Sports facilities	£243.47
Waste and recycling	£173.05
Youth provision	£78.32
TOTAL	**£12,708.90**
* contribution for existing library provision ** contribution for extension of existing schools, not for provision of new school. Figures to be indexed to retail price index on 1 April annually	

Source: Page 11, *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019)

8.28 These contributions are not requested on all schemes – rather just when needed. The average amount agreed on recently approved schemes (as set out in Appendix 10 below) is a little under £10,000/unit, although it is important to note that this excludes sites where there was no affordable and, in some cases, includes commuted sums. It is therefore likely that this overstates the actual costs in this regard as the average includes more than just strategic infrastructure costs.

8.29 The following assumptions are used for the Strategic Sites (summarised from Chapter 7 above).

Table 8.3 Strategic Sites – s106 Assumptions			
Residential	**Capacity (dwl)**	**s106 Requirement**	**£/unit**
Chatham Docks Strategic Site	**3,625**	**£20,627,700**	**£5,690**
Strood Strategic Site	**1,538**	**£8,655,098**	**£5,628**
Chatham Strategic Site	**667**	**£3,795,497**	**£5,690**
Hoo Peninsula Strategic Site	**9,262**	**£255,234,704**	**£27,557**
Chattenden Sites	1,188		£27,557
Deangate Ridge Sites	768		£27,557
West of Hoo Sites	3,086		£27,557
Station Quarter Sites	3,401		£27,557
High Halstow Sites	819		£27,557
Non-residential	**Capacity m^2**	**s106 Requirement**	**£/m^2**
IPM – Rochester Strategic Site	98,652	£0	£0.00
Grain Strategic Site	300,323	£14,000,000	£46.62
Kingsnorth Strategic Site	524,300	£22,000,000	£41.96
Chatham employment sites	40,770	£0	£0.00
Strood employment sites	10,750	£0	£0.00

Source: MC (October 2021)

8.30 As set out in Chapter 7 above, the above costs are used. The Hoo Peninsula costs are allocated, on a pro-rata basis, by the number of units. The Hoo peninsular costs include £8,220,000 of land costs, for items such as schools. We would not normally expect the cost of land for on-site provision of schools and the like to be included as a cost, it is therefore likely that the costs are overstated. The monies that have been provisionally secured through the HIF bids on the Hoo site are deducted.

8.31 In this study it is important that the costs of mitigation are reflected in the analysis. In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016)[57] it was assumed all the modelled residential sites will contribute £5,000/unit when considering affordable housing and £1,500/unit when considering CIL. The £5,000/unit assumption is carried forward and a range of higher costs have also been tested.

8.32 In this context it is necessary to consider the North Kent Special Protection Area. To mitigate the impact on the SPA, a contribution of £254/dwelling is sought. This is assumed to be within the s106/unit assumption above.

[57] Appendix 1, Paragraph 2.23

Policy S25: Place-based Vision for Access and Movement

8.33 This is a high-level design policy that seeks that development proposals will describe how they support the place-based vision for access and movement. In itself, this does not add to the costs of development, over and above the base assumptions and those covered elsewhere in this assessment.

Policy S26: Vision for Minerals Supply

8.34 This is a safeguarding policy that does not impact on the viability of the Local Plan.

Policy S27: Vision for Waste Management

8.35 This is a general policy that does not impact directly on the viability of the Local Plan.

Policy S28: Energy Supply

8.36 This is a general enabling policy that does not impact directly on the viability of the Local Plan.

Policy S29: Supporting Medway's Culture and Creative Industries

8.37 This policy does not impact directly on the viability of the Local Plan.

Policy S30: Chatham Intra

8.38 This is a high-level enabling policy does not impact directly on the viability of the Local Plan.

Policy S31: Historic Environment

8.39 This is a general safeguarding and enabling policy does not impact directly on the viability of the Local Plan.

Thematic Policies

Policy T1: Housing Mix

8.40 The emerging 2019 policy was to encourage an appropriate mix of sizes. Since then, the Local Housing Market Assessment 2021 has been completed. This sets out the following housing mix:

Table 8.4 Summary of Overall Dwelling Mix				
Dwelling type/size	**Market**	**Affordable Rented**	**Affordable home ownership**	**Overall range**
1-bedroom house	0-2%	0-2%	0-5%	2-4%
2-bedroom house	20-25%	5-10%	20-25%	15-20%
3-bedroom house	35-40%	15-20%	35-40%	30-35%
4 or more-bedroom house	15-20%	2-4%	10-15%	10-15%
1-bedroom flat	5-10%	30-35%	0-2%	15-20%
2 or more -bedroom flat	5-10%	35-40%	15-20%	20-25%
1-bedroom bungalow/level-access	1-3%	1-3%	4-6%	2-4%
2-bedroom bungalow/level-access	2-4%	1-3%	4-6%	2-4%
3 or more-bedroom bungalow/ level-access	2-4%	1-3%	0-2%	2-4%
Dwelling type	**Market**	**Affordable Rented**	**Affordable home ownership**	**Overall range**
House	75-80%	25-30%	20-25%	60-65%
Flat	10-15%	70-75%	75-80%	30-35%
Bungalow/level-access	5-10%	1-3%	1-5%	5-10%
Number of bedrooms	**Market**	**Affordable Rented**	**Affordable home ownership**	**Overall range**
1	5-10%	20-25%	20-25%	15-20%
2	30-35%	30-35%	70-75%	40-45%
3	40-45%	25-30%	5-10%	25-30%
4	15-20%	20-25%	1-5%	15-20%

Source: Table 7.1 Medway Local Housing Market Assessment 2021 (Arc4, August 2021)

8.41 The supporting text to this policy includes the following housing mix housing mix for all tenures:

One bed	Two bed	Three bed	Four bed
15-20%	40-45%	25-30%	15-20%

8.42 In the 2019 iteration of this assessment, the Council asked that the affordable housing be modelled in line with the mix set out in Section 9 of *Medway Guide to Developer Contributions and Obligations (May 2018 Version 2: Charges updated April 2019).*

> *In terms of the size mix of affordable unit on a site, the Council will generally seek to achieve the approximate following mix, where practically feasible :*

- *30% 1-bedroom properties*
- *30% 2-bedroom properties*
- *30% 3-bedroom properties*
- *5% 4-bedroom properties*
- *5% 5-bedroom properties*

8.43 This mix formed the base modelling. The *Medway Guide to Developer Contributions and Obligations (May 2018 Version 2: Charges updated April 2019)* suggests a tenure mix of 60% Affordable Rent and 40% Intermediate Housing. Through the October 2019 consultation it was suggested that this mix was overly prescriptive. These mixes are not sought rigidly across all sites, rather are used to inform the overall housing mix. The higher density city-centre schemes are assumed to have more smaller units, likewise the larger sites in the suburban and fringe areas are assumed to include more family housing.

8.44 In this regard it was noted that Registered Providers tend to be unwilling to take significant numbers of 1-bedroom units. We expect this need to be derived from the reforms to the benefit system that restrict the number of bedrooms for which a household is eligible to receive the housing element of Universal Credit.

8.45 A preferred mix was proposed by a developer:

Table 8.5 Consultee's Alternative Housing Mix

	Market Housing	Affordable Housing
1 bed	0-5%	15-20%
2 bed	15-20%	30-40%
3 bed	30-40%	30-40%
4+ bed	25-30%	0-5%

Source: October 2019 Consultation

8.46 Alternatively, a consultee suggested that the modelling should be based on historic development mixes rather than the mix of housing identified as being needed in the SHMA. In a study of this type it is necessary to have regard to the Council's preferred mix and test all the areas of emerging policy. Having said this, on the larger greenfield sites, we have used a mix closer to the consultee's proposed mix, and on the urban sites a mix closer to the SHMA mix.

8.47 In this iteration of this assessment the modelling is broadly in line with that set out in the Local Housing Market Assessment 2021, although regard is also had to the nature of the development site / typology.

Policy T2: Affordable housing

8.48 This policy has been updated in line with national policy and to reflect the Council's local evidence.

All developments in Medway of 10 or more residential units (net) will require the delivery of affordable housing.

The level of affordable housing required is informed by the local plan viability assessment, which distinguishes between high value and low value/marginal areas. In line with the viability evidence, the requirement will be for :

- *In high value areas, including the Hoo Peninsula and suburban greenfield sites, 30% of all residential units proposed*
- *In lower value areas, such as brownfield inner urban sites, 10% of all residential units proposed*

8.49 The policy goes on to seek a tenure mix of 51% social/affordable rented housing and 49% affordable home ownership including First Homes. In line with our discussions with the Council, the base assumptions assume that affordable housing for rent is under the Affordable Rent tenure.

8.50 The Council is not seeking First Homes to be subject to a discount of more than 30%.

8.51 Where viability is challenging, the policy seeks that consideration is given to alternative tenure mixes. A range of mixes are tested.

Policy T3: Supported Housing, Nursing Homes and Older Persons Accommodation and Policy T4: Student Accommodation

8.52 These are enabling policies that do not make specific requirements on development, over and above those covered in the base assumptions.

Policy T5: Mobile Home Parks, Policy T6: Houseboats and Policy T7: Houses of Multiple Occupation

8.53 These are enabling policies or policies that set high-level requirements to direct the direction of development. They do not make specific requirements on development, over and above those covered in the base assumptions, or those that are typical for the type of development.

Policy T8: Self-build and Custom Housebuilding

8.54 Generally, this is an enabling policy that does not make specific requirements on development, over and above those covered in the base assumptions. Having said this, it seeks that sites in the strategic development areas in the Hoo Rural Town, Suburban and Rural Settlement areas '*offer a proportion of self/custom build plots as part of the development. The percentage of self-build provision should be established following a site specific viability assessment and secured by use of a Section 106 agreement*'.

8.55 The policy is not specific. We have considered a 5% requirement on sites of 20 units and larger.

Policy T9: Gypsy, Travellers & Travelling Showpeople

8.56 This is an enabling policy that does not make specific requirements on general development over and above those covered in the base assumptions.

Policy T10: Tourism, Culture and Visitor Accommodation

8.57 This is an enabling policy that seeks to direct development and protect sites. It does not make specific requirements over and above normal development costs.

Policy T11: Rural economy

8.58 This is an enabling policy that seeks to direct development and protect land. It does not make specific requirements over and above normal development costs.

Policy T12: Sequential Assessment

8.59 This is a general policy that seeks to direct development and protect sites. It does not make specific requirements over and above normal development costs.

Policy T13: Ancillary Development

8.60 This is a general policy that seeks to direct development and protect sites. It does not make specific requirements over and above normal development costs.

Policy T14 Impact assessment

8.61 This policy requires that proposals *'that seek to provide or expand retail and leisure uses in edge or out of centre locations ... is supported by an impact assessment where proposals for comparison, convenience retail, or leisure*'.

8.62 This type of requirement is frequently found in local plans. Whilst there is a cost to such an assessment, the assumption for professional fees (see Chapter 7 above) is adequate in this regard.

Policy T15: Shopping Parades and Neighbourhood Centres and Policy T16: Meanwhile Uses

8.63 These are enabling policies that seek to direct development and ensure that it comes forward in an appropriate way. They do not make specific requirements over and above normal development costs.

Policy T17: Digital communications

8.64 This is a general enabling policy, however, it also requires that new major development should have access to fibre broadband connections. This is a normal development requirement and a provision that most developers want to make.

Policy T18: Learning & Skills development

8.65 This is an enabling policy that does not make specific requirements over and above normal development costs.

Policy T19: Riverside Path

8.66 This is a high-level design policy that does not make specific requirements over and above normal development costs. It is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

Policy T20: Riverside Infrastructure

8.67 This is a high-level policy, that generally safeguards existing facilities and does not impact on viability. Where developer contributions are required, it is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

Policy T21: Marinas and Moorings

8.68 This is a general design policy that does not impact directly on the viability of planned development.

Policy T22: Aviation

8.69 This is a general policy that does not impact directly on the viability of planned development.

Policy T23: Urban Logistics

8.70 This is a safeguarding policy that does not impact directly on the viability of planned development.

Policy T24: User Hierarchy and Street Design

8.71 This policy seeks that any application for major development includes a Design and Access Statement submitted as part of the application that covers a set of requirements. In itself this does not add to the costs of development included in the base appraisals or elsewhere in this assessment.

8.72 A design and access statement is a normal requirement and covered under the assumption for professional fees set out in Chapter 7 above.

Policy T25: Accessibility Standards

8.73 In itself this does not add to the costs of development included in the base appraisals or elsewhere in this assessment.

8.74 Where developer contributions are required, it is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

Policy T26: Safeguarding Mineral Resources and Policy T27: Safeguarding of Existing Mineral Supply Infrastructure

8.75 As with *Policy S26: Vision for Minerals Supply*, these are safeguarding policies that do not impact on the viability of the Local Plan.

Policy T28: Supply of Recycled and Secondary Aggregates and Policy T29: Extraction of Land Won Minerals

8.76 These policies do not impact on the viability of the Local Plan.

Policy T30: Safeguarding of Existing Waste Management Facilities, Policy T31: Provision of Additional Waste Management Capacity, Policy T32: Location of Waste Management Facilities, Policy T33: Other Recovery, Policy T34: Non-inert Landfill and Policy T35: Beneficial Use of Inert Waste by Permanent Deposit

8.77 These policies, with *Policy S27: Vision for Waste Management,* relate to waste management. They are general policies that do not impact directly on the viability of the Local Plan.

Policy T36: Wastewater Treatment

8.78 Theis is a general policy that does not impact on the viability of the Local Plan.

Policy T37: Heat Networks

8.79 This is a potentially costly policy that seeks:

> *Development proposals of 10 dwellings or more (including conversions) or 1,000 sqm or more will follow the heat network provision hierarchy, unless it can be demonstrated by the applicant, having regard to the type of development involved and its design, that this is not feasible or viable:*
>
> 1. *Connect to an existing heat network.*
> 2. *Construct a heat network served by a low carbon heat source.*
> 3. *Collaborate with neighbouring development sites and/or existing heat sources to develop a shared heat network.*
> 4. *Where heat networks are unviable, but there is potential for future heat networks, demonstrate how the design would allow for a connection to a future heat network.*
>
> *Compliance with this policy will contribute to Policy DM18.*
>
> *Development proposals will have regard to further feasibility studies and the role of 'anchor loads', such as the Civic Centre and Strood Waterfront sites in Strood and other sites on the Hoo Peninsula.*

8.80 The use of District Heating can be a useful step to achieve zero carbon. Whilst we are not aware of significant heat sources within Medway at the time of writing, these can be useful

sources of renewable energy, particularly from the incineration of waste. New District Heating schemes are therefore going to require the construction of a central heat plant as well as the distribution network infrastructure.

8.81 There are few published costs of District Heating schemes in modern estate housing. There are savings to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. Informal discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, which is supported by the limited published data[58], depending on the size and shape of the project.

Policy T38: Existing open space and playing pitches

8.82 This is a general safeguarding policy that does not impact directly on the viability of the Local Plan.

Policy T39: Community and Cultural Facilities

8.83 This policy requires that all '*developments for over 10 homes will be required to contribute to upgrading community facilities in line with the council's policy on infrastructure contributions from developers'.* Where developer contributions are required, it is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

Policy T40: Promoting health and wellbeing

8.84 This is a high-level policy. In itself it does not add to the costs of development covered in the base assumptions or elsewhere in this assessment.

Policy T41: Promoting High Quality Design

8.85 In considering this policy it is necessary to consider the Government's consultation on the 31st January 2021, under the title *National Planning Policy Framework and National Model Design Code: consultation proposals*[59]. The proposed National Design Code does not add to the cost of development over and above those already covered in the base costs (including for fees). Rather it sets out good practice in a consistent format. It will provide a checklist of design principles to consider for new schemes, including street character, building type and requirements addressing wellbeing and environmental impact. Local authorities can use the code to form their own local design codes.

[58] *Assessment of the Costs, Performance, and Characteristics of UK Heat Networks* (DoE&CC, 2015) provides some guidance for infrastructure to distribute heat, but not generation.

[59] National Planning Policy Framework and National Model Design Code: consultation proposals - GOV.UK (www.gov.uk)

8.86 Having said this, this policy does have some specific requirements that go beyond the requirements set out elsewhere, specifically seeking:

> *The Council would expect compliance with the principles of nationally recognised standards, such as the National Technical Housing Standards, Building Regulations (M4), Lifetime Homes and Building for Life (BfL12) Standards, so far as practicable, across all proposed new developments.*

8.87 New development will be expected to be built to Building for Life Standards. The current iteration of this is BfL 12[60]. BfL 12 does not set out specific technical standards or requirements, rather it is an approach to design. An assessment is based on questions which are scored using a simple traffic light system. The questions are arranged in themes such as:

- Integrated into the neighbourhood.
- Creating a place.
- Street and Home.

8.88 No additional cost is allocated to meeting the additional standards.

8.89 At the time of the 2019 iteration of this assessment, the emerging Plan did not specifically require Nationally Described Space Standard (NDSS) technical requirements, although this was something the Council was exploring so NDSS standards were assumed to apply. In March 2015, the Government published *Nationally Described Space Standard – technical requirements*. This says:

> *This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.*

8.90 The following unit sizes are set out[61]:

[60] https://www.designcouncil.org.uk/sites/default/files/asset/document/Building%20for%20Life%2012_0.pdf

[61] https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

Table 8.6 National Space Standards. Minimum gross internal floor areas and storage (m^2)					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39 (37)*			1
	2p	50	58		1.5
2b	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards – nationally described space standard (March 2015)

8.91 Through the October 2019 consultation it was suggested that the modelling should be benchmarked against historic development. Whether or not the Council pursues NDSS standards is not a viability matter alone, rather it is one based on whether there is a need for the standards. The purpose of this assessment is limited to the consequence of requiring NDSS on development viability. In this regard the consultee did not indicate whether they would pursue units that are smaller or larger than NDSS, and what the difference would be, so it is not possible to comment further.

8.92 The adopted Local Plan seeks Lifetime Homes Standards on new housing. These standards have been superseded and the scope for the Council to introduce additional standards are constrained to those within the optional Building Regulations. The additional costs of the further standards (as set out in the draft Approved Document M amendments included at Appendix B4[62]) are set out below. The key features of the 3 level standard (as summarised

[62] https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m

in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015)[63], reflect accessibility as follows:

- Category 1 Dwellings which provide reasonable accessibility
- Category 2 Dwellings which provide enhanced accessibility and adaptability
- Category 3 Dwellings which are accessible and adaptable for occupants who use a wheelchair.

8.93 The cost of a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be is £10,111 per dwelling[64]. The cost of Category 2 is taken to be £521[65] (this compares with the £1,097 cost for the Lifetime Homes Standard). These costs have been indexed[66] by 17.1% to £11,840/dwelling and £610/dwelling respectively.

8.94 The policy does not specify a specific requirement. As part of the study, we have been asked to assess what the impact would be of requiring:

- All new homes to be designed to be accessible and adaptable dwellings;
- 10% of affordable housing to be wheelchair adaptable dwellings in developments of 10 or more new homes.

8.95 In 2019 the Council was not proposing this requirement at this stage and proposed that the results would inform policy development. Through the October 2019 consultation it was suggested that it would be preferable to test a 5% requirement. In due course, any policy in this regard will be informed by the evidence of need as well as the evidence of viability. This testing will inform the development of policy.

8.96 Paragraph 56-009-20150327 of the *Housing: optional technical standards* restricts the application of the wheelchair standards:

> *What issues should local planning authorities consider in determining whether dwellings should be fully wheelchair accessible or adaptable?*
>
> *Part M of the Building Regulations sets a distinction between wheelchair accessible (a home readily useable by a wheelchair user at the point of completion) and wheelchair adaptable (a home that can be easily adapted to meet the needs of a household including wheelchair users) dwellings.*
>
> *Local Plan policies for wheelchair accessible homes should be applied only to those dwellings where the local authority is responsible for allocating or nominating a person to live in that dwelling.*
>
> *56-009-20150327*

[63] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf

[64] Paragraph 153 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

[65] Paragraph 157 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

[66] BCIS Index 1Q 2014, Q1 2021.

8.97 It is assumed that any wheelchair accessible homes will be affordable homes.

Development Management Policies

Policy DM1: Contaminated Land

8.98 This policy requires that contaminated land should be remediated prior to development. This is a normal requirement – but one that gives rise to abnormal costs. As set out in Chapter 7 above, allowance is made in this regard.

Policy DM2: Air Quality

8.99 This policy requires that major development should take account of the Medway Council Air Quality Planning Guidance that sets out a screening checklist. The cost of this is modest and would be covered within the assumptions for professional fees.

Policy DM3: Primary Shopping Area, Policy DM4: Local and rural centres

8.100 These are enabling policies that seeks to direct development and ensure that it comes forward in an appropriate way. They do not make specific requirements over and above normal development costs.

Policy DM5: Supporting Sustainable Healthy Centres

8.101 This is a high-level policy that seeks to direct development and ensure that it comes forward in an appropriate way. It does not make specific requirements over and above normal development costs.

Policy DM6: Frontages

8.102 This policy seeks that proposals along the high streets of centres must be in accordance with the Council's design policies. It does not make specific requirements over and above normal development costs.

Policy DM7: Retail Parks

8.103 This policy needs to be considered with *Policy T14: Impact Assessment*. It does not make specific requirements over and above normal development costs, or costs taken into account elsewhere in this assessment.

Policy DM8: Medway Valley Leisure Park and Policy DM9: Dockside

8.104 Medway Valley Leisure Park is in Strood and occupiers include Cineworld, Frankie & Benny's, Hungry Horse, Chiquito, Coast to Coast, McDonalds, Gala Bingo, Hollywood Bowl, Nuffield Health, Premier Travel Inn and Creams. Dockside is a retail outlet at Chatham which includes a wide range of outlets.

8.105 These policies do not make specific requirements over and above normal development costs, or costs taken into account elsewhere in this assessment.

Policy DM10: Monitoring and Managing Development

8.106 This policy seeks as follows:

> *As a minimum, development proposals for site allocations will demonstrate how vehicle trip generation would be 10 per cent lower than the vehicle trip credit set in the STA. This target is intended to positively challenge developers to pursue a creative approach, however full policy compliance should ensure that this is achievable.*

8.107 It is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

Policy DM11: Chatham Waters Line and Policy DM12: Grain Branch

8.108 These are safeguarding policies that does not impact on viability.

Policy DM13: Transport Assessments, Transport Statements and Travel Plans

8.109 This policy requires that applications include a Transport Assessment, Transport Statement and/or a commitment to provide a Travel Plan. In itself this does not add to the costs of development included in the base appraisals or elsewhere in this assessment.

8.110 Where developer contributions are required, it is assumed that costs under this policy are covered under the requirements for developer contributions set out under *Policy S22: Infrastructure delivery* above.

8.111 All schemes of 10 or more residential units, and student housing schemes, are required to provide a Travel Plan. There is a cost to doing this, however this is within the general assumption (8%) for fees. There was a consensus on this assumption, however one consultee suggested that a specific fee allowance of £200/unit should be made within the fees for this amount (so suggesting a fee of £80,000 for a 400-unit scheme) or increasing the fees by about 30% (so from 9% to 12%). This is not accepted. A Travel Plan is typically a relatively light document.

8.112 There is not a specific requirement for Electric Vehicle Charging points. EV charging points can be costly. A cost of £976/unit[67] has been modelled (being an increase from the assumption of £250/unit used at the time of the 2019 assessment), although it is important to note that this is for a full installation. The fitting of a 33amp fused spur, to a convenient location, for the later installation of a charger by the householder would be a minimal cost[68].

[67] Paragraph 9 Electric Vehicle Charging in Residential and Non-Residential Buildings (DfT, July 2019).

[68] We take this opportunity to comment in relation to EV charging points. This is an area where there is not industry standardisation (Audi cannot use a Tesla point etc), so we would suggest that rather than requiring developers to

Policy DM14: Vehicle Parking

8.113 This policy seeks adequate parking. In itself this does not add to the costs of development included in the base appraisals or elsewhere in this assessment. We understand, from the Council, that these requirements are taken into account in the wider site capacity assumptions.

Policy DM15: Cycle Parking and Storage

8.114 This policy seeks bicycle parking/storage at employment places and in connection with new homes. In itself this does not add to the costs of development included in the base appraisals or elsewhere in this assessment.

Policy DM16: Flood and Water Management

8.115 On the whole this policy seeks to minimise the risk of flood.

8.116 For this study Sustainable Urban Drainage Systems (SUDS) are a policy requirement as and when needed. SUDS aim to limit the waste of water, reduce water pollution and flood risk relative to conventional drainage systems. In this study, it is anticipated that new major development (10 units or more) will be required to incorporate SUDS. SUDS and the like can add to the costs of a scheme – although in larger projects these can be incorporated into public open space. It is assumed that the costs of SUDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SUDS will be incorporated into the green spaces (subject to local ground conditions), and will be delivered through soft landscaping within the wider site costs.

8.117 In the base assumptions, it is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £5/dwelling[69]. This cost was based in 2014 so has been indexed[70] to £6/dwelling.

Policy DM17: Waste Prevention,

8.118 See *Policy T30: Safeguarding of Existing Waste Management Facilities, etc* above. As with *Policy S27: Vision for Waste Management,* these policies relate to waste management. They are general policies that do not impact directly on viability of the Local Plan.

install charging points, a more pragmatic approach would be to require a 33amp fused spur to be provided to a convenient point for the householder to install the appropriate unit in due course.

[69] Paragraph 285 Housing Standards Review, Final Implementation Impact Assessment, March 2015. Department for Communities and Local Government.

[70] BCIS Index 1Q 2014, Q1 2021.

Policy DM18: Energy Efficiency

8.119 This policy requires that new homes should achieve a 31% carbon reduction improvement against the Building Regulations Part L (2013), or comply with new national technical standards anticipated from December 2021.

8.120 At the time of the 2019 iteration of this assessment, the Council was not specifically seeking standards that were over and above those set out in National Building Regulations. This policy seeks a requirement in line with the Government's recent consultation in this regard. In early October 2019, the Government launched a consultation on 'The Future Homes Standard'[71]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050.

8.121 There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building and measures to enable natural ventilation, through to altering the fundamentals of design and construction. The extent of the costs will depend on the specific changes made and are considered in Chapter 3 of the Government consultation[72]:

> *3.9. Following discussion with our technical working group and assessment of the modelling analysis, two options for the 2020 CO_2 and primary energy targets are proposed for consultation. The options below are presented in terms of CO_2 reduction to aid comparison with current standards. We plan to use either option 1 or option 2 as the basis of the new primary energy and CO_2 targets for new dwellings, with option 2 as the government's preferred option:*
>
> *a. **Option 1 - 'Future Homes Fabric'.** This would be a 20% reduction in CO_2 from new dwellings, compared to the current standards. This performance standard is based on the energy and carbon performance of a home with:*
>
> *i. Very high fabric standards to minimise heat loss from windows, walls, floors and roofs (typically with triple glazing). This would be the same fabric requirement as we currently anticipate for the Future Homes Standard*
>
> *ii. A gas boiler*
>
> *iii. A waste water heat recovery system*
>
> *This would add £2557 to the build-cost of a new home and would save households £59 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.*
>
> *b. **Option 2 - 'Fabric plus technology'**. This would be a 31% reduction in CO_2 from new dwellings, compared to the current standards. This option is likely to encourage the use of low-carbon heating and/or renewables. The performance standard is based on the energy and carbon performance of a home with:*
>
> *i. an increase in fabric standards (but not as high an increase as in Option 1, likely to have double rather than triple glazing)*

[71] https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

[72] The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019)

ii. a gas boiler

iii. a waste water heat recovery system.

iv. iv. Photovoltaic panels

Meeting the same specification would add £4847 to the build-cost of a new home and would save households £257 a year on energy bills. The estimated impact on housebuilding is discussed in the impact assessment.

3.10. The option 2 specification would give a CO_2 saving of only 22% for flats due to the standard including solar panels and flats having a smaller roof area per home. The additional cost per flat is also less at £2256.

3.11. In practice, we expect that some developers would choose less costly ways of meeting the option 2 standard, such as putting in low-carbon heating now. This would cost less than the full specification, at £3134 for a semi-detached house.

8.122 Very approximately, Option 1 would add about 2.5% to the base cost of construction, and Option 2 would add about 3.1% to the base cost of construction. In addition to the above, it may (depending on the outcome of the consultation), be necessary for all new houses to be heated off the gas grid.

8.123 We have assumed that all new residential development is built to the Future Homes Standard Option 2.

8.124 The above relates to residential development, the policy also seek that non-residential development is to BREEAM Excellent. The performance of non-residential development is normally assessed using the BREEAM system[73]. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research[74] by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% and 5.5%, depending on the nature of the scheme with offices being a little under 2%. It is assumed that new non-residential development will be to BREEAM Excellent and this increases the construction costs by 2% or so.

8.125 It is timely to note that building to higher standards that result in lower running costs, does result in higher values[75].

Policy DM19: New open space and playing pitches

8.126 Medway has sought (and delivered) open space from new development for many years. At the time of the 2019 iteration of this assessment, the requirements were still emerging however, the base analysis was based on a requirement for 2.4ha of space per 1,000

[73] **Building Research Establishment Environmental Assessment Method** (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.

[74] *Delivering sustainable buildings: Savings and payback*. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014

[75] See *EPCs & Mortgages, Demonstrating the link between fuel affordability and mortgage lending* as prepared for Constructing Excellence in Wales and Grwp Carbon Isel / Digarbon Cymru (funded by the Welsh Government) and completed by BRE and *An investigation of the effect of EPC ratings on house prices* for Department of Energy & Climate Change (June 2013)

residents, calculated assuming an average of 2.46 residents per dwelling. A scenario with a requirement of 5.05ha of space per 1,000 residents was also tested. These requirements are now confirmed:

Table 8.7 Open Space Requirement. Hectares per 1,000 Population	
All outdoor sports	1.60ha (of which a minimum of 1.2 ha is for playing pitches.
Equipped / Designated play areas	0.25ha
Other Outdoor provision (Multi-Use Games Area, skate park / bike track or similar	0.30ha
Parks and gardens	0.80ha
Amenity green space	Design-led
Natural and semi-natural green space	1.80ha
Allotments, community gardens and urban farms	0.30ha
	5.05ha

Source: Policy DM19

8.127 The policy specifies that the *'number of people expected to occupy the development will be based on the average household size for Medway. This will be based on the most up-to-date Office for National Statistics household projections'*. The figure is currently 2.43.

8.128 It is important to note that these requirements are only applicable where there is a local shortfall in provision. These are reflected in the modelling.

Policy DM20: Consulting Sport England

8.129 This policy does not impact directly on the viability of the Local Plan.

Policy DM21: Gillingham Football Club

8.130 This policy does not impact directly on the viability of the Local Plan.

Policy DM22: Heritage Assets

8.131 This policy builds on *Policy S31: Historic Environment*. It does not impact directly on the viability of the Local Plan.

Policy DM23: Conservation Areas and Policy DM24: Scheduled Monuments and Archaeological Sites

8.132 These policies do not impact directly on the viability of the Local Plan.

Policy DM25: Sustainable Design and Construction

8.133 This policy overlaps with *Policy T41: Promoting High Quality Design* as set out above. The policy does not introduce costs to development that are over and above those that are covered elsewhere in this assessment.

Policy DM26: Housing Design

8.134 This policy overlaps with *Policy T41: Promoting High Quality Design* as set out above. The policy does not introduce costs to development that are over and above those that are covered elsewhere in this assessment.

9. Modelling

9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of Medway's policies on development viability.

9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

Residential Development

9.3 In this assessment the modelling draws on the Council's working SHLAA dataset[76]. At the time of this report this has not been published. This is the list of sites from which the allocations will be drawn and is in the process of being updated. The database includes over 450 sites. We have removed those that are under construction or that are complete. Those sites that have been rejected as they are unavailable have also been removed. Finally, where the information is incomplete, those sites have also been removed.

9.4 The Council has assessed the capacity of the sites based on some high-level assumptions. A cautious 60%[77] net developable area is assumed and densities ranging from 35 units per net ha to 275 units per net ha have been applied depending on the nature of the site. We have used this density in preference to the developer's own assessment of the site's capacity (which is generally greater), although we have assumed a net developable area of 100% on small sites. About 225 sites are being considered for allocation, not having been ruled out for some reason by the Council. The sites can be summarised as follows (although it is important to note that this is a working document and subject to change):

[76] This was provided to HDH as an Excel file dated 23rd September 2019. It is the Council's working document. This approach was criticised through the October 2019 consultation. This is the appropriate data source on which to base the modelling. To use an earlier published version of the SHLAA would be inappropriate as it does not include the full list of sites that are being considered for inclusion in the Plan. In due course, if sites that are not included in the current version of the SHLAA are allocated, it may be necessary to revisit the modelling to ensure that the typologies are representative of the planned development.

[77] Some sites will have areas that are undevelopable (for example they flood, have ecologically important areas or historic buildings). These are not taken into account by the Council as, for the purpose of this viability assessment, they are excluded as they are not developable.

Table 9.1 Distribution of SHLAA Sites

	Count		Area (ha)		Capacity		Average Ha	Average Units
Chatham	48	21.33%	61.17	4.68%	3,691	11.32%	1.27	76.91
Gillingham	27	12.00%	50.79	3.89%	1,566	4.80%	1.88	57.98
Hoo	35	15.56%	640.52	49.02%	13,451	41.24%	18.30	384.31
Rainham	42	18.67%	246.76	18.89%	5,184	15.89%	5.88	123.42
Rochester	20	8.89%	50.59	3.87%	1,307	4.01%	2.53	65.37
Strood	16	7.11%	79.46	6.08%	3,513	10.77%	4.97	219.54
Urban	1	0.44%	3.40	0.26%	255	0.78%	3.40	254.75
Villages	36	16.00%	173.85	13.31%	3,651	11.19%	4.83	101.41
All	**225**	**100.00%**	**1,306.54**	**100.00%**	**32,617**	**100.00%**	**5.81**	**144.97**

Source: SHLAA Database (September 2019)

Table 9.2 Distribution of Sites by Size				
	Count		Units	
0 to 10	61	27.11%	319	0.98%
11 to 20	35	15.56%	474	1.45%
21 to 30	14	6.22%	362	1.11%
31 to 40	13	5.78%	448	1.37%
41 to 50	8	3.56%	352	1.08%
51 to 100	35	15.56%	2,592	7.95%
101 to 250	27	12.00%	4,388	13.45%
251 to 1000	25	11.11%	12,626	38.71%
1,001 +	7	3.11%	11,057	33.90%
	225		**32,617**	

Source: SHLAA Database (September 2019)

Residential Modelling and Typologies

9.5 To inform the modelling, the characteristics of the planned development is considered in terms of location, size and suggested use, representative of sites in the Medway area.

Development assumptions

9.6 In arriving at appropriate assumptions for residential development on each site, the built forms used in the appraisals are appropriate to current development practices. In addition, the policy requirements, as set out in Chapter 8 above, in terms of density, mix and open space, are reflected in the modelling.

9.7 A set of typologies are modelled in line with the SHLAA which have been developed to respond to the variety of development situations and densities typical in the area, and this is used to inform development assumptions for sites. This approach enables us to follow the assumptions used in the Council's wider evidence base and form a view about floorspace density to be accommodated on the site, based on the amount of development, measured in net floorspace per hectare. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).

9.8 The greenfield sites are modelled at the SHLAA density plus the open space requirement as set out in Chapter 8 above. The brown field sites are assumed based on the SHLAA density, with an assumption that the open space will be provided off-site.

9.9 Through the October 2019 consultation, it was suggested that the typologies should be benchmarked against historic development in the area. This approach has not been taken as it is preferable to base the modelling on what is the planned future development so that the cumulative impact of the Council's future (rather than historic) policies can be assessed against the deliverability of the future allocations that are to be included in the new Local Plan.

9.10 In this context it is important to note that, when determining the capacity of the SHLAA sites, the Council has had regard to a wide range of factors and it is not the purpose of this Viability Assessment to revisit the SHLAA process and the assumptions used in it. More information was requested on the modelling and the sites on which it is based. The Council will be publishing its updated SHLAA in due course – it is not for HDH, as authors of this Viability Assessment, (which is just a small part of the Council's evidence base) to include and publish the SHLAA.

9.11 A typical current estate housing built form would provide development at between 3,000m^2/ha to 3,550m^2/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30/net ha to 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.

9.12 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m^2/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built-up areas.

9.13 The main characteristics of the modelled sites are set out in the tables below. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.

9.14 The cost of construction is, in part, a factor of the height of the buildings, with construction of six storeys or more costing notably more that buildings of five storeys or less. It is assumed that to achieve densities of 150units/ha and greater, it is necessary use a form that includes six or more storeys.

9.15 Allowance is made for circulation space within flatted schemes. In the initial iteration of this report a 10% allowance was made. It is accepted that is to too low in this instance. An efficient floor plan of a multi-apartment building will have a circulation area of 10% to 15% of floor plate area (when measured on a gross internal area basis). This includes an area for lift lobby and staircase, but not for non-residential ground floor uses. When measured on a net internal area basis (so not including internal walls), the net floor space of the flats is likely to be around 80%. This is in line with evidence submitted through the consultation. We have amended this assumption to 15%, in line with evidence submitted.

9.16 A range of draft typologies was presented to the consultation. Through the consultation process it was suggested that the typologies did not properly represent larger brownfield town centre sites. A further typology has been provided in this regard.

9.17 Some concern was also expressed about the density assumptions used in Typologies 18 to 23 which include a mix of housing and flats. These are consistent with the SHLAA modelling, however we have supplemented the typologies with some schemes with a smaller component of flats. Whilst these are not representative of the SHLAA sites, it is accepted that it is useful to include these at this stage. Some of the concern in this regard is around the demand for

flats. The consultee pointed out that 27% of newbuild homes currently on the market in Medway are flats. Whilst this may be the case, it is not the purpose of this assessment to propose a mix of housing (that is done in the SHMA) rather it is to test the deliverability of the sites that may be allocated in due course.

9.18 Through the October 2019 consultation, a consultee sought details of where some of the 'typologies are actually located'. This misunderstands the purpose of using typologies. Typologies are modelled to be broadly representative of development that is being planned in particular areas. They are not actual sites in actual locations.

9.19 Medway has sought (and delivered) open space from new development for many years. At this stage, the requirements are still emerging however the base analysis is based on a requirement for 2.4ha of space per 1,000 residents, calculated assuming an average of 2.46 residents per dwelling. The open space on the greenfield sites is modelled at 2.4ha per 1,000 residents and it is assumed that on brownfield sites (which are the higher density ones) that there will be a financial contribution in lieu of on-site provision.

9.20 This requirement is tested. In this regard the Council is still developing policy, so a scenario has been tested with a requirement of 5.05ha of space per 1,000 residents, where the additional provision is met through an off-site payment.

9.21 The typologies were updated following the 2019 consultation as follows:

Table 9.3 Summary of Typologies – Areas and Densities 2019

			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Large Green 1,500	Green	Agricultural	1,500	51.71	42.86	29.01	35.00	3,161
2	Large Green 400	Green	Agricultural	400	13.79	11.43	29.01	35.00	3,158
3	Green 200	Green	Agricultural	200	6.90	5.71	29.01	35.00	3,191
4	Green 100	Green	Agricultural	100	3.45	2.86	29.01	35.00	3,204
5	Green 50	Green	Agricultural	50	1.72	1.43	29.01	35.00	3,200
6	Green 30	Green	Agricultural	30	1.03	0.86	29.01	35.00	3,176
7	Green 20	Green	Agricultural	20	0.69	0.57	29.01	35.00	3,350
8	Green 12	Green	Paddock	12	0.41	0.34	29.01	35.00	3,133
9	Green 8	Green	Paddock	8	0.23	0.23	35.00	35.00	3,360
10	Green 6	Green	Paddock	6	0.17	0.17	35.00	35.00	3,465
11	Green 4	Green	Paddock	4	0.11	0.11	35.00	35.00	4,025
12	V High Density 400	Brown	PDL	400	1.45	1.45	275.00	275.00	17,435
13	V High Density 100	Brown	PDL	100	0.36	0.36	275.00	275.00	17,482
14	High Density 400	Brown	PDL	400	2.22	2.22	180.00	180.00	11,466
15	High Density 100	Brown	PDL	100	0.56	0.56	180.00	180.00	11,497
16	Central HD 400	Brown	Town Centre	400	2.67	2.67	150.00	150.00	9,555
17	Central HD 100	Brown	Town Centre	100	0.67	0.67	150.00	150.00	9,581
18	Medium Density 100	Brown	PDL	100	1.05	1.05	95.00	95.00	6,931
19	Medium Density 30	Brown	PDL	30	0.32	0.32	95.00	95.00	7,005
20	Brown 300	Brown	PDL	300	3.80	3.80	79.00	79.00	5,811
21	Brown 80	Brown	PDL	80	1.01	1.01	79.00	79.00	5,820
22	Brown 30	Brown	PDL	30	0.38	0.38	79.00	79.00	5,928
23	Small Brown 12	Brown	PDL	12	0.15	0.15	79.00	79.00	5,464
24	Small Brown 8	Brown	PDL	8	0.10	0.10	79.00	79.00	7,110
25	Small Brown 5	Brown	PDL	5	0.06	0.06	79.00	79.00	7,505
26	PRS HD 100	Brown	PDL	100	0.83	0.83	120.00	120.00	7,656
27	PRS MD 50	Brown	PDL	50	0.53	0.53	95.00	95.00	6,088

Source: HDH (February 2020)

9.22 This modelling was updated in October 2021 to reflect the increased open space requirements:

Table 9.4 Summary of Typologies – Areas and Densities - 2021

			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Large Green 1,500	Green	Agricultural	1,500	61.26	42.86	24.48	35.00	3,260
2	Large Green 400	Green	Agricultural	400	16.34	11.43	24.48	35.00	3,257
3	Green 200	Green	Agricultural	200	8.17	5.71	24.48	35.00	3,257
4	Green 100	Green	Agricultural	100	4.08	2.86	24.48	35.00	3,300
5	Green 50	Green	Agricultural	50	2.04	1.43	24.48	35.00	3,381
6	Green 30	Green	Agricultural	30	1.23	0.86	24.48	35.00	3,240
7	Green 20	Green	Agricultural	20	0.82	0.57	24.48	35.00	3,238
8	Green 12	Green	Paddock	12	0.49	0.34	24.48	35.00	3,313
9	Green 8	Green	Paddock	8	0.23	0.23	35.00	35.00	3,360
10	Green 6	Green	Paddock	6	0.17	0.17	35.00	35.00	3,465
11	Green 4	Green	Paddock	4	0.11	0.11	35.00	35.00	4,025
12	V High Density 400	Brown	PDL	400	1.45	1.45	275.00	275.00	17,347
13	V High Density 100	Brown	PDL	100	0.36	0.36	275.00	275.00	17,347
14	High Density 400	Brown	PDL	400	2.22	2.22	180.00	180.00	11,405
15	High Density 100	Brown	PDL	100	0.56	0.56	180.00	180.00	11,405
16	Central HD 400	Brown	Town Centre	400	2.67	2.67	150.00	150.00	9,504
17	Central HD 100	Brown	Town Centre	100	0.67	0.67	150.00	150.00	9,504
18	Medium Density 100	Brown	PDL	100	1.05	1.05	95.00	95.00	6,903
19	Medium Density 30	Brown	PDL	30	0.32	0.32	95.00	95.00	6,954
20	Brown 300	Brown	PDL	300	3.80	3.80	79.00	79.00	5,748
21	Brown 80	Brown	PDL	80	1.01	1.01	79.00	79.00	5,727
22	Brown 30	Brown	PDL	30	0.38	0.38	79.00	79.00	5,833
23	Small Brown 12	Brown	PDL	12	0.15	0.15	79.00	79.00	5,240
24	Small Brown 8	Brown	PDL	8	0.10	0.10	79.00	79.00	7,110
25	Small Brown 5	Brown	PDL	5	0.06	0.06	79.00	79.00	7,505
26	PRS HD 100	Brown	PDL	100	0.83	0.83	120.00	120.00	7,644
27	PRS MD 50	Brown	PDL	50	0.53	0.53	95.00	95.00	6,046

Source: HDH (October 2021)

9.23 The Strategic Sites have also been modelled based on the information provided by the Council.

Table 9.5 Summary of Strategic Sites – Areas and Densities

				Current Use	Units	Area Ha		Density Units/ha		Density
						Gross	Net	Gross	Net	m2/ha
1	Chatham Docks	Brown	Docks	3,625	29.37	29.37	123.43	123.43	8,255
2	Strood SS	Brown	Urban Mix	1,538	18.75	18.75	82.03	82.03	6,273
3	Chatham SS	Brown	Urban Mix	667	3.84	3.84	173.70	173.70	11,619
4	Hoo - Chattenden	Mix	Ag / MOD	1,188	57.83	33.94	20.54	35.00	3,120
5	Hoo - Deangate Ridge	Green	Agricultural	768	72.29	21.94	10.62	35.00	3,124
6	Hoo - West of Hoo	Green	Agricultural	3,086	118.92	88.17	25.95	35.00	3,120
7	Hoo - Station Quarter	Green	Agricultural	3,401	175.58	97.17	19.37	35.00	3,119
8	Hoo - High Halstow	Green	Agricultural	819	41.86	23.40	19.57	35.00	3,119
9	Hoo - ALL	Green	Agricultural	9,262	466.48	264.63	19.86	35.00	3,119

Source: HDH (February 2020)

9.24 It is important to note that some of the above typologies could have significant amounts of existing floor space. This has a very significant impact on the amount of CIL to be paid (CIL only applies to net new development, unless the existing floorspace has not recently been in lawful use) or the level of affordable housing (through Vacant Building Credit). The rules in

this regard are complex and depend on the extent of the existing use of the building. Very few developments will be eligible to pay no CIL and make no affordable housing contribution.

Older People's Housing

9.25 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows.

a. A private sheltered/retirement scheme of 30 x 1 bed units of 50m^2 and 30 x 2 bed units of 75m^2 to give a net saleable area (GIA) of 3,750m^2. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,650m^2.

b. An extracare scheme of 36 x 1 bed units of 65m^2 and 24 x 2 bed units of 80m^2 to give a net saleable area (GIA) of 4,260m^2. We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m^2.

Student Housing

9.26 Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats are slightly larger rooms, including a kitchenette.

9.27 We have assumed that the typical Cluster Flat is 15m^2 and the typical Studio Flat 23m^2. We have assumed 26% circulation space in Studio Flat development and 35% in the Cluster Flats. We have run appraisals based on the following range of schemes, based on discussions with officers on the expected development to be forthcoming in the future:

9.28 The analysis was based on a brownfield site in the urban area, being the most likely situation for student housing to come forward.

Table 9.6 Student Accommodation –Modelling

		Cluster Flats			Studios		
Rooms		60	175	500	60	175	500
Room size	m^2	15	15	15	23	23	23
Lettable Area	m^2	900	2,625	7,500	1,380	4,025	11,500
Circulation	%	35%	35%	35%	26%	26%	26%
	m^2	315	919	2,625	359	1,047	2,990
GIA	m^2	1,215	3,544	10,125	1,739	5,072	14,490
Site	ha	0.05	0.25	0.75	0.05	0.25	0.75

Source: HDH

Employment Uses

9.29 In line with the CIL Regulations, we have only assessed developments of over 100m^2. There are other types of development (such as petrol filling stations and garden centres etc). We

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

9.30 For this study, we have assessed a number of development types. We have based our modelling on the following development types:

a. **Offices**. These are more than 250m^2, will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the area around 2,000m^2 – we will use this as the basis of our modelling.

   We have made assumptions about the site coverage and density of development on the sites. We have assumed 80% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two storey construction in the business park situation (although the Council is considering higher options at the time of this report), and six storey construction in the urban situation.

b. **Large Industrial.** Modern industrial units of over 4,000m^2. There is little new space being constructed. This is used as the basis of the modelling. We have assumed 40% coverage which is based on the single storey construction.

c. **Small Industrial.** Modern industrial units of 400m^2. We have assumed 40% coverage which is based on the single storey construction.

d. **Distribution.** A large modern shed is modelled, assuming 4,000m^2 and 35% site coverage.

9.31 We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

Retail

9.32 For this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future.

a. **Supermarkets** is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. A 1,200m^2 unit on a 0.4ha site (40% coverage) to allow for car parking is assumed.

b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m^2. It is assumed to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

   The trend in recent years has been to smaller units with units of 500m^2 to 600m^2 common in new retail parks. An alternative as also been modelled with 8 such units as a single scheme.

c. **Shop** is a brick-built development on two storeys, of 200m^2. No car parking or loading space is allowed for, and almost all the site is developed. The total site area (effectively the building footprint) is 0.025ha.

9.33 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed simple, single storey construction and have assumed that there are no mezzanine floors.

Hotels and Leisure

9.34 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).

9.35 We have assumed that this is a 60 bedroom product (60 x 19m^2 + 30% circulation space = 1,482m^2) with ample car parking on a 0.44 ha (1 acre) site.

10. Residential Appraisals

10.1 At the start of this chapter, it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that Medway Council will consider when settling policy, including the need for infrastructure and the track record in delivering affordable housing and collecting payments under s106.

10.2 The appraisals use the residual valuation approach – they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the Existing Use Value (EUV) by a satisfactory margin, being the Benchmark Land Value (BLV).

10.3 Sets of appraisals have been run based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and developer contributions and other policy requirements. Development appraisals are sensitive to changes in price of construction and changes in value, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.

10.4 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each site and per gross hectare to allow comparison between typologies and sites. In the tables in this chapter, the results are colour coded using a traffic light system:

a. **Green** **Viable** – where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).

b. **Amber** **Marginal** – where the Residual Value per hectare exceeds the EUV but not the BLV per hectare. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.

c. **Red** **Non-viable** – where the Residual Value does not exceed the EUV.

10.5 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development.

Base Appraisals – full policy requirements

10.6 These appraisals are based on the following assumptions.

a. Affordable Housing 30% on sites of 10 and larger (51% Affordable Rent, 49% Affordable Home Ownership). Build to Rent 20%.

b. Design

NDSS, 90% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible

Water Efficiency Standard, Future Homes Standard Option 2, Car Charging Points

20% Biodiversity Net Gain

c. Developer Contributions

s106 Typologies £5,000/unit.

Strategic Sites as per Chapter 7 above, phased pro-rata over the life of the scheme;

	£	£/unit
Chatham Docks	£20,627,700	£5,690
Strood	£8,655,098	£5,628
Chatham	£3,795,497	£5,690
Chattenden		£27,557
Deangate Ridge		£27,557
West of Hoo		£27,557
Station Quarter		£27,557
High Halstow		£27,557
All Hoo Peninsula	£255,234,704	£27,557

10.7 The base appraisals are included in **Appendix 15**.

Table 10.1a Residential Development, – Residual Values, Typologies - Higher

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Higher	Green	Agricultural	61.26	42.86	1,500	1,182,782	1,690,790	72,462,414
Site 2	Large Green 400	Higher	Green	Agricultural	16.34	11.43	400	1,316,904	1,882,518	21,514,493
Site 3	Green 200	Higher	Green	Agricultural	8.17	5.71	200	1,209,704	1,729,275	9,881,573
Site 4	Green 100	Higher	Green	Agricultural	4.08	2.86	100	1,220,334	1,744,471	4,984,203
Site 5	Green 50	Higher	Green	Agricultural	2.04	1.43	50	1,242,953	1,776,805	2,538,292
Site 6	Green 30	Higher	Green	Agricultural	1.23	0.86	30	1,231,282	1,760,120	1,508,674
Site 7	Green 20	Higher	Green	Agricultural	0.82	0.57	20	1,213,186	1,734,252	991,001
Site 8	Green 12	Higher	Green	Paddock	0.49	0.34	12	1,515,816	2,166,863	742,925
Site 9	Green 8	Higher	Green	Paddock	0.23	0.23	8	2,599,914	2,599,914	594,266
Site 10	Green 6	Higher	Green	Paddock	0.17	0.17	6	2,719,810	2,719,810	466,253
Site 11	Green 4	Higher	Green	Paddock	0.11	0.11	4	2,527,503	2,527,503	288,858
Site 12	V High Density 400	Higher	Brown	PDL	1.45	1.45	400	-4,988,240	-4,988,240	-7,255,622
Site 13	V High Density 100	Higher	Brown	PDL	0.36	0.36	100	-5,813,817	-5,813,817	-2,114,115
Site 14	High Density 400	Higher	Brown	PDL	2.22	2.22	400	1,231,178	1,231,178	2,735,951
Site 15	High Density 100	Higher	Brown	PDL	0.56	0.56	100	1,097,073	1,097,073	609,485
Site 16	Central HD 400	Higher	Brown	Town Centre	2.67	2.67	400	1,025,982	1,025,982	2,735,951
Site 17	Central HD 100	Higher	Brown	Town Centre	0.67	0.67	100	914,228	914,228	609,485
Site 18	Medium Density 100	Higher	Brown	PDL	1.05	1.05	100	891,181	891,181	938,086
Site 19	Medium Density 30	Higher	Brown	PDL	0.32	0.32	30	876,851	876,851	276,900
Site 20	Brown 300	Higher	Brown	PDL	3.80	3.80	300	426,336	426,336	1,618,998
Site 21	Brown 80	Higher	Brown	PDL	1.01	1.01	80	370,105	370,105	374,790
Site 22	Brown 30	Higher	Brown	PDL	0.38	0.38	30	876,976	876,976	333,029
Site 23	Small Brown 12	Higher	Brown	PDL	0.15	0.15	12	467,401	467,401	70,998
Site 24	Small Brown 8	Higher	Brown	PDL	0.10	0.10	8	2,977,434	2,977,434	301,512
Site 25	Small Brown 5	Higher	Brown	PDL	0.06	0.06	5	3,193,369	3,193,369	202,112
Site 26	PRS HD 100	Higher	Brown	PDL	0.83	0.83	100	-3,442,331	-3,442,331	-2,868,609
Site 27	PRS MD 50	Higher	Brown	PDL	0.53	0.53	50	-812,088	-812,088	-427,415

Source: HDH (November 2021)

Table 10.1b Residential Development, – Residual Values, Typologies - Lower

25% Affordable (60% Affordable Rent / 40% Intermediate), s106 £5,000/unit

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Lower	Green	Agricultural	61.26	42.86	1,500	1,045,948	1,495,185	64,079,357
Site 2	Large Green 400	Lower	Green	Agricultural	16.34	11.43	400	1,166,708	1,667,813	19,060,715
Site 3	Green 200	Lower	Green	Agricultural	8.17	5.71	200	1,057,707	1,511,994	8,639,968
Site 4	Green 100	Lower	Green	Agricultural	4.08	2.86	100	970,393	1,387,179	3,963,368
Site 5	Green 50	Lower	Green	Agricultural	2.04	1.43	50	983,207	1,405,497	2,007,853
Site 6	Green 30	Lower	Green	Agricultural	1.23	0.86	30	976,539	1,395,965	1,196,542
Site 7	Green 20	Lower	Green	Agricultural	0.82	0.57	20	965,352	1,379,973	788,556
Site 8	Green 12	Lower	Green	Paddock	0.49	0.34	12	1,249,352	1,785,952	612,326
Site 9	Green 8	Lower	Green	Paddock	0.23	0.23	8	2,599,914	2,599,914	594,266
Site 10	Green 6	Lower	Green	Paddock	0.17	0.17	6	2,719,810	2,719,810	466,253
Site 11	Green 4	Lower	Green	Paddock	0.11	0.11	4	2,527,503	2,527,503	288,858
Site 12	V High Density 400	Lower	Brown	PDL	1.45	1.45	400	-7,876,497	-7,876,497	-11,456,723
Site 13	V High Density 100	Lower	Brown	PDL	0.36	0.36	100	-8,867,892	-8,867,892	-3,224,688
Site 14	High Density 400	Lower	Brown	PDL	2.22	2.22	400	-520,584	-520,584	-1,156,854
Site 15	High Density 100	Lower	Brown	PDL	0.56	0.56	100	-808,568	-808,568	-449,204
Site 16	Central HD 400	Lower	Brown	Town Centre	2.67	2.67	400	-433,820	-433,820	-1,156,854
Site 17	Central HD 100	Lower	Brown	Town Centre	0.67	0.67	100	-673,807	-673,807	-449,204
Site 18	Medium Density 100	Lower	Brown	PDL	1.05	1.05	100	702,044	702,044	738,994
Site 19	Medium Density 30	Lower	Brown	PDL	0.32	0.32	30	681,543	681,543	215,224
Site 20	Brown 300	Lower	Brown	PDL	3.80	3.80	300	276,412	276,412	1,049,667
Site 21	Brown 80	Lower	Brown	PDL	1.01	1.01	80	212,332	212,332	215,020
Site 22	Brown 30	Lower	Brown	PDL	0.38	0.38	30	715,477	715,477	271,700
Site 23	Small Brown 12	Lower	Brown	PDL	0.15	0.15	12	315,540	315,540	47,930
Site 24	Small Brown 8	Lower	Brown	PDL	0.10	0.10	8	2,788,860	2,788,860	282,416
Site 25	Small Brown 5	Lower	Brown	PDL	0.06	0.06	5	2,988,116	2,988,116	189,121
Site 26	PRS HD 100	Lower	Brown	PDL	0.83	0.83	100	-5,113,109	-5,113,109	-4,260,924
Site 27	PRS MD 50	Lower	Brown	PDL	0.53	0.53	50	-2,131,759	-2,131,759	-1,121,978

Source: HDH (November 2021)

10.8 Across the typologies, the results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology.

a. Almost all the typologies generate a positive Residual Value. The exceptions being the higher format (six storey plus) (Typologies 12 and 13) and the Build to Rent schemes (Typologies 26 and 27). In addition, some of the higher density schemes, in the lower value areas also produce a negative value.

b. The higher density sites generally have higher Residual Values; having said this, the highest density typologies, being those modelled in the taller format (6 storeys plus) have a lower value as a result of the greater build costs.

c. The additional costs associated with brownfield sites result in lower Residual Values.

d. The Residual Value is about £180,000/ha more on the larger greenfield sites in the higher value area, relative to the lower value area. On the smaller greenfield sites, the difference is more marked at about £900,000/ha (although the variance is larger than this). In part this is due to the value assumptions, but also due to the fact that the smaller sites do not include affordable housing which accentuates the difference, as affordable housing is attributed the same value across the whole area.

e. The higher density, brownfield sites in the higher value area generate a Residual Value that is more than £1,000,000/ha higher than for the higher density, brownfield sites in the lower value area.

Table 10.1c Residential Development, – Residual Values, Strategic Sites

25% Affordable (60% Affordable Rent / 40% Intermediate), s106, from IDP

						Area (ha)		Units	Residual Value (£)		
						Gross	Net		Gross ha	Net ha	Site
Site 1	Chatham Docks	Chatham	Brown	Docks		29.37	29.37	3,625	-3,466,009	-3,466,009	-101,796,695
Site 2	Strood SS	Strood	Brown	Urban Mix		18.75	18.75	1,538	1,288,777	1,288,777	24,164,577
Site 3	Chatham SS	Chatham	Browm	Urban Mix		3.84	3.84	667	-3,802,487	-3,802,487	-14,601,551
Site 4	Hoo - Chattenden	Hoo	Mix	Ag / MOD		57.83	33.94	1,188	568,090	967,881	32,852,648
Site 5	Hoo - Deangate Ridge	Hoo	Green	Agricultural		72.29	21.94	768	299,215	985,754	21,630,267
Site 6	Hoo - West of Hoo	Hoo	Green	Agricultural		118.92	88.17	3,086	528,116	712,289	62,803,557
Site 7	Hoo - Station Quarter	Hoo	Green	Agricultural		175.58	97.17	3,401	267,832	483,948	47,025,912
Site 8	Hoo - High Halstow	Hoo	Green	Agricultural		41.86	23.40	819	530,644	949,263	22,212,752
Site 9	Hoo - ALL	Hoo	Green	Agricultural		466.48	264.63	9,262	391,826	690,701	182,779,221

Source: HDH (November 2021)

10.9 The results vary differ considerably between the greenfield and the brownfield sites. The Chatham Docks, and Chatham Strategic Sites do not generate positive values, but the Strood site does, as do the greenfield sites on the Hoo Peninsula.

a. The Chatham Docks site is modelled with higher remediation costs (10% rather than 5%) than the other brownfield sites.

b. The Strood site and the Chatham site are modelled with about £5,600/unit strategic infrastructure and mitigation costs, however the Strood site is modelled as a mix of housing and the Chatham site is modelled as mostly flats, that are generally more expensive to deliver.

c. The separate elements of the Hoo Peninsula site all produce a positive value with strategic infrastructure and mitigation costs of about between £20,000/unit and £30,000/unit.

The Deangate Ridge site and Station Quarter have lower residual values. In the case of Deansgate Ridge, this is largely because of the significantly lower density (about 30% net developable) assumption. Whilst there is less development on the site, the undeveloped land will accommodate some of the areas required to offset the environmental impacts of the whole Hoo scheme.

The reason that the results on the Station Quarter are lower is due to the trajectory. As set out towards the end of Chapter 7 above, the modelling is based on the best estimate of the trajectory. This site is in multiple ownerships, some of which are relatively small (and are below the size that would normally be considered as Strategic Sites). The trajectory used in the modelling brings the available data together, so as to be consistent with the wider plan-making assumptions. The trajectory for the Station Quarter is based on 188 units being developed over the first 5 years, and then there is a gap of three years before development resumes in year 8. This has a significant impact on the results as it is assumed that all of the land is bought at the start of the project, and this results in significantly higher interest payments.

10.10 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.

10.11 In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a premium, and induce them to sell the land for development as set out in Chapter 6 above.

Table 10.2a Residual Value v Benchmark Land Value. Typologies - Higher					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Higher	25,000	375,000	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,515,816
Site 9	Green 8	Higher	50,000	400,000	2,599,914
Site 10	Green 6	Higher	50,000	400,000	2,719,810
Site 11	Green 4	Higher	50,000	400,000	2,527,503
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-4,988,240
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-5,813,817
Site 14	High Density 400	Higher	1,600,000	1,920,000	1,231,178
Site 15	High Density 100	Higher	1,600,000	1,920,000	1,097,073
Site 16	Central HD 400	Higher	3,500,000	4,200,000	1,025,982
Site 17	Central HD 100	Higher	3,500,000	4,200,000	914,228
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	891,181
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	876,851
Site 20	Brown 300	Higher	1,600,000	1,920,000	426,336
Site 21	Brown 80	Higher	1,600,000	1,920,000	370,105
Site 22	Brown 30	Higher	1,600,000	1,920,000	876,976
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	467,401
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	2,977,434
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,193,369
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-812,088

Source: HDH (November 2021)

Table 10.2b Residual Value v Benchmark Land Value. Typologies - Lower 25% Affordable (60% Social Rent / 40% Intermediate), s106 £5,000/unit					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Lower	25,000	375,000	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,057,707
Site 4	Green 100	Lower	25,000	375,000	970,393
Site 5	Green 50	Lower	25,000	375,000	983,207
Site 6	Green 30	Lower	25,000	375,000	976,539
Site 7	Green 20	Lower	25,000	375,000	965,352
Site 8	Green 12	Lower	50,000	400,000	1,249,352
Site 9	Green 8	Lower	50,000	400,000	2,599,914
Site 10	Green 6	Lower	50,000	400,000	2,719,810
Site 11	Green 4	Lower	50,000	400,000	2,527,503
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-7,876,497
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-8,867,892
Site 14	High Density 400	Lower	1,600,000	1,920,000	-520,584
Site 15	High Density 100	Lower	1,600,000	1,920,000	-808,568
Site 16	Central HD 400	Lower	3,500,000	4,200,000	-433,820
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-673,807
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	702,044
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	681,543
Site 20	Brown 300	Lower	1,600,000	1,920,000	276,412
Site 21	Brown 80	Lower	1,600,000	1,920,000	212,332
Site 22	Brown 30	Lower	1,600,000	1,920,000	715,477
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	315,540
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	2,788,860
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	2,988,116
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,131,759

Source: HDH (November 2021)

10.12 The results vary considerably:

a. The Residual Value on all the greenfield typologies, across both price areas is substantially above the BLV. The Council can be confident that these types of site are deliverable with 30% affordable housing. There may also be scope to consider a higher affordable housing requirement, or higher levels of developer contribution on these types of site.

b. The sites modelled as high density and taller buildings produce a Residual Value that is negative. These are only likely to be acceptable (in planning terms) in the higher value waterfront areas. Currently there are few such schemes in the planning system. The Council should be cautious about relying on such development to deliver housing under the current market conditions.

c. In both areas the more general brownfield development is challenging (at 30% affordable housing). This reflects the Council's experience on the ground, where the current affordable housing requirements are not always being met. The Council should be cautious about relying on such development to deliver housing under the current market conditions.

d. The small brownfield sites that are below that affordable housing threshold have a Residual Value that is over the BLV in both areas. These types of site are likely to continue to be delivered.

e. The sites modelled as Build to Rent schemes (with 20% affordable housing as Affordable Private Rent) are not shown as viable. The Residual Value is negative. The Council should be cautious about relying on such development to deliver housing under the current market conditions. In this regard it is important to note that there are early signs that this tenure is beginning to be delivered (albeit without affordable housing), on the consented Chatham Docks development.

It is notable that paragraph 10-007-20190509 of the PPG does anticipate that development '*which may significantly vary from standard models of development for sale*', giving Build to Rent as a specific example, may be one of the limited times when viability testing at the development management stage may be appropriate. On this basis we would not recommend the Council sets a specific affordable housing target for this sector, rather we would suggest that a flexible approach is taken.

Table 10.2c Residual Value v Benchmark Land Value. Strategic Sites

25% Affordable (60% Social Rent / 40% Intermediate), s106 from the IDP

			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-3,466,009
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,288,777
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-3,802,487
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	568,090
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	299,215
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	528,116
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	267,832
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	530,644
Site 9	Hoo - ALL	Hoo	25,000	375,000	391,826

Source: HDH (November 2021)

10.13 As set out above, the results vary differ across the sites. These variations are due to the nature of the site and the price areas and level of the site specific developer contributions.

10.14 There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):

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

10.15 In this context we particularly highlight paragraph 10-006 of the PPG:

> *... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....*
>
> *PPG 10-006-20180724*

10.16 To assist the Council, a range of other appraisals have been run.

Developer's Return

10.17 Through the consultation process a range of views were expressed at to the appropriate developers return. In this iteration of this assessment a 17.5% assumption is used across the tenures, although, as set out in Chapter 7 above, this is an area where there was not a consensus. A range of assumptions have been tested. The following table shows the results for the appraisals run on the same basis as the base appraisals above, with only the developer's return assumption being altered.

Table 10.3a Varied Developer's Return. Typologies - Higher

			EUV	BLV	Residual Value					
					15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
		Market Housing								
		Affordable Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Large Green 1,500	Higher	25,000	375,000	1,372,473	1,300,869	1,274,744	1,182,782	1,176,172	1,058,106
Site 2	Large Green 400	Higher	25,000	375,000	1,533,245	1,452,926	1,423,506	1,316,904	1,309,369	1,176,931
Site 3	Green 200	Higher	25,000	375,000	1,434,370	1,349,777	1,318,791	1,209,704	1,202,105	1,068,516
Site 4	Green 100	Higher	25,000	375,000	1,474,048	1,377,004	1,344,335	1,220,334	1,214,622	1,063,665
Site 5	Green 50	Higher	25,000	375,000	1,512,504	1,407,975	1,376,518	1,242,953	1,240,532	1,077,238
Site 6	Green 30	Higher	25,000	375,000	1,492,468	1,395,132	1,355,655	1,231,282	1,218,841	1,067,431
Site 7	Green 20	Higher	25,000	375,000	1,478,985	1,372,845	1,348,810	1,213,186	1,218,635	1,053,527
Site 8	Green 12	Higher	50,000	400,000	1,781,531	1,686,297	1,637,504	1,515,816	1,493,477	1,345,335
Site 9	Green 8	Higher	50,000	400,000	3,028,433	2,844,231	2,835,284	2,599,914	2,642,134	2,355,597
Site 10	Green 6	Higher	50,000	400,000	3,175,078	2,979,377	2,969,872	2,719,810	2,764,666	2,460,244
Site 11	Green 4	Higher	50,000	400,000	3,056,349	2,829,020	2,817,979	2,527,503	2,579,609	2,225,986
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-3,007,332	-3,819,621	-3,940,500	-4,988,240	-4,880,316	-6,188,021
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-3,526,282	-4,468,977	-4,609,262	-5,813,817	-5,692,242	-7,158,656
Site 14	High Density 400	Higher	1,600,000	1,920,000	2,431,577	1,939,724	1,863,053	1,231,178	1,292,032	515,173
Site 15	High Density 100	Higher	1,600,000	1,920,000	2,486,243	1,915,428	1,826,448	1,097,073	1,166,653	273,754
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,026,314	1,616,437	1,552,544	1,025,982	1,076,693	429,311
Site 17	Central HD 100	Higher	3,500,000	4,200,000	2,071,869	1,596,190	1,522,040	914,228	972,211	228,128
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,625,598	1,344,622	1,250,207	891,181	874,816	437,741
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,645,948	1,346,270	1,259,772	876,851	873,597	394,743
Site 20	Brown 300	Higher	1,600,000	1,920,000	977,093	766,564	695,345	426,336	413,597	81,596
Site 21	Brown 80	Higher	1,600,000	1,920,000	980,079	746,159	669,003	370,105	357,927	-16,458
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,520,239	1,271,033	1,195,406	876,976	870,572	477,834
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,099,700	843,798	797,212	467,401	492,513	91,003
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,817,676	3,447,975	3,449,830	2,977,434	3,081,984	2,506,894
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	4,114,909	3,712,114	3,714,159	3,193,369	3,308,630	2,674,625
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,442,331	-3,442,331	-3,442,331	-3,442,331	-3,442,331	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-812,088	-812,088	-812,088	-812,088	-812,088	-812,088

Source: HDH (November 2021)

Table 10.3b Varied Developer's Return. Typologies - Lower

			EUV	BLV	Residual Value					
					15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
		Market Housing								
		Affordable Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Large Green 1,500	Lower	25,000	375,000	1,232,619	1,162,238	1,138,190	1,045,948	1,041,180	925,130
Site 2	Large Green 400	Lower	25,000	375,000	1,379,424	1,300,476	1,273,390	1,166,708	1,161,243	1,031,067
Site 3	Green 200	Lower	25,000	375,000	1,276,621	1,193,472	1,164,945	1,057,707	1,052,195	920,804
Site 4	Green 100	Lower	25,000	375,000	1,214,000	1,119,523	1,091,114	970,393	968,228	821,263
Site 5	Green 50	Lower	25,000	375,000	1,242,069	1,140,304	1,113,240	983,207	984,411	825,450
Site 6	Green 30	Lower	25,000	375,000	1,227,236	1,132,474	1,097,623	976,539	968,011	820,604
Site 7	Green 20	Lower	25,000	375,000	1,220,713	1,117,380	1,097,389	965,352	974,065	813,324
Site 8	Green 12	Lower	50,000	400,000	1,504,269	1,411,553	1,367,822	1,249,352	1,231,375	1,087,151
Site 9	Green 8	Lower	50,000	400,000	3,028,433	2,844,231	2,835,284	2,599,914	2,642,134	2,355,597
Site 10	Green 6	Lower	50,000	400,000	3,175,078	2,979,377	2,969,872	2,719,810	2,764,666	2,460,244
Site 11	Green 4	Lower	50,000	400,000	3,056,349	2,829,020	2,817,979	2,527,503	2,579,609	2,225,986
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-5,966,191	-6,758,387	-6,841,186	-7,876,497	-7,734,384	-9,015,475
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-6,695,243	-7,601,032	-7,694,917	-8,867,892	-8,707,802	-10,137,943
Site 14	High Density 400	Lower	1,600,000	1,920,000	640,529	167,932	115,738	-520,584	-436,361	-1,224,998
Site 15	High Density 100	Lower	1,600,000	1,920,000	557,001	-9,667	-73,225	-808,568	-712,268	-1,622,617
Site 16	Central HD 400	Lower	3,500,000	4,200,000	533,774	139,944	96,449	-433,820	-363,634	-1,020,832
Site 17	Central HD 100	Lower	3,500,000	4,200,000	464,168	-8,056	-61,020	-673,807	-593,557	-1,352,181
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,428,809	1,149,740	1,058,632	702,044	688,454	254,348
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,445,779	1,148,136	1,064,967	681,543	681,038	199,290
Site 20	Brown 300	Lower	1,600,000	1,920,000	821,429	612,330	543,594	276,412	265,760	-69,877
Site 21	Brown 80	Lower	1,600,000	1,920,000	816,929	584,597	510,173	212,332	202,158	-175,986
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,352,066	1,104,552	1,031,744	715,477	711,422	315,239
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	943,579	687,219	643,112	315,540	342,644	-56,138
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	3,620,785	3,253,595	3,258,048	2,788,860	2,895,311	2,319,934
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,905,267	3,500,460	3,505,370	2,988,116	3,105,472	2,475,773
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-5,113,109	-5,113,109	-5,113,109	-5,113,109	-5,113,109	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,131,759	-2,131,759	-2,131,759	-2,131,759	-2,131,759	-2,131,759

Source: HDH (November 2021)

Table 10.3c Varied Developer's Return. Strategic Sites

			EUV	BLV	Residual Value					
					15.0%	15.0%	17.5%	17.5%	20.0%	20.0%
		Market Housing								
		Affordable Housing			6.0%	15.0%	6.0%	17.5%	6.0%	20.0%
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,345,443	-2,801,853	-2,882,818	-3,466,009	-3,420,194	-4,130,165
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,810,388	1,619,514	1,543,574	1,288,777	1,264,483	949,536
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-2,274,052	-2,879,381	-2,987,712	-3,802,487	-3,733,693	-4,725,594
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	749,886	679,833	660,783	568,090	568,523	453,015
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	392,709	356,422	346,569	299,215	299,455	239,623
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	697,295	632,111	614,011	528,116	528,376	419,474
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	359,354	324,616	314,883	267,832	267,946	207,001
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	686,722	627,341	611,073	530,644	531,034	429,791
Site 9	Hoo - ALL	Hoo	25,000	375,000	513,799	467,076	453,995	391,826	391,993	312,958

Source: HDH (November 2021)

10.18 In the initial (pre-consultation) iteration of this assessment, developers' return was taken as 17.5% of the value market housing and 6% of the value of affordable housing. Following the consultation, this has been changed to 17.5% of the Gross Development Value. This change has the effect of reducing the Residual Value by about £150,000/ha on the lower density

schemes and by about £500,000/ha on the higher density schemes, although this does vary depending on the nature of the specific sites.

10.19 Some consultees suggested that an assumption of 20% of GDV should be used, being at the top of the 15% to 20% range suggested in the PPG. When the appraisals are run with this assumption, the Residual Value is substantially less, when the typologies that are shown as viable at 17.5% are compared with those that are viable at 20%, a similar proportion of the typologies are shown as viable.

Affordable Housing

10.20 A core purpose of this study is to consider an appropriate affordable housing target. In the following sections the total amount of affordable housing has been considered, as has the tenure mix. The information presented has been developed through an iterative process with the Council.

Overall Requirement

10.21 The current affordable housing target is 25%, however the Council's aspiration is to increase this. A range of levels of provision are considered. In the following analysis the assumptions used are as above, in the base appraisals, with only the overall level of affordable housing being altered.

Table 10.4a Impact of Varied Affordable Housing. Typologies - Higher

			EUV	BLV	Residual Value									
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,660,533	1,565,076	1,469,620	1,374,163	1,278,707	1,182,782	1,086,235	989,687
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,846,776	1,741,596	1,635,562	1,529,343	1,423,124	1,316,904	1,210,685	1,104,466
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,739,320	1,633,397	1,527,474	1,421,550	1,315,627	1,209,704	1,103,781	997,858
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,770,345	1,660,343	1,550,341	1,440,339	1,330,337	1,220,334	1,110,332	1,000,330
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,813,139	1,699,102	1,585,065	1,471,028	1,356,990	1,242,953	1,128,916	1,014,879
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,790,791	1,678,889	1,566,987	1,455,085	1,343,183	1,231,282	1,119,380	1,007,478
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,758,006	1,649,042	1,540,078	1,431,114	1,322,150	1,213,186	1,104,222	995,258
Site 8	Green 12	Higher	50,000	400,000	2,240,456	2,119,683	1,998,909	1,878,136	1,757,363	1,636,590	1,515,816	1,395,043	1,274,270
Site 9	Green 8	Higher	50,000	400,000	3,626,550	3,455,444	3,284,338	3,113,232	2,942,126	2,771,020	2,599,914	2,428,808	2,257,702
Site 10	Green 6	Higher	50,000	400,000	3,790,791	3,612,294	3,433,797	3,255,301	3,076,804	2,898,307	2,719,810	2,541,314	2,362,817
Site 11	Green 4	Higher	50,000	400,000	3,771,571	3,564,227	3,356,882	3,149,537	2,942,193	2,734,848	2,527,503	2,320,159	2,110,649
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-1,021,591	-1,796,570	-2,589,744	-3,388,424	-4,187,103	-4,988,240	-5,799,247	-6,610,254
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-1,550,593	-2,391,867	-3,247,354	-4,102,842	-4,958,329	-5,813,817	-6,669,304	-7,524,792
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	3,764,857	3,258,121	2,751,385	2,244,650	1,737,914	1,231,178	724,442	217,706
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	3,812,010	3,269,023	2,726,036	2,183,048	1,640,061	1,097,073	554,086	-6,975
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	3,137,381	2,715,101	2,292,821	1,870,541	1,448,261	1,025,982	603,702	181,422
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	3,176,675	2,724,186	2,271,696	1,819,207	1,366,717	914,228	461,738	-5,813
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	2,244,755	1,974,040	1,703,325	1,432,611	1,161,896	891,181	620,467	349,752
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	2,267,517	1,989,384	1,711,251	1,433,117	1,154,984	876,851	593,125	303,618
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	1,478,834	1,268,334	1,057,835	847,335	636,836	426,336	215,836	2,876
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	1,469,254	1,249,424	1,029,594	809,765	589,935	370,105	147,463	-83,196
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	2,049,413	1,814,925	1,580,438	1,345,951	1,111,463	876,976	642,029	400,745
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	1,582,709	1,361,657	1,140,606	918,215	692,808	467,401	241,993	16,586
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	4,464,717	4,167,261	3,869,804	3,572,348	3,274,891	2,977,434	2,679,978	2,380,022
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	4,787,913	4,473,267	4,158,621	3,840,902	3,517,136	3,193,369	2,869,603	2,545,837
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-2,994,177	-3,229,871	-3,465,565	-3,701,259	-3,936,953	-4,172,647	-4,408,341	-4,644,035
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-444,963	-632,357	-824,715	-1,017,073	-1,209,431	-1,401,789	-1,594,147	-1,786,505

Source: HDH (November 2021)

Table 10.4b Impact of Varied Affordable Housing. Typologies - Lower

			EUV	BLV	Residual Value									
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,492,328	1,403,514	1,314,700	1,225,575	1,135,762	1,045,948	956,134	866,320
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,660,834	1,562,009	1,463,184	1,364,358	1,265,533	1,166,708	1,067,883	969,058
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,549,907	1,451,467	1,353,027	1,254,587	1,156,147	1,057,707	959,267	860,827
Site 4	Green 100	Lower	25,000	375,000	1,557,046	1,459,271	1,361,495	1,263,719	1,165,944	1,068,168	970,393	872,617	774,841
Site 5	Green 50	Lower	25,000	375,000	1,592,063	1,490,587	1,389,111	1,287,635	1,186,159	1,084,683	983,207	881,731	780,255
Site 6	Green 30	Lower	25,000	375,000	1,571,647	1,472,463	1,373,278	1,274,093	1,174,909	1,075,724	976,539	877,354	778,170
Site 7	Green 20	Lower	25,000	375,000	1,549,095	1,451,804	1,354,514	1,257,223	1,159,933	1,062,642	965,352	868,061	770,771
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,784,854	1,677,754	1,570,653	1,463,553	1,356,453	1,249,352	1,142,252	1,035,151
Site 9	Green 8	Lower	50,000	400,000	3,626,550	3,455,444	3,284,338	3,113,232	2,942,126	2,771,020	2,599,914	2,428,808	2,257,702
Site 10	Green 6	Lower	50,000	400,000	3,790,791	3,612,294	3,433,797	3,255,301	3,076,804	2,898,307	2,719,810	2,541,314	2,362,817
Site 11	Green 4	Lower	50,000	400,000	3,771,571	3,564,227	3,356,882	3,149,537	2,942,193	2,734,848	2,527,503	2,320,159	2,110,649
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-4,463,713	-5,137,385	-5,818,166	-6,498,947	-7,185,014	-7,876,497	-8,567,980	-9,259,463
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-5,263,690	-5,981,415	-6,699,140	-7,416,864	-8,138,839	-8,867,892	-9,596,944	-10,325,997
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	1,650,176	1,221,800	793,423	365,046	-71,105	-520,584	-970,063	-1,429,986
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	1,541,389	1,082,539	623,689	154,339	-327,114	-808,568	-1,295,737	-1,791,904
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	1,375,147	1,018,166	661,186	304,205	-59,255	-433,820	-808,386	-1,191,655
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	1,284,491	902,116	519,741	128,616	-272,595	-673,807	-1,079,780	-1,493,253
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	2,008,845	1,747,485	1,486,125	1,224,764	963,404	702,044	440,684	177,637
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	2,028,484	1,759,716	1,490,948	1,222,180	953,413	681,543	403,605	121,598
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	1,291,810	1,088,731	885,651	682,571	479,492	276,412	73,333	-138,863
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	1,273,751	1,061,662	849,573	637,483	425,394	212,332	-8,940	-231,477
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	1,848,378	1,621,798	1,395,217	1,168,637	942,057	715,477	483,985	247,997
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	1,398,888	1,184,815	970,413	752,122	533,831	315,540	97,249	-121,041
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	4,235,758	3,946,379	3,656,999	3,367,620	3,078,240	2,788,860	2,499,481	2,202,604
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	4,545,723	4,239,621	3,933,041	3,618,066	3,303,091	2,988,116	2,673,141	2,357,933
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-4,722,119	-4,930,010	-5,140,060	-5,351,282	-5,562,505	-5,773,727	-5,984,950	-6,196,172
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-1,806,208	-1,976,648	-2,147,087	-2,317,526	-2,487,965	-2,658,405	-2,828,844	-2,999,283

Source: HDH (November 2021)

10.22 The pattern of results in broadly similar in both value areas, although the Residual Values are notably higher in the higher value area.

a. At 40% affordable housing, greenfield sites are shown as viable. This would indicate there is scope to increase the affordable housing target on such sites. In the higher value areas, a 5% increase in affordable housing results in a fall of the Residual Value by about £120,000/ha. In the lower value areas, the fall is a little less at about £110,000/ha

b. Even without affordable housing, the higher formats of construction (six storeys plus) are not viable.

c. The typologies in the lower value area, but modelled with the higher BLV, to reflect the town centre locations, are not shown as being viable. If such development was likely to be delivered, it would be most likely to come forward in the town centres of central Chatham and Strood (hence the use of the higher EUV).

d. The wider brownfield typologies tip from unviable to viable at lower levels of affordable housing.

e. Even without affordable housing, on the Build to Rent schemes, the Residual Value is less than the EUV. Such development is unlikely to be shown as viable when assessed under the 2019 NPPF and updated PPG. As mentioned above, some development of this type is coming forward.

Table 10.4c Impact of Varied Affordable Housing. Strategic Sites

			EUV	BLV	Residual Value									
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-1,711,789	-2,053,668	-2,406,753	-2,759,839	-3,112,924	-3,466,009	-3,819,095	-4,172,180
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	2,332,543	2,125,971	1,919,398	1,709,301	1,499,039	1,288,777	1,078,516	868,254
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-1,541,865	-1,945,340	-2,355,128	-2,820,259	-3,311,373	-3,802,487	-4,293,601	-4,784,715
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	960,843	882,929	805,015	726,658	647,374	568,090	488,806	409,522
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	503,155	462,564	421,974	381,384	340,556	299,215	257,875	216,534
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	919,237	841,313	763,390	685,466	607,427	528,116	448,805	369,495
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	494,894	449,595	404,154	358,713	313,273	267,832	221,757	175,477
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	889,795	818,348	746,422	674,496	602,570	530,644	458,718	386,173
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	681,999	624,219	566,438	508,658	450,596	391,826	333,057	274,287

Source: HDH (November 2021)

10.23 The analysis shows some parts of the Hoo Strategic Site may be able to bear more than 30% affordable housing, but some can bear less. Over the whole site 30% is appropriate.

10.24 The delivery of development may require the provision of strategic infrastructure and mitigation measures, as well as affordable housing. Both impact directly on development viability, both being costs to development. The relationship between the two is explored later in this chapter. Firstly, different tenure mixes are considered as the results are not only sensitive to the amounts of affordable housing, but also the type (tenure) of affordable housing provided.

Affordable Tenure Mix

10.25 The analysis in the base appraisals (above) assumes that the affordable housing is provided as 51% Affordable Rent and 49% Affordable Home Ownership. This is the Council's preferred housing mix.

10.26 As set out in Chapter 2 above, the 2021 NPPF sets out a requirement for low-cost home ownership as part of the affordable housing mix:

> *Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership[78], unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups...*
>
> *Paragraph 65, 2021 NPPF*

10.27 Additionally, and as also set out in Chapter 2 above, the PPG has set out requirements for First Homes saying '*First Homes are the government's preferred discounted market tenure and should account for at least 25% of all affordable housing units delivered by developers through planning obligations'*. Under the definition a First Home is discounted for first time buyers by at least 30% from market value. At this stage, the Council is not seeking larger discounts. This requirement is assumed to apply in the base appraisals set out above and that 25% of the affordable housing is a First Home.

10.28 When considering the affordable housing tenure sought it is necessary to consider the types of affordable housing that is attractive to the Housing Associations that will acquire and manage it in the future. It is understood that the majority of affordable housing for rent delivered in the Medway area over the last few years has been as Affordable Rent as this tenure fits into their wider business plans and strategies better.

10.29 In the following analysis, the effect of different tenures is tested. The first set of tables shows the effect of different tenures, where all the housing is provided as Affordable Rent or Social Rent.

[78] Footnote 31 of the 2021 NPPF clarifies as '*As part of the overall affordable housing contribution from the site*'.

Table 10.5a Impact of Varied Affordable Tenure Mix – Typologies – Higher

Affordable Rent v Social Rent

			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
		Social Rent											
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,656,744	1,557,498	1,458,253	1,359,007	1,259,761	1,159,737	1,059,349	958,960
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,842,615	1,733,275	1,622,927	1,512,495	1,402,064	1,291,633	1,181,202	1,070,770
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,735,057	1,624,872	1,514,686	1,404,501	1,294,315	1,184,130	1,073,944	963,759
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,766,710	1,653,072	1,539,435	1,425,797	1,312,159	1,198,521	1,084,884	971,246
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,809,268	1,691,359	1,573,450	1,455,541	1,337,632	1,219,723	1,101,814	983,905
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,787,251	1,671,809	1,556,367	1,440,925	1,325,483	1,210,041	1,094,599	979,157
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,754,110	1,641,250	1,528,391	1,415,531	1,302,672	1,189,812	1,076,952	964,093
Site 8	Green 12	Higher	50,000	400,000	2,240,456	2,116,219	1,991,982	1,867,745	1,743,509	1,619,272	1,495,035	1,370,798	1,246,561
Site 9	Green 8	Higher	50,000	400,000	3,626,550	3,441,722	3,256,894	3,072,066	2,887,238	2,702,410	2,517,582	2,332,753	2,147,925
Site 10	Green 6	Higher	50,000	400,000	3,790,791	3,597,979	3,405,168	3,212,356	3,019,545	2,826,733	2,633,922	2,441,110	2,248,299
Site 11	Green 4	Higher	50,000	400,000	3,771,571	3,547,599	3,323,626	3,099,653	2,875,680	2,651,707	2,427,734	2,203,761	1,973,767
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-1,069,182	-1,891,752	-2,736,833	-3,584,542	-4,432,252	-5,286,830	-6,147,602	-7,012,562
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-1,601,693	-2,497,157	-3,405,290	-4,313,423	-5,221,555	-6,129,688	-7,037,821	-7,949,060
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	3,735,169	3,198,745	2,662,321	2,125,897	1,589,473	1,053,049	516,625	-25,429
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	3,780,133	3,205,268	2,630,403	2,055,539	1,480,674	905,809	327,493	-274,557
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	3,112,641	2,665,621	2,218,601	1,771,581	1,324,561	877,541	430,521	-21,191
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	3,150,111	2,671,057	2,192,003	1,712,949	1,233,895	754,841	272,911	-228,798
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	2,245,650	1,975,830	1,706,010	1,436,191	1,166,371	896,551	626,732	356,912
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	2,268,457	1,991,263	1,714,070	1,436,876	1,159,683	882,489	599,894	311,506
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	1,479,542	1,269,751	1,059,960	850,169	640,377	430,586	220,795	8,822
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	1,469,999	1,250,914	1,031,830	812,745	593,660	374,576	152,842	-76,942
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	2,050,194	1,816,488	1,582,783	1,349,077	1,115,371	881,665	647,658	407,178
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	1,583,497	1,363,233	1,142,970	921,429	696,826	472,222	247,618	23,014
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	4,465,879	4,169,584	3,873,289	3,576,993	3,280,698	2,984,403	2,688,108	2,389,583
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	4,789,142	4,475,724	4,162,307	3,845,959	3,523,457	3,200,955	2,878,453	2,555,951
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-2,929,445	-3,100,407	-3,271,369	-3,442,331	-3,613,293	-3,784,255	-3,955,217	-4,126,178
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-395,221	-532,146	-670,977	-812,088	-953,200	-1,094,312	-1,235,423	-1,376,535

			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent											
		Social Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,608,572	1,461,154	1,313,736	1,165,194	1,015,976	866,758	717,540	568,318
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,789,722	1,626,263	1,462,285	1,298,306	1,134,328	970,349	806,371	642,382
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,680,868	1,516,493	1,352,118	1,187,743	1,023,368	858,993	694,618	530,242
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,707,973	1,535,598	1,363,224	1,190,849	1,018,474	846,100	673,725	501,350
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,746,714	1,566,251	1,385,787	1,205,324	1,024,861	844,398	663,935	483,472
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,730,057	1,557,421	1,384,785	1,212,149	1,039,512	866,876	694,240	521,604
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,691,169	1,515,370	1,339,570	1,163,770	987,970	812,170	636,370	460,570
Site 8	Green 12	Higher	50,000	400,000	2,240,456	2,060,260	1,880,064	1,699,867	1,519,671	1,339,475	1,159,279	979,083	798,887
Site 9	Green 8	Higher	50,000	400,000	3,626,550	3,335,306	3,044,062	2,752,817	2,461,573	2,170,329	1,879,084	1,587,840	1,296,596
Site 10	Green 6	Higher	50,000	400,000	3,790,791	3,486,967	3,183,142	2,879,318	2,575,494	2,271,670	1,967,846	1,664,021	1,357,353
Site 11	Green 4	Higher	50,000	400,000	3,771,571	3,418,644	3,065,717	2,712,790	2,359,863	2,001,702	1,638,545	1,274,657	904,344
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-1,567,932	-2,916,772	-4,278,305	-5,651,413	-7,036,813	-8,440,341	-9,845,932	-11,271,218
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-2,140,739	-3,600,586	-5,060,434	-6,520,281	-7,982,061	-9,464,368	-10,946,675	-12,428,981
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	3,424,041	2,576,489	1,728,938	881,386	30,846	-858,457	-1,767,962	-2,684,680
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	3,446,062	2,537,126	1,628,191	719,255	-217,645	-1,173,323	-2,156,021	-3,138,719
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	2,853,368	2,147,074	1,440,781	734,488	25,705	-715,381	-1,473,301	-2,237,234
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	2,871,718	2,114,272	1,356,826	599,379	-181,371	-977,769	-1,796,684	-2,615,600
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	2,072,126	1,628,783	1,185,439	742,096	298,753	-161,541	-627,189	-1,106,666
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	2,086,252	1,626,854	1,167,456	705,634	228,150	-253,878	-739,102	-1,235,908
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	1,342,206	995,079	647,952	300,825	-51,307	-415,534	-787,739	-1,163,178
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	1,325,536	961,989	598,441	234,547	-145,206	-526,663	-919,681	-1,312,864
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	1,898,677	1,513,453	1,128,230	743,006	348,166	-56,034	-460,233	-874,943
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	1,430,721	1,057,681	678,673	298,283	-82,107	-462,497	-853,639	-1,245,633
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	4,240,694	3,719,215	3,197,736	2,676,256	2,145,676	1,609,082	1,064,433	517,265
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	4,550,945	3,999,330	3,433,156	2,865,553	2,296,529	1,717,741	1,138,954	560,166
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-3,248,701	-3,738,920	-4,229,139	-4,719,358	-5,213,236	-5,711,021	-6,208,806	-6,706,590
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-641,498	-1,035,355	-1,429,211	-1,823,068	-2,216,925	-2,610,781	-3,004,638	-3,398,494

Source: HDH (November 2021)

Table 10.5b Impact of Varied Affordable Tenure Mix – Typologies – Lower

Affordable Rent v Social Rent

			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
		Social Rent											
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,490,638	1,400,135	1,309,632	1,218,725	1,127,198	1,035,672	944,146	852,619
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,658,956	1,558,252	1,457,549	1,356,846	1,256,143	1,155,440	1,054,737	954,033
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,548,007	1,447,666	1,347,325	1,246,985	1,146,644	1,046,303	945,962	845,622
Site 4	Green 100	Lower	25,000	375,000	1,557,046	1,459,573	1,362,101	1,264,628	1,167,156	1,069,683	972,210	874,738	777,265
Site 5	Green 50	Lower	25,000	375,000	1,592,063	1,490,909	1,389,756	1,288,603	1,187,450	1,086,296	985,143	883,990	782,836
Site 6	Green 30	Lower	25,000	375,000	1,571,647	1,472,758	1,373,868	1,274,978	1,176,089	1,077,199	978,309	879,420	780,530
Site 7	Green 20	Lower	25,000	375,000	1,549,095	1,452,129	1,355,163	1,258,197	1,161,231	1,064,266	967,300	870,334	773,368
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,785,143	1,678,331	1,571,519	1,464,707	1,357,896	1,251,084	1,144,272	1,037,460
Site 9	Green 8	Lower	50,000	400,000	3,626,550	3,441,722	3,256,894	3,072,066	2,887,238	2,702,410	2,517,582	2,332,753	2,147,925
Site 10	Green 6	Lower	50,000	400,000	3,790,791	3,597,979	3,405,168	3,212,356	3,019,545	2,826,733	2,633,922	2,441,110	2,248,299
Site 11	Green 4	Lower	50,000	400,000	3,771,571	3,547,599	3,323,626	3,099,653	2,875,680	2,651,707	2,427,734	2,203,761	1,973,767
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-4,461,063	-5,132,005	-5,810,096	-6,488,187	-7,171,362	-7,860,115	-8,548,867	-9,237,620
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-5,260,845	-5,975,724	-6,690,603	-7,405,482	-8,124,397	-8,850,561	-9,576,725	-10,302,890
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	1,651,781	1,225,009	798,237	371,465	-62,686	-510,482	-958,277	-1,416,108
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	1,543,112	1,085,986	628,859	161,571	-318,075	-797,720	-1,282,698	-1,777,003
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	1,376,484	1,020,841	665,198	309,554	-52,239	-425,401	-798,564	-1,180,090
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	1,285,927	904,988	524,049	134,642	-265,062	-664,767	-1,068,915	-1,480,836
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	2,012,649	1,755,093	1,497,536	1,239,980	982,423	724,867	467,310	208,950
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	2,032,478	1,767,704	1,502,931	1,238,157	973,383	706,202	432,941	155,125
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	1,294,821	1,094,752	894,683	694,614	494,545	294,476	94,406	-113,592
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	1,276,918	1,067,995	859,073	650,150	441,228	231,883	14,319	-204,895
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	1,851,699	1,628,440	1,405,182	1,181,923	958,664	735,405	507,909	275,877
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	1,402,237	1,191,513	980,658	765,782	550,906	336,030	121,154	-93,721
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	4,240,694	3,956,251	3,671,808	3,387,365	3,102,921	2,818,478	2,534,035	2,243,239
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	4,550,945	4,250,064	3,949,159	3,639,557	3,329,955	3,020,354	2,710,752	2,401,150
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-4,663,455	-4,812,683	-4,961,911	-5,113,109	-5,264,788	-5,416,467	-5,568,146	-5,719,825
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-1,759,766	-1,883,764	-2,007,761	-2,131,759	-2,255,756	-2,379,753	-2,503,751	-2,627,748

			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent											
		Social Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,442,466	1,303,791	1,163,762	1,023,405	883,049	742,693	602,337	459,764
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,605,408	1,451,158	1,296,907	1,142,657	988,407	834,156	679,906	523,160
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,493,817	1,339,287	1,184,757	1,030,226	875,696	721,166	566,636	412,105
Site 4	Green 100	Lower	25,000	375,000	1,557,046	1,400,837	1,244,627	1,088,417	932,208	775,998	619,789	463,579	307,369
Site 5	Green 50	Lower	25,000	375,000	1,592,063	1,428,355	1,264,648	1,100,941	937,233	773,526	609,819	446,111	282,404
Site 6	Green 30	Lower	25,000	375,000	1,571,647	1,415,563	1,259,480	1,103,396	947,312	791,228	635,144	479,060	322,976
Site 7	Green 20	Lower	25,000	375,000	1,549,095	1,389,189	1,229,282	1,069,376	909,470	749,564	589,658	429,751	268,796
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,729,183	1,566,412	1,403,641	1,240,870	1,078,099	915,328	752,557	589,786
Site 9	Green 8	Lower	50,000	400,000	3,626,550	3,335,306	3,044,062	2,752,817	2,461,573	2,170,329	1,879,084	1,587,840	1,296,596
Site 10	Green 6	Lower	50,000	400,000	3,790,791	3,486,967	3,183,142	2,879,318	2,575,494	2,271,670	1,967,846	1,664,021	1,357,353
Site 11	Green 4	Lower	50,000	400,000	3,771,571	3,418,644	3,065,717	2,712,790	2,359,863	2,001,702	1,638,545	1,274,657	904,344
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-4,975,446	-6,175,068	-7,381,921	-8,600,028	-9,818,400	-11,055,484	-12,292,568	-13,610,864
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-5,812,559	-7,079,153	-8,352,040	-9,638,194	-10,924,348	-12,210,503	-13,496,657	-14,782,811
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	1,340,653	602,754	-146,459	-920,708	-1,713,240	-2,511,053	-3,318,406	-4,134,138
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	1,209,042	416,912	-410,366	-1,244,274	-2,099,700	-2,955,127	-3,810,554	-4,671,327
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	1,117,211	502,295	-122,049	-767,257	-1,427,700	-2,092,544	-2,765,339	-3,445,115
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	1,007,535	347,427	-341,972	-1,036,895	-1,749,750	-2,462,606	-3,175,461	-3,892,772
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	1,839,125	1,408,045	976,965	545,885	110,633	-341,683	-799,520	-1,265,741
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	1,850,273	1,403,295	956,317	501,155	32,673	-436,323	-913,635	-1,397,016
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	1,157,485	820,080	482,675	145,270	-204,324	-559,433	-924,362	-1,289,463
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	1,132,455	779,070	425,685	65,645	-305,148	-680,288	-1,062,486	-1,444,685
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	1,700,182	1,325,405	950,629	573,462	183,740	-209,498	-605,156	-1,010,459
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	1,249,461	883,960	513,298	142,636	-228,027	-601,952	-983,925	-1,365,897
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	4,015,510	3,505,883	2,996,255	2,486,628	1,962,746	1,437,502	902,769	368,037
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	4,312,747	3,768,558	3,213,855	2,659,151	2,099,215	1,533,582	967,948	402,315
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-4,916,659	-5,323,754	-5,732,435	-6,141,115	-6,549,796	-6,958,477	-7,367,158	-7,775,839
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-1,960,219	-2,284,670	-2,609,120	-2,933,570	-3,258,020	-3,583,933	-3,913,395	-4,242,857

Source: HDH (November 2021)

Table 10.5c Impact of Varied Affordable Tenure Mix – Strategic Sites

Affordable Rent v Social Rent

			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
		Social Rent											
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-1,710,473	-2,050,877	-2,402,568	-2,754,258	-3,105,948	-3,457,638	-3,809,329	-4,161,019
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	2,335,331	2,131,546	1,927,761	1,720,683	1,513,266	1,305,850	1,098,433	891,017
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-1,535,188	-1,931,318	-2,334,096	-2,786,897	-3,269,670	-3,752,444	-4,235,217	-4,717,990
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	959,294	879,830	800,366	720,341	639,477	558,613	477,750	396,886
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	502,347	460,950	419,553	378,155	336,439	294,276	252,112	209,948
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	917,682	838,203	758,723	679,244	599,501	518,605	437,709	356,813
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	493,993	447,766	401,410	355,055	308,700	262,345	215,231	168,018
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	888,388	815,488	742,131	668,775	595,419	522,063	448,706	374,467
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	680,846	621,913	562,979	504,046	444,725	384,781	324,837	264,894
			EUV	BLV	Residual Value								
		Overall Affordable			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate											
		Affordable Rent											
		Social Rent			0%	5%	10%	15%	20%	25%	30%	35%	40%
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-1,969,677	-2,591,857	-3,214,037	-3,836,217	-4,458,398	-5,080,578	-5,702,758	-6,324,938
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	2,208,162	1,875,911	1,538,693	1,201,474	864,255	524,538	177,589	-181,608
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-1,848,364	-2,582,320	-3,445,579	-4,308,837	-5,172,096	-6,035,354	-6,898,612	-7,761,871
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	915,113	791,468	666,109	540,214	414,319	288,423	162,528	32,866
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	479,337	414,929	350,350	284,714	219,077	153,441	87,805	21,163
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	873,336	749,512	625,688	499,612	373,520	247,427	118,224	-12,203
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	468,046	395,616	323,185	250,534	176,737	102,181	26,539	-54,219
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	848,067	733,933	619,800	505,666	390,755	274,077	156,733	36,587
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	647,977	556,174	464,181	370,760	277,339	183,030	87,349	-10,921

Source: HDH (November 2021)

10.30 Where the affordable housing for rent is provided as Affordable Rent rather than Social Rent, the Residual Value on the lower density schemes is about £350,000/ha higher at a 30% requirement on the larger greenfield sites. The difference increases substantially on the higher density, brownfield sites. The Council should be cautious around requiring developers to deliver Social Rent rather than Affordable Rent as this will adversely impact on viability and may result in a lower overall affordable housing target.

10.31 In line with Paragraph 65 of the 2021 NPPF, different levels of affordable housing are considered, where the first 10% of the overall housing mix is as a low-cost home ownership product (albeit one that falls within the definition of affordable housing). Firstly, a mix of Affordable Rent / Intermediate Housing is considered, then a mix of Social Rent / Intermediate Housing:

Table 10.6a Impact of Varied Affordable Tenure Mix – Typologies – Higher

Affordable Rent & Intermediate Housing

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate				10%	10%	10%	10%	10%	10%	10%
		Affordable Rent					5%	10%	15%	20%	25%	30%
		Social Rent										
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,572,964	1,465,987	1,374,473	1,275,227	1,175,417	1,075,261	974,637
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,750,257	1,631,524	1,529,687	1,419,256	1,308,828	1,198,651	1,087,962
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,642,269	1,523,387	1,421,898	1,311,713	1,201,531	1,091,603	981,156
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,667,911	1,546,855	1,440,636	1,326,998	1,213,363	1,099,945	986,085
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,707,162	1,581,353	1,471,344	1,353,435	1,235,529	1,117,854	999,708
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,686,258	1,563,593	1,455,374	1,339,932	1,224,493	1,109,265	993,606
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,657,151	1,536,343	1,431,432	1,318,572	1,205,716	1,093,092	979,994
Site 8	Green 12	Higher	50,000	400,000	2,240,456	2,006,119	1,874,815	1,757,646	1,633,409	1,509,175	1,385,147	1,260,698
Site 9	Green 8	Higher	50,000	400,000	3,626,550	3,312,903	3,100,076	2,943,246	2,758,418	2,573,601	2,389,602	2,203,934
Site 10	Green 6	Higher	50,000	400,000	3,790,791	3,463,596	3,241,576	3,077,973	2,885,161	2,692,361	2,500,414	2,306,726
Site 11	Green 4	Higher	50,000	400,000	3,771,571	3,391,496	3,133,595	2,943,550	2,719,577	2,495,618	2,272,649	2,043,605
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-1,697,503	-2,636,752	-3,384,421	-4,232,131	-5,083,667	-5,941,433	-6,806,392
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-2,282,279	-3,297,829	-4,098,544	-5,006,677	-5,914,767	-6,819,719	-7,731,075
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	3,319,921	2,722,921	2,247,073	1,710,649	1,174,249	639,619	101,055
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	3,335,380	2,695,472	2,185,650	1,610,786	1,035,947	463,008	-138,036
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	2,766,601	2,269,101	1,872,561	1,425,541	978,541	533,016	84,213
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	2,779,483	2,246,227	1,821,375	1,342,321	863,289	385,840	-115,030
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	1,972,177	1,704,183	1,432,538	1,162,718	892,898	623,024	353,259
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	1,987,428	1,712,152	1,433,041	1,155,847	878,653	595,887	307,481
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	1,266,860	1,058,514	847,277	637,486	427,694	217,860	5,788
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	1,247,873	1,030,309	809,704	590,619	371,534	149,666	-80,133
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	1,813,299	1,581,187	1,345,887	1,112,181	878,474	644,327	403,896
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	1,360,017	1,141,361	918,150	693,546	468,941	244,289	19,735
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	4,164,843	3,870,918	3,572,253	3,275,958	2,979,662	2,683,296	2,384,705
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	4,470,710	4,159,799	3,840,799	3,518,297	3,195,794	2,873,215	2,550,791
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-3,364,619	-3,403,501	-3,706,543	-3,877,505	-4,048,520	-4,223,392	-4,390,391
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-739,033	-775,582	-1,021,257	-1,162,368	-1,303,522	-1,447,729	-1,585,703

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**20%**	**25%**	**30%**	**35%**	**40%**		
		Intermediate					20%	20%	20%	20%		
		Affordable Rent					5%	10%	15%	20%		
		Social Rent										
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,389,938	1,290,693	1,191,092	1,090,624	990,314		
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,546,878	1,436,447	1,326,018	1,215,499	1,105,153		
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,439,296	1,329,111	1,218,927	1,108,653	998,554		
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,455,474	1,341,837	1,228,201	1,114,487	1,000,924		
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,487,147	1,369,238	1,251,330	1,133,341	1,015,511		
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,469,823	1,354,381	1,238,941	1,123,425	1,008,056		
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,447,333	1,334,473	1,221,615	1,108,674	995,894		
Site 8	Green 12	Higher	50,000	400,000	2,240,456	1,771,783	1,647,546	1,523,310	1,399,002	1,274,835		
Site 9	Green 8	Higher	50,000	400,000	3,626,550	2,999,255	2,814,427	2,629,604	2,444,490	2,259,942		
Site 10	Green 6	Higher	50,000	400,000	3,790,791	3,136,400	2,943,589	2,750,783	2,557,674	2,365,154		
Site 11	Green 4	Higher	50,000	400,000	3,771,571	3,011,421	2,787,448	2,563,482	2,339,162	2,113,443		
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-3,184,300	-4,032,010	-4,880,564	-5,742,372	-6,602,129		
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-3,883,666	-4,791,799	-5,699,910	-6,609,138	-7,516,197		
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	2,368,249	1,831,825	1,295,413	758,372	222,553		
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	2,315,762	1,740,897	1,166,046	590,517	-1,515		
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	1,973,541	1,526,521	1,079,511	631,976	185,461		
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	1,929,802	1,450,748	971,705	492,098	-1,262		
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	1,428,884	1,159,065	889,245	619,444	349,606		
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	1,429,205	1,152,011	874,817	592,019	303,457		
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	844,386	634,595	424,803	215,027	2,754		
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	806,662	587,578	368,493	146,569	-83,324		
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	1,342,697	1,108,991	875,285	641,110	400,614		
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	914,870	690,266	465,662	241,075	16,455		
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	3,567,512	3,271,217	2,974,921	2,678,650	2,379,827		
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	3,835,639	3,513,137	3,190,634	2,868,158	2,545,631		
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-3,970,756	-4,141,718	-4,312,706	-4,482,320	-4,654,603		
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-1,230,425	-1,371,536	-1,512,669	-1,652,714	-1,794,871		

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**30%**	**35%**	**40%**				
		Intermediate				30%	30%	30%				
		Affordable Rent					5%	10%				
		Social Rent										
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,206,768	1,106,536	1,005,991				
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,343,207	1,232,948	1,122,345				
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,236,323	1,126,311	1,015,952				
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,243,038	1,129,549	1,015,762				
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,267,132	1,149,381	1,031,314				
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,253,389	1,138,091	1,022,505				
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,237,514	1,124,814	1,011,795				
Site 8	Green 12	Higher	50,000	400,000	2,240,456	1,537,446	1,413,351	1,288,973				
Site 9	Green 8	Higher	50,000	400,000	3,626,550	2,685,607	2,501,339	2,315,951				
Site 10	Green 6	Higher	50,000	400,000	3,790,791	2,809,205	2,616,978	2,423,582				
Site 11	Green 4	Higher	50,000	400,000	3,771,571	2,631,345	2,408,051	2,183,281				
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-4,679,598	-5,536,203	-6,399,006				
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-5,485,053	-6,391,037	-7,301,318				
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	1,416,577	881,365	343,730				
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	1,296,144	722,581	135,007				
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	1,180,481	734,471	286,441				
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	1,080,120	602,151	112,506				
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	885,592	615,736	345,953				
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	870,982	588,013	299,432				
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	421,912	212,092	-279				
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	365,452	143,330	-86,515				
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	872,095	637,779	397,331				
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	462,383	237,746	13,175				
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	2,970,181	2,673,839	2,374,949				
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	3,185,475	2,862,921	2,540,471				
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-4,576,892	-4,750,496	-4,918,816				
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-1,721,816	-1,865,020	-2,004,040				

Source: HDH (November 2021)

Table 10.6b Impact of Varied Affordable Tenure Mix – Typologies – Lower

Affordable Rent & Intermediate Housing

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate				10%	10%	10%	10%	10%	10%	10%
		Affordable Rent					5%	10%	15%	20%	25%	30%
		Social Rent										
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,407,031	1,313,080	1,225,715	1,134,189	1,042,664	951,241	859,610
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,565,918	1,461,383	1,364,512	1,263,809	1,163,107	1,062,517	961,699
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,455,424	1,351,205	1,254,742	1,154,401	1,054,062	953,836	853,379
Site 4	Green 100	Lower	25,000	375,000	1,557,046	1,360,864	1,264,010	1,165,919	1,068,446	970,974	873,483	776,029
Site 5	Green 50	Lower	25,000	375,000	1,592,063	1,388,439	1,287,944	1,186,133	1,084,979	983,826	882,653	781,519
Site 6	Green 30	Lower	25,000	375,000	1,571,647	1,372,664	1,274,376	1,174,884	1,075,995	977,105	878,197	779,326
Site 7	Green 20	Lower	25,000	375,000	1,549,095	1,353,838	1,257,535	1,159,906	1,062,941	965,974	868,989	772,043
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,677,153	1,570,930	1,463,529	1,356,718	1,249,906	1,143,076	1,036,282
Site 9	Green 8	Lower	50,000	400,000	3,626,550	3,312,903	3,100,076	2,943,246	2,758,418	2,573,601	2,389,602	2,203,934
Site 10	Green 6	Lower	50,000	400,000	3,790,791	3,463,596	3,241,576	3,077,973	2,885,161	2,692,361	2,500,414	2,306,726
Site 11	Green 4	Lower	50,000	400,000	3,771,571	3,391,496	3,133,595	2,943,550	2,719,577	2,495,618	2,272,649	2,043,605
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-5,142,985	-5,815,587	-6,499,166	-7,182,507	-7,871,261	-8,560,179	-9,248,764
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-5,987,339	-6,696,411	-7,417,097	-8,136,186	-8,862,353	-9,588,692	-10,314,679
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	1,218,459	794,961	364,915	-69,559	-517,356	-965,253	-1,423,188
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	1,078,953	625,342	154,191	-325,454	-805,101	-1,290,415	-1,784,605
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	1,015,383	662,468	304,096	-57,966	-431,130	-804,377	-1,185,990
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	899,127	521,118	128,493	-271,212	-670,917	-1,075,346	-1,487,171
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	1,739,567	1,489,772	1,224,454	966,897	709,338	451,552	192,974
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	1,751,402	1,494,778	1,221,854	957,081	689,424	415,579	138,019
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	1,082,464	888,537	682,326	482,257	282,185	81,934	-126,485
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	1,055,070	852,609	637,225	428,302	218,580	554	-218,457
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	1,614,884	1,398,402	1,168,366	945,107	721,846	493,750	261,653
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	1,177,844	973,687	751,843	536,967	322,089	107,007	-107,660
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	3,936,103	3,661,732	3,367,217	3,082,773	2,798,326	2,513,584	2,222,507
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	4,228,751	3,938,192	3,617,627	3,308,025	2,998,419	2,688,493	2,379,220
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-5,052,785	-5,082,971	-5,356,143	-5,507,822	-5,659,550	-5,814,826	-5,962,860
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-2,073,323	-2,102,559	-2,321,317	-2,445,315	-2,569,350	-2,696,153	-2,817,307

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**20%**	**25%**	**30%**	**35%**	**40%**		
		Intermediate					20%	20%	20%	20%		
		Affordable Rent					5%	10%	15%	20%		
		Social Rent										
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,232,705	1,141,179	1,049,653	958,091	866,600		
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,372,178	1,271,474	1,170,772	1,070,030	969,365		
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,262,500	1,162,159	1,061,819	961,439	861,137		
Site 4	Green 100	Lower	25,000	375,000	1,557,046	1,164,683	1,067,210	969,737	872,271	774,792		
Site 5	Green 50	Lower	25,000	375,000	1,592,063	1,184,816	1,083,662	982,509	881,362	780,202		
Site 6	Green 30	Lower	25,000	375,000	1,571,647	1,173,680	1,074,791	975,901	877,017	778,122		
Site 7	Green 20	Lower	25,000	375,000	1,549,095	1,158,581	1,061,615	964,650	867,690	770,718		
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,462,351	1,355,540	1,248,728	1,141,922	1,035,104		
Site 9	Green 8	Lower	50,000	400,000	3,626,550	2,999,255	2,814,427	2,629,604	2,444,490	2,259,942		
Site 10	Green 6	Lower	50,000	400,000	3,790,791	3,136,400	2,943,589	2,750,783	2,557,674	2,365,154		
Site 11	Green 4	Lower	50,000	400,000	3,771,571	3,011,421	2,787,448	2,563,482	2,339,162	2,113,443		
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-6,510,146	-7,193,651	-7,882,405	-8,571,100	-9,259,908		
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-7,428,712	-8,147,976	-8,874,141	-9,600,245	-10,326,468		
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	358,365	-76,432	-524,228	-971,988	-1,430,269		
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	146,812	-332,834	-812,480	-1,297,865	-1,792,208		
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	298,638	-63,693	-436,856	-809,990	-1,191,891		
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	122,343	-277,361	-677,066	-1,081,554	-1,493,506		
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	1,208,928	951,372	693,814	436,336	176,998		
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	1,205,552	940,778	672,651	398,816	120,914		
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	670,038	469,969	269,898	69,892	-139,378		
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	624,299	415,377	205,281	-12,737	-232,020		
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	1,154,809	931,550	708,290	480,079	247,428		
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	737,904	523,028	308,151	93,347	-121,599		
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	3,347,068	3,062,625	2,778,180	2,493,839	2,201,775		
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	3,595,697	3,286,095	2,976,491	2,667,001	2,357,039		
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-5,599,177	-5,750,856	-5,902,560	-6,052,999	-6,205,894		
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-2,510,876	-2,634,873	-2,758,890	-2,881,920	-3,006,865		

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**30%**	**35%**	**40%**				
		Intermediate				30%	30%	30%				
		Affordable Rent					5%	10%				
		Social Rent										
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,056,643	965,187	873,590				
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,178,437	1,077,810	977,031				
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,069,576	969,313	868,894				
Site 4	Green 100	Lower	25,000	375,000	1,557,046	968,501	871,016	773,555				
Site 5	Green 50	Lower	25,000	375,000	1,592,063	981,192	880,026	778,886				
Site 6	Green 30	Lower	25,000	375,000	1,571,647	974,697	875,795	776,918				
Site 7	Green 20	Lower	25,000	375,000	1,549,095	963,325	866,345	769,393				
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,247,550	1,140,726	1,033,926				
Site 9	Green 8	Lower	50,000	400,000	3,626,550	2,685,607	2,501,339	2,315,951				
Site 10	Green 6	Lower	50,000	400,000	3,790,791	2,809,205	2,616,978	2,423,582				
Site 11	Green 4	Lower	50,000	400,000	3,771,571	2,631,345	2,408,051	2,183,281				
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-7,893,548	-8,582,412	-9,271,053				
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-8,885,929	-9,612,211	-10,338,257				
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	-531,100	-978,964	-1,437,349				
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	-819,859	-1,305,582	-1,799,810				
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	-442,583	-815,803	-1,197,791				
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	-683,215	-1,087,985	-1,499,842				
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	678,289	420,578	161,022				
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	655,877	381,454	103,808				
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	257,612	57,176	-152,272				
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	191,982	-26,503	-245,582				
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	694,735	465,920	233,203				
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	294,214	79,199	-135,538				
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	2,758,034	2,473,389	2,181,043				
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	2,954,563	2,644,742	2,334,677				
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-6,145,570	-6,299,679	-6,448,928				
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-2,948,429	-3,074,322	-3,196,424				

Source: HDH November 2021)

Table 10.6c Impact of Varied Affordable Tenure Mix – Strategic Sites

Affordable Rent & Intermediate Housing

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**10%**	**15%**	**20%**	**25%**	**30%**	**35%**	**40%**
		Intermediate				10%	10%	10%	10%	10%	10%	10%
		Affordable Rent					5%	10%	15%	20%	25%	30%
		Social Rent										
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-2,056,572	-2,408,263	-2,759,952	-3,111,643	-3,463,333	-3,815,009	-4,166,713
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	2,120,168	1,916,382	1,709,069	1,501,652	1,294,236	1,086,849	879,403
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-1,959,934	-2,362,713	-2,820,940	-3,303,714	-3,786,488	-4,269,175	-4,752,034
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	886,155	806,691	726,787	645,924	565,060	484,180	403,333
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	464,244	422,847	381,449	339,800	297,636	255,464	213,308
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	844,551	765,072	685,593	605,971	525,075	444,163	363,283
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	451,498	405,143	358,788	312,433	266,077	219,027	171,824
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	821,325	747,969	674,613	601,256	527,900	454,529	380,440
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	626,618	567,685	508,752	449,518	389,574	329,618	269,686

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**20%**	**25%**	**30%**	**35%**	**40%**		
		Intermediate					20%	20%	20%	20%		
		Affordable Rent					5%	10%	15%	20%		
		Social Rent										
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-2,765,647	-3,117,337	-3,469,028	-3,820,689	-4,172,408		
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	1,697,455	1,490,039	1,282,621	1,075,264	867,789		
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-2,854,984	-3,337,757	-3,820,534	-4,303,133	-4,786,077		
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	733,234	652,370	571,507	490,611	409,780		
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	384,744	343,160	300,996	258,816	216,669		
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	691,941	612,441	531,546	450,617	369,753		
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	362,521	316,166	269,811	222,823	175,629		
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	680,450	607,094	533,738	460,352	386,412		
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	513,457	454,311	394,367	334,399	274,479		

			EUV	BLV	Residual Value							
		Overall Affordable			**0%**	**30%**	**35%**	**40%**				
		Intermediate				30%	30%	30%				
		Affordable Rent					5%	10%				
		Social Rent										
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-3,474,722	-3,826,409	-4,178,102				
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	1,271,008	1,063,598	856,175				
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-3,854,574	-4,337,330	-4,820,120				
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	577,953	497,087	416,226				
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	304,356	262,191	220,029				
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	538,015	457,116	376,224				
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	273,543	226,646	179,435				
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	539,575	466,216	392,384				
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	399,159	339,213	279,271				

Source: HDH (November 2021)

10.32 The above analysis illustrates that increasing the Intermediate Housing improves viability. By way of an example, on the larger greenfield sites in the higher value area, the Residual Value is about £45,000/ha higher where 30% affordable housing is provided as 20% Intermediate Housing / 10% Affordable Rent, rather than as 10% Intermediate Housing / 20% Affordable Rent. In the lower value area, the equivalent figure is less.

10.33 Several further mixes have also been tested where the mix is expressed as a proportion of the affordable housing, rather than the overall housing on-site.

Table 10.7a Impact of Varied Affordable Tenure Mix – Typologies – Higher

Affordable Rent v Intermediate Housing

		EUV	BLV	Residual Value								
	Overall Affordable			**0%**	**30%**							
	Intermediate				0%	10%	20%	30%	40%	50%		
	Affordable Rent				100%	90%	80%	70%	60%	50%		
	Social Rent											
Site 1	Large Green 1,500	Higher	25,000	375,000	1,755,990	1,159,737	1,164,440	1,169,143	1,173,846	1,178,549	1,183,252	
Site 2	Large Green 400	Higher	25,000	375,000	1,951,956	1,291,633	1,296,790	1,301,948	1,307,105	1,312,263	1,317,420	
Site 3	Green 200	Higher	25,000	375,000	1,845,243	1,184,130	1,189,349	1,194,568	1,199,788	1,205,007	1,210,226	
Site 4	Green 100	Higher	25,000	375,000	1,880,348	1,198,521	1,202,973	1,207,425	1,211,876	1,216,328	1,220,780	
Site 5	Green 50	Higher	25,000	375,000	1,927,177	1,219,723	1,224,464	1,229,204	1,233,945	1,238,686	1,243,427	
Site 6	Green 30	Higher	25,000	375,000	1,902,693	1,210,041	1,214,376	1,218,711	1,223,046	1,227,380	1,231,715	
Site 7	Green 20	Higher	25,000	375,000	1,866,969	1,189,812	1,194,582	1,199,352	1,204,123	1,208,893	1,213,663	
Site 8	Green 12	Higher	50,000	400,000	2,240,456	1,495,035	1,499,276	1,503,517	1,507,758	1,511,999	1,516,241	
Site 9	Green 8	Higher	50,000	400,000	3,626,550	2,517,582	2,534,384	2,551,187	2,567,989	2,584,792	2,601,594	
Site 10	Green 6	Higher	50,000	400,000	3,790,791	2,633,922	2,651,450	2,668,978	2,686,507	2,704,035	2,721,563	
Site 11	Green 4	Higher	50,000	400,000	3,771,571	2,427,734	2,448,095	2,468,456	2,488,817	2,509,178	2,529,539	
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-246,612	-5,286,830	-5,225,894	-5,164,957	-5,104,020	-5,043,083	-4,982,146	
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-720,473	-6,129,688	-6,065,224	-6,000,761	-5,936,297	-5,871,834	-5,807,371	
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,271,593	1,053,049	1,089,402	1,125,755	1,162,108	1,198,460	1,234,813	
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,354,998	905,809	944,843	983,876	1,022,910	1,061,943	1,100,977	
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,559,661	877,541	907,835	938,129	968,423	998,717	1,029,011	
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,629,165	754,841	787,369	819,897	852,425	884,953	917,481	
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,515,469	896,551	895,456	894,360	893,264	892,168	891,072	
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,545,651	882,489	881,339	880,188	879,037	877,886	876,736	
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,689,334	430,586	429,719	428,851	427,984	427,117	426,249	
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,689,084	374,576	373,663	372,751	371,839	370,926	370,014	
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,283,900	881,665	880,708	879,751	878,794	877,837	876,880	
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,799,312	472,222	471,238	470,254	469,270	468,286	467,302	
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174	2,984,403	2,982,981	2,981,559	2,980,137	2,978,714	2,977,292	
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559	3,200,955	3,199,407	3,197,859	3,196,311	3,194,763	3,193,215	
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,758,483	-3,784,255	-3,863,518	-3,942,782	-4,022,046	-4,101,310	-4,180,573	
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-258,295	-1,094,312	-1,157,062	-1,219,813	-1,282,563	-1,345,314	-1,408,064	

Source: HDH (November 2021)

Table 10.7b Impact of Varied Affordable Tenure Mix – Typologies – Lower

Affordable Rent v Intermediate Housing

			EUV	BLV	Residual Value									
		Overall Affordable			**0%**	**30%**								
		Intermediate				0%	10%	20%	30%	40%	50%			
		Affordable Rent				100%	90%	80%	70%	60%	50%			
		Social Rent												
Site 1	Large Green 1,500	Lower	25,000	375,000	1,581,141	1,035,672	1,037,769	1,039,866	1,041,963	1,044,060	1,046,158			
Site 2	Large Green 400	Lower	25,000	375,000	1,759,659	1,155,440	1,157,739	1,160,039	1,162,339	1,164,639	1,166,938			
Site 3	Green 200	Lower	25,000	375,000	1,648,348	1,046,303	1,048,630	1,050,958	1,053,285	1,055,612	1,057,940			
Site 4	Green 100	Lower	25,000	375,000	1,557,046	972,210	971,839	971,468	971,097	970,727	970,356			
Site 5	Green 50	Lower	25,000	375,000	1,592,063	985,143	984,748	984,353	983,958	983,563	983,168			
Site 6	Green 30	Lower	25,000	375,000	1,571,647	978,309	977,948	977,587	977,226	976,864	976,503			
Site 7	Green 20	Lower	25,000	375,000	1,549,095	967,300	966,902	966,505	966,107	965,710	965,312			
Site 8	Green 12	Lower	50,000	400,000	1,891,955	1,251,084	1,250,731	1,250,377	1,250,024	1,249,670	1,249,317			
Site 9	Green 8	Lower	50,000	400,000	3,626,550	2,517,582	2,534,384	2,551,187	2,567,989	2,584,792	2,601,594			
Site 10	Green 6	Lower	50,000	400,000	3,790,791	2,633,922	2,651,450	2,668,978	2,686,507	2,704,035	2,721,563			
Site 11	Green 4	Lower	50,000	400,000	3,771,571	2,427,734	2,448,095	2,468,456	2,488,817	2,509,178	2,529,539			
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,793,335	-7,860,115	-7,863,458	-7,866,801	-7,870,145	-7,873,488	-7,876,831			
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-4,545,966	-8,850,561	-8,854,098	-8,857,635	-8,861,172	-8,864,708	-8,868,245			
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,078,553	-510,482	-512,543	-514,605	-516,667	-518,729	-520,791			
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,000,239	-797,720	-799,934	-802,148	-804,362	-806,575	-808,789			
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,732,127	-425,401	-427,119	-428,838	-430,556	-432,274	-433,992			
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,666,866	-664,767	-666,612	-668,456	-670,301	-672,146	-673,991			
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,270,205	724,867	720,209	715,551	710,894	706,236	701,578			
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,297,251	706,202	701,170	696,137	691,105	686,072	681,040			
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,494,890	294,476	290,789	287,103	283,416	279,730	276,044			
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,485,840	231,883	227,893	223,903	219,913	215,923	211,933			
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,074,958	735,405	731,338	727,271	723,204	719,137	715,070			
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,612,961	336,030	331,849	327,667	323,485	319,304	315,122			
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138	2,818,478	2,812,434	2,806,389	2,800,345	2,794,300	2,788,256			
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825	3,020,354	3,013,775	3,007,195	3,000,616	2,994,037	2,987,458			
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,514,227	-5,416,467	-5,489,377	-5,562,288	-5,635,198	-5,708,108	-5,781,018			
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,635,769	-2,379,753	-2,436,621	-2,493,488	-2,550,356	-2,607,224	-2,664,091			

Source: HDH (November 2021)

Table 10.7c Impact of Varied Affordable Tenure Mix – Strategic Sites

Affordable Rent v Intermediate Housing

			EUV	BLV	Residual Value									
		Overall Affordable			**0%**	**30%**								
		Intermediate				0%	10%	20%	30%	40%	50%			
		Affordable Rent				100%	90%	80%	70%	60%	50%			
		Social Rent												
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,400,276	-3,457,638	-3,459,347	-3,461,055	-3,462,763	-3,464,472	-3,466,180			
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,539,116	1,305,850	1,302,366	1,298,882	1,295,397	1,291,913	1,288,429			
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,152,233	-3,752,444	-3,762,657	-3,772,870	-3,783,083	-3,793,296	-3,803,509			
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,038,758	558,613	560,547	562,481	564,415	566,349	568,283			
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	543,745	294,276	295,284	296,292	297,300	298,308	299,316			
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	997,161	518,605	520,546	522,487	524,428	526,369	528,310			
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	539,736	262,345	263,464	264,584	265,704	266,824	267,944			
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	960,687	522,063	523,814	525,565	527,316	529,068	530,819			
Site 9	Hoo - ALL	Hoo	25,000	375,000	739,780	384,781	386,219	387,657	389,095	390,533	391,970			

Source: HDH (November 2021)

10.34 This analysis shows that, increasing the element of affordable housing that is provided as Intermediate Housing rather Affordable Rent, increases the Residual Value (and thus viability). On sites where viability may be tight and it may be challenging to deliver affordable housing,

a change in the tenures, rather than the overall amount of affordable housing, should be explored.

Developer Contributions

10.35 The above analysis considered the impact of affordable housing on development viability, taking into account developer contributions of £5,000/unit on the typologies and the estimated s106 requirements on the Strategic Sites.

10.36 The following analysis considers the ability to bear developer contributions without affordable housing.

Table 10.8a Varied Developer Contributions. Typologies – Higher

No Affordable Housing

			EUV	BLV	Residual Value											
		Developer Contribution			**£0**	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£12,500**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**
		Intermediate													
		Affordable Rent													
		Social Rent													
Site 1	Large Green 1,500	Higher	25,000	375,000	1,847,563	1,801,776	1,755,990	1,710,203	1,664,417	1,618,630	1,572,844	1,481,271	1,388,850	1,295,546	1,202,242
Site 2	Large Green 400	Higher	25,000	375,000	2,052,066	2,002,011	1,951,956	1,901,902	1,851,847	1,801,321	1,750,355	1,648,423	1,546,490	1,444,557	1,342,625
Site 3	Green 200	Higher	25,000	375,000	1,951,938	1,898,591	1,845,243	1,791,895	1,738,547	1,685,199	1,631,852	1,525,156	1,418,461	1,311,765	1,205,069
Site 4	Green 100	Higher	25,000	375,000	1,993,792	1,937,070	1,880,348	1,823,626	1,766,904	1,710,182	1,653,460	1,540,016	1,426,572	1,313,128	1,199,684
Site 5	Green 50	Higher	25,000	375,000	2,042,971	1,985,074	1,927,177	1,869,279	1,811,382	1,753,485	1,695,587	1,579,792	1,463,998	1,348,203	1,232,408
Site 6	Green 30	Higher	25,000	375,000	2,020,073	1,961,383	1,902,693	1,844,003	1,785,314	1,726,624	1,667,934	1,550,554	1,433,174	1,315,795	1,198,415
Site 7	Green 20	Higher	25,000	375,000	1,983,553	1,925,261	1,866,969	1,808,678	1,750,386	1,692,094	1,633,803	1,517,219	1,400,636	1,284,053	1,167,470
Site 8	Green 12	Higher	50,000	400,000	2,357,836	2,299,146	2,240,456	2,181,766	2,123,076	2,064,386	2,005,696	1,888,317	1,770,937	1,653,557	1,536,178
Site 9	Green 8	Higher	50,000	400,000	3,793,206	3,709,878	3,626,550	3,543,222	3,459,894	3,376,566	3,293,238	3,126,582	2,959,926	2,793,270	2,626,614
Site 10	Green 6	Higher	50,000	400,000	3,959,735	3,875,263	3,790,791	3,706,319	3,621,847	3,537,374	3,452,902	3,283,958	3,115,013	2,946,069	2,777,125
Site 11	Green 4	Higher	50,000	400,000	3,940,516	3,856,044	3,771,571	3,687,099	3,602,627	3,518,155	3,433,683	3,264,738	3,095,794	2,926,850	2,757,905
Site 12	V High Density 400	Higher	1,600,000	1,920,000	1,597,560	993,065	388,570	-233,673	-867,946	-1,502,219	-2,138,266	-3,443,516	-4,748,766	-6,061,215	-7,383,995
Site 13	V High Density 100	Higher	1,600,000	1,920,000	1,317,983	662,560	-19,486	-706,458	-1,393,431	-2,080,404	-2,787,224	-4,201,059	-5,614,894	-7,028,729	-8,442,564
Site 14	High Density 400	Higher	1,600,000	1,920,000	5,466,673	5,071,003	4,675,334	4,279,664	3,883,995	3,488,325	3,092,656	2,301,317	1,509,978	718,639	-80,936
Site 15	High Density 100	Higher	1,600,000	1,920,000	5,649,373	5,220,829	4,792,284	4,363,740	3,935,196	3,506,651	3,078,107	2,221,018	1,363,930	506,841	-386,122
Site 16	Central HD 400	Higher	3,500,000	4,200,000	4,555,561	4,225,836	3,896,111	3,566,387	3,236,662	2,906,938	2,577,213	1,917,764	1,258,315	598,866	-67,447
Site 17	Central HD 100	Higher	3,500,000	4,200,000	4,707,811	4,350,690	3,993,570	3,636,450	3,279,330	2,922,209	2,565,089	1,850,849	1,136,608	422,368	-321,768
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	3,186,244	2,964,162	2,742,081	2,520,000	2,297,918	2,075,837	1,853,755	1,409,593	965,430	521,267	71,075
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	3,227,860	3,001,993	2,776,125	2,550,258	2,324,391	2,098,524	1,872,657	1,420,923	969,188	509,506	36,198
Site 20	Brown 300	Higher	1,600,000	1,920,000	2,217,159	2,042,405	1,867,652	1,692,899	1,518,145	1,343,392	1,168,638	819,131	469,624	120,118	-243,413
Site 21	Brown 80	Higher	1,600,000	1,920,000	2,246,886	2,062,207	1,877,529	1,692,851	1,508,173	1,323,495	1,138,816	769,460	400,104	22,046	-365,505
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,851,211	2,663,385	2,475,558	2,287,732	2,099,905	1,912,079	1,724,253	1,348,600	972,947	595,525	205,319
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	2,371,279	2,181,911	1,992,543	1,803,175	1,612,878	1,418,021	1,223,164	830,414	433,021	35,628	-361,766
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	5,330,261	5,142,177	4,954,094	4,766,011	4,577,927	4,389,844	4,201,761	3,825,594	3,449,427	3,073,261	2,697,094
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,672,951	5,484,105	5,295,258	5,106,412	4,917,565	4,728,719	4,539,872	4,162,179	3,779,688	3,391,048	3,002,407
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,497,811	-2,810,524	-3,123,238	-3,435,951	-3,748,665	-4,061,378	-4,374,092	-4,999,519	-5,626,990	-6,259,611	-6,892,232
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-79,361	-319,937	-560,514	-807,038	-1,054,603	-1,302,168	-1,549,733	-2,044,862	-2,539,992	-3,035,122	-3,530,251

Source: HDH (November 2021)

Table 10.8b Varied Developer Contributions. Typologies – Lower

No Affordable Housing

			EUV	BLV	Residual Value											
		Developer Contribution			**£0**	**£2,500**	**£5,000**	**£7,500**	**£10,000**	**£12,500**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**
		Intermediate													
		Affordable Rent													
		Social Rent													
Site 1	Large Green 1,500	Lower	25,000	375,000	1,672,714	1,626,928	1,581,141	1,535,355	1,489,568	1,443,782	1,397,995	1,304,918	1,211,615	1,118,311	1,025,007
Site 2	Large Green 400	Lower	25,000	375,000	1,859,878	1,809,823	1,759,659	1,708,692	1,657,726	1,606,760	1,555,794	1,453,861	1,351,928	1,249,996	1,148,063
Site 3	Green 200	Lower	25,000	375,000	1,755,043	1,701,695	1,648,348	1,595,000	1,541,652	1,488,304	1,434,956	1,328,261	1,221,565	1,114,870	1,008,174
Site 4	Green 100	Lower	25,000	375,000	1,670,490	1,613,768	1,557,046	1,500,324	1,443,602	1,386,880	1,330,158	1,216,714	1,103,270	989,826	876,382
Site 5	Green 50	Lower	25,000	375,000	1,707,858	1,649,960	1,592,063	1,534,165	1,476,268	1,418,371	1,360,473	1,244,679	1,128,884	1,013,089	897,295
Site 6	Green 30	Lower	25,000	375,000	1,689,027	1,630,337	1,571,647	1,512,957	1,454,268	1,395,578	1,336,888	1,219,508	1,102,128	984,749	867,369
Site 7	Green 20	Lower	25,000	375,000	1,665,678	1,607,386	1,549,095	1,490,803	1,432,512	1,374,220	1,315,928	1,199,345	1,082,762	966,178	849,595
Site 8	Green 12	Lower	50,000	400,000	2,009,334	1,950,644	1,891,955	1,833,265	1,774,575	1,715,885	1,657,195	1,539,815	1,422,436	1,305,056	1,187,676
Site 9	Green 8	Lower	50,000	400,000	3,793,206	3,709,878	3,626,550	3,543,222	3,459,894	3,376,566	3,293,238	3,126,582	2,959,926	2,793,270	2,626,614
Site 10	Green 6	Lower	50,000	400,000	3,959,735	3,875,263	3,790,791	3,706,319	3,621,847	3,537,374	3,452,902	3,283,958	3,115,013	2,946,069	2,777,125
Site 11	Green 4	Lower	50,000	400,000	3,940,516	3,856,044	3,771,571	3,687,099	3,602,627	3,518,155	3,433,683	3,264,738	3,095,794	2,926,850	2,757,905
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-1,824,878	-2,474,771	-3,127,396	-3,780,021	-4,432,647	-5,085,272	-5,746,501	-7,069,281	-8,402,976	-9,742,702	-11,082,428
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-2,410,792	-3,117,710	-3,824,627	-4,531,545	-5,238,462	-5,945,380	-6,652,297	-8,066,132	-9,490,006	-10,921,729	-12,353,453
Site 14	High Density 400	Lower	1,600,000	1,920,000	3,273,633	2,877,963	2,482,294	2,086,625	1,690,955	1,295,286	899,616	108,155	-721,365	-1,560,016	-2,414,361
Site 15	High Density 100	Lower	1,600,000	1,920,000	3,294,615	2,866,070	2,437,526	2,008,982	1,580,437	1,151,893	723,349	-158,949	-1,058,258	-1,977,514	-2,902,934
Site 16	Central HD 400	Lower	3,500,000	4,200,000	2,728,027	2,398,303	2,068,578	1,738,854	1,409,129	1,079,405	749,680	90,129	-601,137	-1,300,013	-2,011,968
Site 17	Central HD 100	Lower	3,500,000	4,200,000	2,745,512	2,388,392	2,031,272	1,674,151	1,317,031	959,911	602,791	-132,457	-881,882	-1,647,929	-2,419,111
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,940,980	2,718,899	2,496,817	2,274,736	2,052,655	1,830,573	1,608,492	1,164,329	720,166	276,003	-186,271
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,979,460	2,753,593	2,527,726	2,301,859	2,075,992	1,850,125	1,624,258	1,172,523	718,735	249,550	-224,437
Site 20	Brown 300	Lower	1,600,000	1,920,000	2,022,715	1,847,962	1,673,208	1,498,455	1,323,701	1,148,948	974,194	624,688	275,181	-80,712	-447,436
Site 21	Brown 80	Lower	1,600,000	1,920,000	2,043,642	1,858,964	1,674,286	1,489,608	1,304,930	1,120,251	935,573	566,217	195,411	-191,209	-578,760
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,642,269	2,454,442	2,266,616	2,078,790	1,890,963	1,703,137	1,515,311	1,139,658	764,005	380,242	-13,916
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	2,185,854	1,996,486	1,807,118	1,616,936	1,422,079	1,227,221	1,032,364	635,855	238,462	-158,932	-556,325
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	5,093,225	4,905,141	4,717,058	4,528,975	4,340,891	4,152,808	3,964,725	3,588,558	3,212,391	2,836,225	2,459,806
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	5,422,217	5,233,371	5,044,524	4,855,678	4,666,831	4,477,985	4,289,138	3,910,327	3,521,687	3,133,046	2,744,405
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,166,619	-4,479,332	-4,792,046	-5,106,656	-5,422,967	-5,739,277	-6,055,588	-6,688,209	-7,320,830	-7,953,451	-8,586,073
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,384,014	-1,631,579	-1,879,143	-2,126,708	-2,374,273	-2,621,838	-2,869,403	-3,364,532	-3,859,662	-4,359,775	-4,860,600

Source: HDH (November 2021)

10.37 As would be expected, the Residual Value declines as the level of developer contribution increases. On the greenfield sites, a £5,000/unit increase in the level of affordable housing

results in a fall in the Residual Value of £125,000/ha or so. The drop is larger on the higher density brownfield sites.

Table 10.8c Varied Developer Contributions. Strategic Sites

No Affordable Housing

			EUV	BLV	Residual Value									
		Developer Contribution			£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-787,314	-1,049,005	-1,322,535	-1,610,492	-1,915,809	-2,241,797	-2,570,121	-3,226,767	-3,883,414	-4,540,061	-5,196,708
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,889,553	2,733,873	2,578,192	2,422,511	2,266,830	2,111,150	1,952,393	1,633,398	1,314,403	995,408	673,250
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-296,329	-672,359	-1,048,388	-1,424,418	-1,804,561	-2,198,332	-2,592,103	-3,500,524	-4,424,631	-5,348,739	-6,272,846
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,505,003	1,462,705	1,420,407	1,378,109	1,335,811	1,293,513	1,251,215	1,166,619	1,082,023	997,428	912,832
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	785,859	763,894	741,930	719,965	698,000	676,036	654,071	610,141	566,212	522,283	478,353
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	1,467,527	1,425,180	1,382,833	1,340,486	1,298,139	1,255,792	1,213,445	1,127,460	1,041,251	955,042	868,833
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	819,008	793,922	768,836	743,749	718,608	693,138	667,668	616,728	565,788	514,848	463,251
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	1,381,608	1,343,422	1,305,236	1,267,050	1,228,863	1,190,677	1,152,491	1,076,119	999,747	923,374	846,117
Site 9	Hoo - ALL	Hoo	25,000	375,000	1,088,040	1,056,641	1,025,242	993,843	962,444	931,045	899,646	836,370	772,464	708,557	644,651

Source: HDH (November 2021)

10.38 The greenfield sites are shown as viable (without affordable housing or developer contributions). On the brownfield sites, the results show that even without affordable housing, the delivery of the site is likely to be challenging.

Affordable Housing v Developer Contributions

10.39 As set out earlier, the core balance in a viability assessment is between the provision of affordable housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. A further set of appraisals has been run with varied levels of developer contributions tested against varied affordable housing targets.

Table 10.9a i Affordable Housing v Varied Developer Contributions. Typologies – Higher

10% and 20% Affordable Housing

10% Affordable (51%-49%)

		Developer Contribution	EUV	BLV Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Higher	25,000	375,000	1,656,650	1,610,863	1,565,076	1,519,290	1,473,503	1,427,717	1,381,930	1,195,755	1,195,755	1,102,452	1,009,148
Site 2	Large Green 400	Higher	25,000	375,000	1,841,705	1,791,661	1,741,596	1,690,815	1,639,849	1,588,883	1,537,916	1,334,051	1,334,051	1,232,119	1,130,186
Site 3	Green 200	Higher	25,000	375,000	1,740,092	1,686,744	1,633,397	1,580,049	1,526,701	1,473,353	1,420,006	1,206,614	1,206,614	1,099,919	993,223
Site 4	Green 100	Higher	25,000	375,000	1,773,787	1,717,065	1,660,343	1,603,621	1,546,899	1,490,177	1,433,455	1,206,567	1,206,567	1,093,123	979,679
Site 5	Green 50	Higher	25,000	375,000	1,814,897	1,757,000	1,699,102	1,641,205	1,583,307	1,525,410	1,467,513	1,235,923	1,235,923	1,120,129	1,004,334
Site 6	Green 30	Higher	25,000	375,000	1,796,269	1,737,579	1,678,889	1,620,199	1,561,510	1,502,820	1,444,130	1,209,371	1,209,371	1,091,991	974,611
Site 7	Green 20	Higher	25,000	375,000	1,765,625	1,707,333	1,649,042	1,590,750	1,532,458	1,474,167	1,415,875	1,182,708	1,182,708	1,066,125	949,542
Site 8	Green 12	Higher	50,000	400,000	2,116,289	2,057,599	1,998,909	1,940,220	1,881,530	1,822,840	1,764,150	1,529,391	1,529,391	1,412,011	1,294,631
Site 9	Green 8	Higher	50,000	400,000	3,460,994	3,367,666	3,284,338	3,201,010	3,117,682	3,034,354	2,951,026	2,617,714	2,617,714	2,451,058	2,284,402
Site 10	Green 6	Higher	50,000	400,000	3,602,742	3,518,270	3,433,797	3,349,325	3,264,853	3,180,381	3,095,909	2,758,020	2,758,020	2,589,076	2,420,131
Site 11	Green 4	Higher	50,000	400,000	3,525,826	3,441,354	3,356,882	3,272,410	3,187,938	3,103,466	3,018,993	2,681,105	2,681,105	2,512,160	2,343,216
Site 12	V High Density 400	Higher	1,600,000	1,920,000	118,878	-515,085	-1,149,358	-1,783,631	-2,430,375	-3,083,000	-3,735,625	-6,360,449	-6,360,449	-7,683,229	-9,021,323
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-305,780	-992,753	-1,679,725	-2,377,446	-3,084,363	-3,791,281	-4,498,199	-7,325,869	-7,325,869	-8,739,704	-10,168,167
Site 14	High Density 400	Higher	1,600,000	1,920,000	4,463,201	4,057,532	3,661,862	3,266,193	2,870,523	2,474,854	2,079,184	496,507	496,507	-314,011	-1,144,332
Site 15	High Density 100	Higher	1,600,000	1,920,000	4,563,398	4,134,854	3,706,309	3,277,765	2,849,221	2,420,677	1,992,132	272,968	272,968	-626,283	-1,531,734
Site 16	Central HD 400	Higher	3,500,000	4,200,000	3,711,001	3,381,276	3,051,552	2,721,827	2,392,103	2,062,378	1,732,654	413,756	413,756	-261,676	-953,610
Site 17	Central HD 100	Higher	3,500,000	4,200,000	3,802,832	3,445,712	3,088,591	2,731,471	2,374,351	2,017,230	1,660,110	227,474	227,474	-521,902	-1,276,445
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,644,815	2,422,733	2,200,652	1,978,570	1,756,489	1,534,408	1,312,326	424,001	424,001	-30,983	-497,026
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,671,593	2,445,726	2,219,859	1,993,992	1,768,124	1,542,257	1,316,390	400,504	400,504	-73,483	-547,471
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,796,160	1,621,406	1,446,653	1,271,899	1,097,146	922,392	747,639	48,126	48,126	-318,428	-686,674
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,807,226	1,622,546	1,437,870	1,253,192	1,068,513	883,835	699,157	-51,720	-51,720	-439,271	-832,356
Site 22	Brown 30	Higher	1,600,000	1,920,000	2,382,236	2,194,410	2,006,583	1,818,757	1,630,931	1,443,104	1,255,278	499,498	499,498	107,400	-286,758
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,941,630	1,752,262	1,560,489	1,365,632	1,170,775	975,690	776,993	-17,793	-17,793	-415,187	-819,297
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,735,348	4,547,264	4,359,181	4,171,098	3,983,014	3,794,931	3,606,848	2,854,514	2,854,514	2,478,348	2,091,556
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,043,659	4,854,813	4,665,966	4,477,120	4,288,273	4,099,427	3,909,437	3,132,156	3,132,156	2,743,515	2,354,576
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,497,811	-2,810,524	-3,123,238	-3,435,951	-3,748,665	-4,061,378	-4,374,092	-5,626,990	-5,626,990	-6,259,611	-6,892,232
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-79,361	-319,937	-560,514	-807,038	-1,054,603	-1,302,168	-1,549,733	-2,539,992	-2,539,992	-3,035,122	-3,530,251

20% Affordable (51%-49%)

		Developer Contribution	EUV	BLV Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Higher	25,000	375,000	1,465,736	1,419,950	1,374,163	1,328,377	1,282,573	1,235,921	1,189,269	1,095,965	1,002,661	909,357	816,053
Site 2	Large Green 400	Higher	25,000	375,000	1,631,276	1,580,309	1,529,343	1,478,377	1,427,410	1,376,444	1,325,478	1,223,545	1,121,613	1,019,680	917,747
Site 3	Green 200	Higher	25,000	375,000	1,528,246	1,474,898	1,421,550	1,368,203	1,314,855	1,261,507	1,208,159	1,101,464	994,768	888,073	781,377
Site 4	Green 100	Higher	25,000	375,000	1,553,783	1,497,061	1,440,339	1,383,617	1,326,895	1,270,173	1,213,451	1,100,007	986,563	873,119	759,675
Site 5	Green 50	Higher	25,000	375,000	1,586,822	1,528,925	1,471,028	1,413,130	1,355,233	1,297,336	1,239,438	1,123,644	1,007,849	892,054	776,259
Site 6	Green 30	Higher	25,000	375,000	1,572,465	1,513,775	1,455,085	1,396,396	1,337,706	1,279,016	1,220,326	1,102,946	985,567	868,187	750,807
Site 7	Green 20	Higher	25,000	375,000	1,547,697	1,489,405	1,431,114	1,372,822	1,314,531	1,256,239	1,197,947	1,081,364	964,781	848,197	731,614
Site 8	Green 12	Higher	50,000	400,000	1,874,743	1,816,053	1,757,363	1,698,673	1,639,983	1,581,293	1,522,603	1,405,224	1,287,844	1,170,464	1,053,085
Site 9	Green 8	Higher	50,000	400,000	3,108,782	3,025,454	2,942,126	2,858,798	2,775,470	2,692,142	2,608,814	2,442,158	2,275,502	2,108,846	1,942,189
Site 10	Green 6	Higher	50,000	400,000	3,245,748	3,161,276	3,076,804	2,992,332	2,907,860	2,823,387	2,738,915	2,569,971	2,401,026	2,232,082	2,063,138
Site 11	Green 4	Higher	50,000	400,000	3,111,137	3,026,665	2,942,193	2,857,721	2,773,248	2,688,776	2,604,304	2,435,360	2,266,415	2,094,861	1,921,020
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-1,430,769	-2,069,860	-2,722,485	-3,375,110	-4,027,735	-4,680,360	-5,336,903	-6,659,683	-7,988,196	-9,328,922	-10,668,648
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-1,967,668	-2,674,586	-3,381,503	-4,088,421	-4,795,338	-5,502,256	-6,209,173	-7,623,009	-9,042,483	-10,474,207	-11,905,930
Site 14	High Density 400	Higher	1,600,000	1,920,000	3,439,730	3,044,060	2,648,391	2,252,721	1,857,052	1,461,382	1,065,713	274,374	-547,086	-1,381,117	-2,235,462
Site 15	High Density 100	Higher	1,600,000	1,920,000	3,477,423	3,048,879	2,620,335	2,191,790	1,763,246	1,334,702	906,158	32,865	-866,444	-1,780,550	-2,705,969
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,866,441	2,536,717	2,206,992	1,877,268	1,547,543	1,217,819	888,094	228,645	-455,905	-1,150,930	-1,862,885
Site 17	Central HD 100	Higher	3,500,000	4,200,000	2,897,853	2,540,733	2,183,612	1,826,492	1,469,372	1,112,252	755,131	27,388	-722,037	-1,483,792	-2,254,974
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	2,103,385	1,881,304	1,659,222	1,437,141	1,215,060	992,978	770,897	326,734	-133,041	-599,084	-1,075,034
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	2,115,326	1,889,459	1,663,592	1,437,725	1,211,858	985,991	759,209	290,822	-183,165	-657,152	-1,142,549
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,375,160	1,200,407	1,025,654	850,900	676,147	501,393	326,640	-26,718	-393,442	-764,831	-1,142,169
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,367,567	1,182,888	998,210	813,532	628,854	444,176	259,497	-125,486	-513,038	-909,217	-1,308,012
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,913,261	1,725,435	1,537,609	1,349,782	1,161,956	974,130	786,303	403,471	9,480	-384,677	-783,454
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,508,101	1,313,243	1,118,386	922,269	723,572	524,875	326,179	-71,215	-468,608	-875,017	-1,283,951
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,140,434	3,952,351	3,764,268	3,576,184	3,388,101	3,200,018	3,011,934	2,635,768	2,253,539	1,866,469	1,479,362
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	4,414,367	4,225,521	4,036,674	3,844,866	3,650,546	3,456,225	3,261,905	2,873,264	2,484,623	2,090,583	1,694,285
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,497,811	-2,810,524	-3,123,238	-3,435,951	-3,748,665	-4,061,378	-4,374,092	-4,999,519	-5,626,990	-6,259,611	-6,892,232
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-79,361	-319,937	-560,514	-807,038	-1,054,603	-1,302,168	-1,549,733	-2,044,862	-2,539,992	-3,035,122	-3,530,251

Source: HDH (November 2021)

Table 10.9a ii Affordable Housing v Varied Developer Contributions. Typologies – Higher

25% and 30% Affordable Housing

25% Affordable (51%-49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Higher	25,000	375,000	1,370,280	1,324,493	1,278,707	1,232,677	1,186,025	1,139,373	1,092,721	999,417	906,114	812,810	719,506
Site 2	Large Green 400	Higher	25,000	375,000	1,525,056	1,474,090	1,423,124	1,372,157	1,321,191	1,270,225	1,219,259	1,117,326	1,015,393	913,461	811,528
Site 3	Green 200	Higher	25,000	375,000	1,422,323	1,368,975	1,315,627	1,262,280	1,208,932	1,155,584	1,102,236	995,541	888,845	782,150	675,454
Site 4	Green 100	Higher	25,000	375,000	1,443,781	1,387,059	1,330,337	1,273,615	1,216,893	1,160,171	1,103,449	990,005	876,561	763,117	649,673
Site 5	Green 50	Higher	25,000	375,000	1,472,785	1,414,888	1,356,990	1,299,093	1,241,196	1,183,298	1,125,401	1,009,606	893,812	778,017	662,222
Site 6	Green 30	Higher	25,000	375,000	1,460,563	1,401,873	1,343,183	1,284,494	1,225,804	1,167,114	1,108,424	991,044	873,665	756,285	638,905
Site 7	Green 20	Higher	25,000	375,000	1,438,733	1,380,442	1,322,150	1,263,858	1,205,567	1,147,275	1,088,983	972,400	855,817	739,233	622,650
Site 8	Green 12	Higher	50,000	400,000	1,753,969	1,695,280	1,636,590	1,577,900	1,519,210	1,460,520	1,401,830	1,284,451	1,167,071	1,049,691	932,311
Site 9	Green 8	Higher	50,000	400,000	2,937,676	2,854,348	2,771,020	2,687,692	2,604,364	2,521,036	2,437,708	2,271,052	2,104,396	1,937,740	1,771,083
Site 10	Green 6	Higher	50,000	400,000	3,067,252	2,982,779	2,898,307	2,813,835	2,729,363	2,644,891	2,560,418	2,391,474	2,222,530	2,053,585	1,884,641
Site 11	Green 4	Higher	50,000	400,000	2,903,792	2,819,320	2,734,848	2,650,376	2,565,904	2,481,431	2,396,959	2,228,015	2,059,348	1,881,507	1,707,665
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-2,215,915	-2,868,540	-3,521,165	-4,173,790	-4,826,415	-5,486,520	-6,147,910	-7,473,132	-8,812,858	-10,152,584	-11,494,819
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-2,823,156	-3,530,073	-4,236,991	-4,943,908	-5,650,826	-6,357,743	-7,064,661	-8,479,641	-9,911,365	-11,343,098	-12,774,812
Site 14	High Density 400	Higher	1,600,000	1,920,000	2,932,994	2,537,324	2,141,655	1,745,985	1,350,316	954,647	558,977	-248,463	-1,078,784	-1,929,047	-2,783,393
Site 15	High Density 100	Higher	1,600,000	1,920,000	2,934,436	2,505,892	2,077,347	1,648,803	1,220,259	791,714	360,653	-536,870	-1,442,248	-2,367,667	-3,293,087
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,444,161	2,114,437	1,784,712	1,454,988	1,125,263	795,539	465,814	-207,053	-898,987	-1,607,539	-2,319,494
Site 17	Central HD 100	Higher	3,500,000	4,200,000	2,445,363	2,088,243	1,731,123	1,374,003	1,016,882	659,762	300,544	-447,392	-1,201,873	-1,973,056	-2,744,238
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,832,671	1,610,589	1,388,508	1,166,426	944,345	722,264	500,182	48,952	-417,091	-888,341	-1,367,904
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,837,193	1,611,326	1,385,459	1,159,592	933,724	705,428	472,975	-1,012	-475,000	-955,665	-1,443,413
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,164,661	989,907	815,154	640,401	465,647	290,894	116,140	-247,587	-615,241	-992,579	-1,369,916
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,147,737	963,059	778,380	593,702	409,024	223,693	31,406	-356,145	-748,251	-1,147,046	-1,545,840
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,678,774	1,490,948	1,303,121	1,115,295	927,469	739,642	548,728	157,600	-236,558	-631,509	-1,037,109
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,287,049	1,092,192	895,558	696,861	498,165	299,468	100,771	-296,622	-698,410	-1,107,345	-1,516,279
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,842,978	3,654,895	3,466,811	3,278,728	3,090,645	2,902,561	2,714,478	2,334,530	1,947,460	1,560,390	1,167,253
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	4,099,721	3,909,741	3,715,420	3,521,100	3,326,779	3,132,459	2,938,139	2,549,498	2,156,736	1,760,438	1,364,139
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,497,811	-2,810,524	-3,123,238	-3,435,951	-3,748,665	-4,061,378	-4,374,092	-4,999,519	-5,626,990	-6,259,611	-6,892,232
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-79,361	-319,937	-560,514	-807,038	-1,054,603	-1,302,168	-1,549,733	-2,044,862	-2,539,992	-3,035,122	-3,530,251

30% Affordable (51%-49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Higher	25,000	375,000	1,274,823	1,229,037	1,182,782	1,136,130	1,089,478	1,042,826	996,174	902,870	809,566	716,262	621,668
Site 2	Large Green 400	Higher	25,000	375,000	1,418,837	1,367,871	1,316,904	1,265,938	1,214,972	1,164,005	1,113,039	1,011,107	909,174	807,241	703,832
Site 3	Green 200	Higher	25,000	375,000	1,316,400	1,263,052	1,209,704	1,156,357	1,103,009	1,049,661	996,313	889,618	782,922	676,227	569,531
Site 4	Green 100	Higher	25,000	375,000	1,333,778	1,277,056	1,220,334	1,163,612	1,106,891	1,050,169	993,447	880,003	766,559	653,115	539,671
Site 5	Green 50	Higher	25,000	375,000	1,358,748	1,300,851	1,242,953	1,185,056	1,127,158	1,069,261	1,011,364	895,569	779,774	663,980	548,185
Site 6	Green 30	Higher	25,000	375,000	1,348,661	1,289,971	1,231,282	1,172,592	1,113,902	1,055,212	996,522	879,142	761,763	644,383	527,003
Site 7	Green 20	Higher	25,000	375,000	1,329,769	1,271,478	1,213,186	1,154,894	1,096,603	1,038,311	980,019	863,436	746,853	630,270	513,686
Site 8	Green 12	Higher	50,000	400,000	1,633,196	1,574,506	1,515,816	1,457,127	1,398,437	1,339,747	1,281,057	1,163,677	1,046,298	928,918	811,538
Site 9	Green 8	Higher	50,000	400,000	2,766,570	2,683,242	2,599,914	2,516,586	2,433,258	2,349,930	2,266,602	2,099,946	1,933,290	1,766,633	1,599,977
Site 10	Green 6	Higher	50,000	400,000	2,888,755	2,804,283	2,719,810	2,635,338	2,550,866	2,466,394	2,381,922	2,212,977	2,044,033	1,875,089	1,706,144
Site 11	Green 4	Higher	50,000	400,000	2,696,448	2,611,976	2,527,503	2,443,031	2,358,559	2,274,087	2,189,615	2,015,835	1,841,993	1,668,152	1,494,311
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-3,014,594	-3,667,220	-4,319,845	-4,974,748	-5,636,137	-6,297,527	-6,958,917	-8,296,794	-9,636,520	-10,976,246	-12,331,542
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-3,678,643	-4,385,561	-5,092,478	-5,799,396	-6,506,313	-7,213,231	-7,920,148	-9,348,523	-10,780,247	-12,211,970	-13,643,694
Site 14	High Density 400	Higher	1,600,000	1,920,000	2,426,258	2,030,589	1,634,919	1,239,250	843,580	447,911	50,160	-780,161	-1,622,632	-2,476,978	-3,333,636
Site 15	High Density 100	Higher	1,600,000	1,920,000	2,391,449	1,962,904	1,534,360	1,105,816	677,271	242,359	-207,296	-1,106,606	-2,029,366	-2,954,785	-3,880,204
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,021,882	1,692,157	1,362,433	1,032,708	702,984	373,259	41,800	-650,135	-1,352,193	-2,064,148	-2,778,030
Site 17	Central HD 100	Higher	3,500,000	4,200,000	1,992,874	1,635,754	1,278,633	921,513	564,393	201,966	-172,747	-922,171	-1,691,138	-2,462,321	-3,233,504
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,561,956	1,339,875	1,117,793	895,712	673,630	451,549	229,235	-235,099	-701,648	-1,181,211	-1,660,774
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,559,060	1,333,193	1,107,325	881,458	651,647	418,134	181,140	-292,847	-768,781	-1,256,528	-1,744,276
Site 20	Brown 300	Higher	1,600,000	1,920,000	954,161	779,408	604,654	429,901	255,148	80,394	-101,732	-468,456	-842,988	-1,220,326	-1,598,672
Site 21	Brown 80	Higher	1,600,000	1,920,000	927,907	743,229	558,551	373,873	187,522	-5,477	-199,253	-587,285	-986,079	-1,384,874	-1,783,668
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,444,287	1,256,460	1,068,634	880,807	692,981	500,715	305,719	-88,439	-482,597	-885,164	-1,290,764
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,065,997	868,847	670,151	471,454	272,757	74,061	-124,636	-522,029	-930,738	-1,339,672	-1,748,606
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,545,521	3,357,438	3,169,355	2,981,271	2,793,188	2,605,105	2,415,522	2,028,452	1,641,382	1,249,840	855,143
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,780,295	3,585,974	3,391,654	3,197,334	3,003,013	2,808,693	2,614,372	2,222,889	1,826,590	1,430,292	1,033,993
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,497,811	-2,810,524	-3,123,238	-3,435,951	-3,748,665	-4,061,378	-4,374,092	-4,999,519	-5,626,990	-6,259,611	-6,892,232
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-79,361	-319,937	-560,514	-807,038	-1,054,603	-1,302,168	-1,549,733	-2,044,862	-2,539,992	-3,035,122	-3,530,251

Source: HDH (November 2021)

Table 10.9b i Affordable Housing v Varied Developer Contributions. Typologies – Lower

10% and 20% Affordable Housing

10% Affordable (51%-49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Lower	25,000	375,000	1,495,087	1,449,301	1,403,514	1,357,728	1,311,899	1,265,247	1,218,595	1,031,987	1,031,987	938,663	845,379
Site 2	Large Green 400	Lower	25,000	375,000	1,663,941	1,612,975	1,562,009	1,511,042	1,460,076	1,409,110	1,358,143	1,154,278	1,154,278	1,052,346	950,413
Site 3	Green 200	Lower	25,000	375,000	1,558,163	1,504,815	1,451,467	1,398,120	1,344,772	1,291,424	1,238,076	1,024,685	1,024,685	917,990	811,294
Site 4	Green 100	Lower	25,000	375,000	1,474,939	1,418,217	1,361,495	1,304,773	1,248,051	1,191,329	1,134,607	907,719	907,719	794,275	680,831
Site 5	Green 50	Lower	25,000	375,000	1,504,906	1,447,008	1,388,111	1,331,214	1,273,316	1,215,419	1,157,521	925,932	925,932	810,137	694,343
Site 6	Green 30	Lower	25,000	375,000	1,490,658	1,431,968	1,373,278	1,314,588	1,255,898	1,197,208	1,138,518	903,759	903,759	786,379	669,000
Site 7	Green 20	Lower	25,000	375,000	1,471,097	1,412,806	1,354,514	1,296,222	1,237,931	1,179,639	1,121,347	888,181	888,181	771,597	655,014
Site 8	Green 12	Lower	50,000	400,000	1,795,133	1,736,444	1,677,754	1,619,064	1,560,374	1,501,684	1,442,994	1,208,235	1,208,235	1,090,855	973,475
Site 9	Green 8	Lower	50,000	400,000	3,450,994	3,367,666	3,284,338	3,201,010	3,117,682	3,034,354	2,951,026	2,617,714	2,617,714	2,451,058	2,284,402
Site 10	Green 6	Lower	50,000	400,000	3,602,742	3,518,270	3,433,797	3,349,325	3,264,853	3,180,381	3,095,909	2,758,020	2,758,020	2,589,076	2,420,131
Site 11	Green 4	Lower	50,000	400,000	3,525,826	3,441,354	3,356,882	3,272,410	3,187,938	3,103,466	3,018,993	2,681,105	2,681,105	2,512,160	2,343,216
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-3,162,903	-3,815,528	-4,468,153	-5,123,883	-5,785,283	-6,446,672	-7,108,062	-9,785,941	-9,785,941	-11,125,667	-12,480,383
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-3,846,241	-4,553,159	-5,260,076	-5,966,994	-6,673,912	-7,380,829	-8,087,747	-10,948,111	-10,948,111	-12,379,834	-13,811,558
Site 14	High Density 400	Lower	1,600,000	1,920,000	2,416,880	2,021,210	1,625,541	1,229,871	834,202	438,532	40,319	-1,632,123	-1,632,123	-2,486,468	-3,342,459
Site 15	High Density 100	Lower	1,600,000	1,920,000	2,376,915	1,948,370	1,519,826	1,091,282	662,737	227,109	-222,546	-2,044,429	-2,044,429	-2,969,849	-3,895,268
Site 16	Central HD 400	Lower	3,500,000	4,200,000	2,014,066	1,684,342	1,354,617	1,024,893	695,168	365,444	33,599	-1,360,102	-1,360,102	-2,072,057	-2,785,383
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,980,762	1,623,642	1,266,522	909,401	552,281	189,258	-185,455	-1,703,691	-1,703,691	-2,474,874	-3,246,057
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	2,418,260	2,196,178	1,974,097	1,752,015	1,529,934	1,307,853	1,085,771	196,285	196,285	-268,698	-734,741
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	2,441,925	2,216,058	1,990,191	1,764,324	1,538,456	1,312,589	1,086,722	159,522	159,522	-314,465	-789,087
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,616,556	1,441,802	1,267,049	1,092,296	917,542	742,789	568,035	-140,155	-140,155	-506,879	-880,821
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,619,464	1,434,786	1,250,107	1,065,429	880,751	696,073	511,395	-248,732	-248,732	-636,527	-1,035,322
Site 22	Brown 30	Lower	1,600,000	1,920,000	2,189,108	2,001,282	1,813,456	1,625,629	1,437,803	1,249,977	1,062,150	298,916	298,916	-95,242	-489,400
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,769,769	1,578,505	1,383,648	1,188,790	993,933	795,363	596,667	-198,120	-198,120	-596,139	-1,005,074
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,514,466	4,326,382	4,138,299	3,950,216	3,762,132	3,574,049	3,385,966	2,633,632	2,633,632	2,251,341	1,864,271
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,810,013	4,621,166	4,432,320	4,243,473	4,054,627	3,863,339	3,669,019	2,891,737	2,891,737	2,503,096	2,109,420
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,166,619	-4,479,332	-4,792,046	-5,106,656	-5,422,967	-5,739,277	-6,055,588	-7,320,830	-7,320,830	-7,953,451	-8,586,073
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,384,014	-1,631,579	-1,879,143	-2,126,708	-2,374,273	-2,621,838	-2,869,403	-3,859,662	-3,859,662	-4,359,775	-4,860,600

20% Affordable (51%-49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Lower	25,000	375,000	1,317,460	1,271,673	1,225,575	1,178,923	1,132,271	1,085,619	1,038,967	945,664	852,360	759,056	665,041
Site 2	Large Green 400	Lower	25,000	375,000	1,466,291	1,415,325	1,364,358	1,313,392	1,262,426	1,211,460	1,160,493	1,058,561	956,628	854,695	751,934
Site 3	Green 200	Lower	25,000	375,000	1,361,283	1,307,935	1,254,587	1,201,239	1,147,891	1,094,544	1,041,196	934,500	827,805	721,109	614,414
Site 4	Green 100	Lower	25,000	375,000	1,279,388	1,222,666	1,165,944	1,109,222	1,052,500	995,778	939,056	825,612	712,168	598,724	485,280
Site 5	Green 50	Lower	25,000	375,000	1,301,954	1,244,056	1,186,159	1,128,262	1,070,364	1,012,467	954,570	838,775	722,980	607,185	491,391
Site 6	Green 30	Lower	25,000	375,000	1,292,288	1,233,598	1,174,909	1,116,219	1,057,529	998,839	940,149	822,769	705,390	588,010	470,630
Site 7	Green 20	Lower	25,000	375,000	1,276,516	1,218,225	1,159,933	1,101,641	1,043,350	985,058	926,766	810,183	693,600	577,016	460,433
Site 8	Green 12	Lower	50,000	400,000	1,580,933	1,522,243	1,463,553	1,404,863	1,346,173	1,287,483	1,228,794	1,111,414	994,034	876,654	759,275
Site 9	Green 8	Lower	50,000	400,000	3,108,782	3,025,454	2,942,126	2,858,798	2,775,470	2,692,142	2,608,814	2,442,158	2,275,502	2,108,846	1,942,189
Site 10	Green 6	Lower	50,000	400,000	3,245,748	3,161,276	3,076,804	2,992,332	2,907,860	2,823,387	2,738,915	2,569,971	2,401,026	2,232,082	2,063,138
Site 11	Green 4	Lower	50,000	400,000	3,111,137	3,026,665	2,942,193	2,857,721	2,773,248	2,688,776	2,604,304	2,435,360	2,266,415	2,094,861	1,921,020
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-4,503,659	-5,162,674	-5,824,064	-6,485,454	-7,149,729	-7,819,592	-8,489,455	-9,829,181	-11,174,191	-12,529,847	-13,885,508
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-5,281,691	-5,988,608	-6,695,526	-7,402,443	-8,111,045	-8,826,907	-9,542,768	-10,974,492	-12,406,216	-13,837,939	-15,269,663
Site 14	High Density 400	Lower	1,600,000	1,920,000	1,560,126	1,164,457	768,787	373,118	-28,318	-443,478	-858,639	-1,704,230	-2,558,575	-3,417,394	-4,283,214
Site 15	High Density 100	Lower	1,600,000	1,920,000	1,459,215	1,030,670	602,126	163,512	-286,143	-735,798	-1,185,925	-2,111,344	-3,036,764	-3,962,183	-4,887,602
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,300,105	970,381	640,656	310,932	-23,598	-369,565	-715,532	-1,420,192	-2,132,146	-2,847,828	-3,569,345
Site 17	Central HD 100	Lower	3,500,000	4,200,000	1,216,012	858,892	501,772	136,260	-238,452	-613,165	-988,271	-1,759,454	-2,530,636	-3,301,819	-4,073,002
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,895,539	1,673,458	1,451,376	1,229,295	1,007,214	785,132	563,051	114,917	-351,126	-820,147	-1,299,710
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,904,390	1,678,522	1,452,655	1,226,788	1,000,921	774,572	542,158	69,494	-404,493	-882,819	-1,370,566
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,210,397	1,035,643	860,890	686,136	511,383	336,629	161,876	-199,598	-566,322	-942,937	-1,320,274
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,195,285	1,010,607	825,929	641,251	456,573	271,894	81,297	-306,254	-696,655	-1,095,449	-1,494,244
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,735,948	1,548,122	1,360,295	1,172,469	984,642	796,816	607,560	217,590	-176,568	-570,725	-975,126
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,345,217	1,150,359	954,872	756,175	557,479	358,782	160,085	-237,308	-637,197	-1,046,131	-1,455,065
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	3,935,706	3,747,623	3,559,540	3,371,456	3,183,373	2,995,290	2,807,206	2,429,947	2,042,877	1,655,807	1,264,549
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,197,808	4,008,962	3,816,350	3,622,030	3,427,710	3,233,389	3,039,069	2,650,428	2,259,655	1,863,357	1,467,058
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,166,619	-4,479,332	-4,792,046	-5,106,656	-5,422,967	-5,739,277	-6,055,588	-6,688,209	-7,320,830	-7,953,451	-8,586,073
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,384,014	-1,631,579	-1,879,143	-2,126,708	-2,374,273	-2,621,838	-2,869,403	-3,364,532	-3,859,662	-4,359,775	-4,860,600

Source: HDH (November 2021)

Table 10.9b ii Affordable Housing v Varied Developer Contributions. Typologies – Lower

25% and 30% Affordable Housing

25% Affordable (51%-49%)

			EUV	BLV	Residual Value											
		Developer Contribution			£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Lower	25,000	375,000	1,228,646	1,182,413	1,135,762	1,089,110	1,042,458	995,806	949,154	855,850	762,546	669,111	573,514
Site 2	Large Green 400	Lower	25,000	375,000	1,367,466	1,316,500	1,265,533	1,214,567	1,163,601	1,112,635	1,061,668	959,736	857,803	755,696	651,187
Site 3	Green 200	Lower	25,000	375,000	1,262,842	1,209,495	1,156,147	1,102,799	1,049,451	996,104	942,756	836,060	729,365	622,669	515,974
Site 4	Green 100	Lower	25,000	375,000	1,181,612	1,124,880	1,068,168	1,011,446	954,724	898,002	841,280	727,836	614,392	500,948	387,504
Site 5	Green 50	Lower	25,000	375,000	1,200,478	1,142,580	1,084,683	1,026,786	968,888	910,991	853,094	737,299	621,504	505,709	389,915
Site 6	Green 30	Lower	25,000	375,000	1,193,104	1,134,414	1,075,724	1,017,034	958,344	899,654	840,964	723,585	606,205	488,825	371,446
Site 7	Green 20	Lower	25,000	375,000	1,179,226	1,120,934	1,062,642	1,004,351	946,059	887,767	829,476	712,893	596,309	479,726	363,143
Site 8	Green 12	Lower	50,000	400,000	1,473,832	1,415,142	1,356,453	1,297,763	1,239,073	1,180,383	1,121,693	1,004,313	886,934	769,554	652,174
Site 9	Green 8	Lower	50,000	400,000	2,937,676	2,854,348	2,771,020	2,687,692	2,604,364	2,521,036	2,437,708	2,271,052	2,104,396	1,937,740	1,771,083
Site 10	Green 6	Lower	50,000	400,000	3,067,252	2,982,779	2,898,307	2,813,835	2,729,363	2,644,891	2,560,418	2,391,474	2,222,530	2,053,585	1,884,641
Site 11	Green 4	Lower	50,000	400,000	2,903,792	2,819,320	2,734,848	2,650,376	2,565,904	2,481,431	2,396,959	2,228,015	2,059,348	1,881,507	1,707,665
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-5,182,065	-5,843,455	-6,504,845	-7,171,349	-7,841,212	-8,511,075	-9,180,938	-10,521,095	-11,876,751	-13,232,408	-14,588,064
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-5,999,415	-6,706,333	-7,413,250	-8,124,236	-8,840,097	-9,555,959	-10,271,821	-11,703,545	-13,135,268	-14,566,992	-15,998,716
Site 14	High Density 400	Lower	1,600,000	1,920,000	1,131,749	736,080	340,411	-62,636	-477,797	-892,957	-1,313,111	-2,167,456	-3,021,952	-3,887,771	-4,757,455
Site 15	High Density 100	Lower	1,600,000	1,920,000	1,000,365	571,820	131,713	-317,942	-767,596	-1,219,382	-1,682,092	-2,607,511	-3,532,931	-4,458,350	-5,386,973
Site 16	Central HD 400	Lower	3,500,000	4,200,000	943,125	613,400	283,675	-52,197	-398,164	-744,131	-1,094,259	-1,806,213	-2,518,293	-3,239,809	-3,964,546
Site 17	Central HD 100	Lower	3,500,000	4,200,000	833,637	476,517	109,761	-264,951	-639,664	-1,016,152	-1,401,743	-2,172,926	-2,944,109	-3,715,292	-4,489,144
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,634,179	1,412,097	1,190,016	967,935	745,853	523,772	301,690	-159,318	-625,361	-1,102,905	-1,582,469
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,635,622	1,409,755	1,183,888	958,020	730,428	498,014	261,474	-212,513	-686,500	-1,173,558	-1,661,306
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,007,317	832,564	657,810	483,057	308,303	133,550	-45,957	-412,681	-788,326	-1,162,663	-1,540,001
Site 21	Brown 80	Lower	1,600,000	1,920,000	983,196	798,518	613,840	429,162	244,414	52,536	-141,240	-528,791	-926,116	-1,324,910	-1,723,705
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,509,368	1,321,541	1,133,715	945,889	758,062	567,682	374,006	-20,152	-414,309	-814,633	-1,220,233
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,131,144	935,278	736,581	537,884	339,188	140,491	-58,206	-455,599	-862,193	-1,271,127	-1,680,061
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	3,646,327	3,458,244	3,270,160	3,082,077	2,893,994	2,705,910	2,517,827	2,132,179	1,746,109	1,355,611	960,914
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,890,016	3,695,696	3,501,376	3,307,055	3,112,735	2,918,414	2,724,094	2,334,773	1,938,474	1,542,175	1,145,877
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,166,619	-4,479,332	-4,792,046	-5,106,656	-5,422,967	-5,739,277	-6,055,588	-6,688,209	-7,320,830	-7,953,451	-8,586,073
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,384,014	-1,631,579	-1,879,143	-2,126,708	-2,374,273	-2,621,838	-2,869,403	-3,364,532	-3,859,662	-4,359,775	-4,860,600

30% Affordable (51%-49%)

			EUV	BLV	Residual Value										
		Developer Contribution			£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Large Green 1,500	Lower	25,000	375,000	1,139,252	1,092,600	1,045,948	999,296	952,644	905,992	859,340	766,036	672,732	577,584	481,987
Site 2	Large Green 400	Lower	25,000	375,000	1,268,641	1,217,675	1,166,708	1,115,742	1,064,776	1,013,809	962,843	860,911	758,978	654,948	550,439
Site 3	Green 200	Lower	25,000	375,000	1,164,402	1,111,055	1,057,707	1,004,359	951,011	897,663	844,316	737,620	630,925	524,229	417,533
Site 4	Green 100	Lower	25,000	375,000	1,083,837	1,027,115	970,393	913,671	856,949	800,227	743,505	630,061	516,617	403,173	289,729
Site 5	Green 50	Lower	25,000	375,000	1,099,002	1,041,104	983,207	925,310	867,412	809,515	751,618	635,823	520,028	404,233	288,439
Site 6	Green 30	Lower	25,000	375,000	1,093,919	1,035,229	976,539	917,849	859,159	800,470	741,780	624,400	507,020	389,641	272,261
Site 7	Green 20	Lower	25,000	375,000	1,081,935	1,023,644	965,352	907,060	848,769	790,477	732,185	615,602	499,019	382,435	264,687
Site 8	Green 12	Lower	50,000	400,000	1,366,732	1,308,042	1,249,352	1,190,662	1,131,972	1,073,283	1,014,593	897,213	779,833	662,454	545,074
Site 9	Green 8	Lower	50,000	400,000	2,766,570	2,683,242	2,599,914	2,516,586	2,433,258	2,349,930	2,266,602	2,099,946	1,933,290	1,766,633	1,599,977
Site 10	Green 6	Lower	50,000	400,000	2,888,755	2,804,283	2,719,810	2,635,338	2,550,866	2,466,394	2,381,922	2,212,977	2,044,033	1,875,089	1,706,144
Site 11	Green 4	Lower	50,000	400,000	2,696,448	2,611,976	2,527,503	2,443,031	2,358,559	2,274,087	2,189,615	2,015,835	1,841,993	1,668,152	1,494,311
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-5,862,846	-6,524,236	-7,192,969	-7,862,832	-8,532,695	-9,202,558	-9,872,421	-11,223,656	-12,579,312	-13,934,968	-15,334,034
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-6,717,140	-7,424,058	-8,137,426	-8,853,288	-9,569,150	-10,285,012	-11,000,873	-12,432,597	-13,864,321	-15,296,044	-16,727,768
Site 14	High Density 400	Lower	1,600,000	1,920,000	703,373	307,703	-96,955	-512,115	-927,276	-1,349,164	-1,776,337	-2,630,682	-3,492,329	-4,358,262	-5,235,173
Site 15	High Density 100	Lower	1,600,000	1,920,000	541,515	99,915	-349,740	-799,395	-1,252,840	-1,715,549	-2,178,259	-3,103,678	-4,029,098	-4,954,517	-5,880,910
Site 16	Central HD 400	Lower	3,500,000	4,200,000	586,144	256,419	-80,796	-426,763	-772,730	-1,124,303	-1,480,291	-2,192,235	-2,910,274	-3,631,885	-4,362,645
Site 17	Central HD 100	Lower	3,500,000	4,200,000	451,262	83,262	-291,450	-666,162	-1,044,033	-1,429,625	-1,815,216	-2,586,399	-3,357,582	-4,128,764	-4,909,092
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,372,819	1,150,737	928,656	706,574	484,493	262,412	32,489	-433,553	-906,101	-1,385,664	-1,865,227
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,366,854	1,140,987	915,120	686,284	453,454	216,460	-20,533	-494,521	-976,550	-1,464,298	-1,952,045
Site 20	Brown 300	Lower	1,600,000	1,920,000	804,238	629,484	454,731	279,977	105,224	-75,679	-259,041	-627,714	-1,006,052	-1,382,390	-1,763,167
Site 21	Brown 80	Lower	1,600,000	1,920,000	771,107	586,429	401,750	216,208	23,774	-170,001	-363,777	-756,782	-1,155,577	-1,554,371	-1,953,250
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,282,788	1,094,961	907,135	719,308	527,805	333,343	136,264	-257,893	-654,139	-1,059,740	-1,465,341
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	915,684	716,987	518,290	319,594	120,897	-77,800	-276,496	-678,254	-1,087,188	-1,496,122	-1,905,056
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	3,356,947	3,168,864	2,980,781	2,792,697	2,604,614	2,415,017	2,221,482	1,834,412	1,446,674	1,051,977	657,280
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,575,041	3,380,721	3,186,401	2,992,080	2,797,760	2,603,440	2,409,119	2,013,591	1,617,293	1,220,994	824,695
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,166,619	-4,479,332	-4,792,046	-5,106,656	-5,422,967	-5,739,277	-6,055,588	-6,688,209	-7,320,830	-7,953,451	-8,586,073
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,384,014	-1,631,579	-1,879,143	-2,126,708	-2,374,273	-2,621,838	-2,869,403	-3,364,532	-3,859,662	-4,359,775	-4,860,600

Source: HDH (November 2021)

10.40 The analysis shows that, within the higher value area, the greenfield typologies are able to bear 30% affordable housing and over £30,000/unit in developer contributions. The results in the lower value area are broadly similar.

10.41 Of the brownfield typologies, there is little scope for any developer contributions, even without affordable housing on the higher density and the Build to Rent schemes. At 10% affordable housing, many of the typologies can bear a low level of affordable housing (10%) and

developer contributions of up to £7,500/unit or so. In this context, and as set out in Chapter 8 above, the *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019) sets out developer contributions of up to £12,500 per unit, however these contributions are not requested on all schemes – rather just when needed to mitigate the impact of a specific site. The average amount agreed on recently approved schemes (as set out in **Appendix 10** below) is a little under £10,000/unit, although it is important to note that this excludes sites where there was no affordable housing and, in some cases, includes commuted sums. It is therefore likely that this overstates the actual costs in this regard as the average includes more than just strategic infrastructure costs. It would be prudent to bear this in mind when setting policy.

Table 10.9c Affordable Housing v Varied Developer Contributions. Strategic Sites

10%, 20%, 25% and 30% Affordable Housing

10% Affordable (51% - 49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-1,354,099	-1,647,049	-1,962,998	-2,291,321	-2,619,645	-2,947,968	-3,276,291	-3,932,938	-4,589,585	-5,246,232	-5,902,878
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,476,408	2,320,727	2,165,047	2,009,366	1,850,864	1,691,366	1,531,869	1,212,874	893,879	569,853	240,808
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,075,593	-1,451,623	-1,836,596	-2,230,367	-2,634,538	-3,096,591	-3,558,645	-4,482,752	-5,406,859	-6,330,966	-7,255,074
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,349,174	1,305,876	1,264,578	1,222,280	1,179,982	1,137,684	1,095,386	1,010,790	926,195	841,599	756,304
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	704,678	682,714	660,749	638,784	616,820	594,855	572,890	528,961	485,031	441,102	397,173
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	1,313,378	1,271,031	1,228,684	1,186,337	1,143,990	1,100,926	1,057,821	971,613	885,404	799,195	712,986
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	730,140	705,053	679,865	654,395	628,925	603,455	577,985	527,045	476,105	424,249	372,369
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	1,239,825	1,201,639	1,163,453	1,125,266	1,087,080	1,048,894	1,010,708	934,336	857,963	780,248	702,265
Site 9	Hoo - ALL	Hoo	25,000	375,000	973,744	942,345	910,946	879,547	848,148	816,669	784,715	720,809	656,903	592,996	529,090

20% Affordable (51% - 49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,012,522	-2,340,845	-2,669,169	-2,997,492	-3,325,816	-3,654,139	-3,982,462	-4,639,109	-5,295,756	-5,952,402	-6,609,049
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,063,263	1,907,582	1,749,335	1,589,838	1,430,340	1,270,843	1,111,345	792,350	466,457	137,411	-205,103
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,868,631	-2,262,402	-2,692,659	-3,154,712	-3,616,766	-4,078,819	-4,540,873	-5,464,980	-6,389,087	-7,313,194	-8,237,302
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,193,345	1,151,047	1,108,749	1,066,451	1,024,153	981,855	939,557	854,962	770,366	684,345	597,736
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	623,498	601,533	579,568	557,604	535,639	513,674	491,710	447,780	403,851	359,911	314,910
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	1,159,230	1,116,883	1,074,392	1,031,287	988,183	945,078	901,974	815,765	729,556	643,348	555,477
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	641,122	615,652	590,182	564,712	539,242	513,772	488,302	437,125	385,246	333,367	281,488
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	1,098,042	1,059,855	1,021,669	983,483	945,297	907,111	868,925	792,363	714,380	636,396	558,413
Site 9	Hoo - ALL	Hoo	25,000	375,000	859,449	829,050	796,651	765,014	733,061	701,108	669,154	605,248	541,342	477,435	412,133

25% Affordable (51% - 49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,365,607	-2,693,931	-3,022,254	-3,350,578	-3,678,901	-4,007,224	-4,335,548	-4,992,194	-5,648,841	-6,305,488	-6,962,135
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,856,690	1,698,571	1,539,073	1,379,576	1,220,078	1,060,581	901,084	579,281	250,236	-83,244	-440,845
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-2,278,419	-2,721,719	-3,183,773	-3,645,826	-4,107,880	-4,569,933	-5,031,987	-5,956,094	-6,880,201	-7,804,308	-8,728,415
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,115,431	1,073,133	1,030,835	988,537	946,239	903,941	861,643	777,047	691,669	605,060	518,452
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	582,908	560,943	538,978	517,013	495,049	473,084	451,119	407,190	363,260	318,570	273,569
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	1,082,156	1,039,572	996,468	953,364	910,259	867,155	824,050	737,841	651,633	564,346	476,166
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	596,281	570,811	545,341	519,871	494,401	468,931	443,461	391,685	339,806	287,926	235,382
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	1,027,150	988,964	950,778	912,592	874,405	836,219	798,033	720,437	642,454	564,470	486,487
Site 9	Hoo - ALL	Hoo	25,000	375,000	802,301	770,902	739,187	707,233	675,280	643,327	611,374	547,468	483,561	418,683	353,363

30% Affordable (51% - 49%)

		Developer Contribution	EUV	BLV	Residual Value £0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£20,000	£25,000	£30,000	£35,000
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,718,893	-3,047,016	-3,375,340	-3,703,663	-4,031,986	-4,360,310	-4,688,633	-5,345,280	-6,001,926	-6,658,573	-7,315,220
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,647,806	1,488,309	1,328,811	1,169,314	1,009,817	850,319	690,822	363,060	34,014	-318,010	-683,651
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-2,750,779	-3,212,833	-3,674,887	-4,136,940	-4,598,994	-5,061,047	-5,523,101	-6,447,208	-7,371,315	-8,295,422	-9,219,529
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	1,037,516	995,218	952,920	910,622	868,325	826,027	783,729	698,994	612,385	525,776	439,168
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	542,317	520,353	498,388	476,423	454,458	432,494	410,529	366,600	322,230	277,229	232,228
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	1,004,753	961,649	918,544	875,440	832,335	789,231	746,127	659,918	573,214	485,035	396,855
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	551,439	525,969	500,499	475,029	449,559	424,063	398,123	346,244	294,365	242,130	189,102
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	956,258	918,072	879,886	841,700	803,514	765,328	726,494	648,511	570,528	492,544	414,011
Site 9	Hoo - ALL	Hoo	25,000	375,000	745,154	713,359	681,406	649,453	617,500	585,547	553,593	489,687	425,234	359,914	294,594

Source: HDH (November 2021)

10.42 The analysis reinforces the fact that the delivery of the brownfield sites is likely to be challenging, however, the sites on the Hoo Peninsula have capacity bear affordable housing and substantial levels of developer contributions.

10.43 The above analysis suggests that there is capacity to seek increased levels of affordable housing on the greenfield sites, however it is necessary to consider a lower affordable housing target on the brownfield sites.

Increased Standards

10.44 In Chapters 2 and 8, several areas of higher construction standard are set out. These are tested in the following sections:

Towards Zero Carbon

10.45 In early October 2019, when the initial stage of this project was underway, the Government launched a consultation on 'The Future Homes Standard'. Similarly, in 2019 the Council declared a '*climate change emergency'*, making the move to achieving 'net zero' greenhouse gas emissions a corporate priority. There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building and measures to enable natural ventilation, through to altering the fundamentals of design and construction.

10.46 The Council's preferred policy seeks '*new homes should achieve a 31% carbon reduction'* which is equivalent to the Future Homes Standard Option 2 (see Chapter 8 above). It is assumed that this is a requirement in the appraisals set out above.

10.47 Very approximately, Option 1 would add about 2.5% to the base cost of construction, and Option 2 would add about 3.1% to the base cost of construction. These additional costs have been tested.

Table 10.10a Impact of Increased Construction Standards – Typologies – Higher

30% Affordable Housing

			EUV	BLV	Residual Value		
		Standard			**None**	**Option 1**	**Option 2**
Site 1	Large Green 1,500	Higher	25,000	375,000	1,262,182	1,198,348	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,404,710	1,333,899	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,301,612	1,227,493	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,318,992	1,239,430	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,346,386	1,262,972	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,331,666	1,250,711	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,312,023	1,232,316	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,618,803	1,535,749	1,515,816
Site 9	Green 8	Higher	50,000	400,000	2,739,309	2,626,894	2,599,914
Site 10	Green 6	Higher	50,000	400,000	2,865,535	2,748,015	2,719,810
Site 11	Green 4	Higher	50,000	400,000	2,712,215	2,563,254	2,527,503
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-3,753,037	-4,747,187	-4,988,240
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-4,478,518	-5,555,372	-5,813,817
Site 14	High Density 400	Higher	1,600,000	1,920,000	1,860,365	1,352,956	1,231,178
Site 15	High Density 100	Higher	1,600,000	1,920,000	1,778,538	1,228,970	1,097,073
Site 16	Central HD 400	Higher	3,500,000	4,200,000	1,550,304	1,127,463	1,025,982
Site 17	Central HD 100	Higher	3,500,000	4,200,000	1,482,115	1,024,141	914,228
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,250,705	960,767	891,181
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,244,360	947,981	876,851
Site 20	Brown 300	Higher	1,600,000	1,920,000	706,744	480,609	426,336
Site 21	Brown 80	Higher	1,600,000	1,920,000	665,250	427,230	370,105
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,181,770	935,968	876,976
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	763,807	524,770	467,401
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,293,986	3,038,703	2,977,434
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,538,588	3,260,186	3,193,369
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-2,870,133	-3,331,583	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-419,469	-735,103	-812,088

Source: HDH (November 2021)

Table 10.10b Impact of Increased Construction Standards – Typologies – Lower

30% Affordable Housing

			EUV	BLV	Residual Value		
		Standard			**None**	**Option 1**	**Option 2**
Site 1	Large Green 1,500	Lower	25,000	375,000	1,126,372	1,061,514	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,254,514	1,183,703	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,149,615	1,075,495	1,057,707
Site 4	Green 100	Lower	25,000	375,000	1,069,051	989,488	970,393
Site 5	Green 50	Lower	25,000	375,000	1,086,640	1,003,226	983,207
Site 6	Green 30	Lower	25,000	375,000	1,076,924	995,969	976,539
Site 7	Green 20	Lower	25,000	375,000	1,064,189	984,482	965,352
Site 8	Green 12	Lower	50,000	400,000	1,352,339	1,269,285	1,249,352
Site 9	Green 8	Lower	50,000	400,000	2,739,309	2,626,894	2,599,914
Site 10	Green 6	Lower	50,000	400,000	2,865,535	2,748,015	2,719,810
Site 11	Green 4	Lower	50,000	400,000	2,712,215	2,563,254	2,527,503
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-6,611,206	-7,631,599	-7,876,497
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-7,517,015	-8,606,177	-8,867,892
Site 14	High Density 400	Lower	1,600,000	1,920,000	137,480	-392,807	-520,584
Site 15	High Density 100	Lower	1,600,000	1,920,000	-93,534	-670,174	-808,568
Site 16	Central HD 400	Lower	3,500,000	4,200,000	114,567	-327,339	-433,820
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-77,945	-558,479	-673,807
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,061,568	771,629	702,044
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,052,155	754,736	681,543
Site 20	Brown 300	Lower	1,600,000	1,920,000	556,820	330,685	276,412
Site 21	Brown 80	Lower	1,600,000	1,920,000	508,450	270,430	212,332
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,020,270	774,469	715,477
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	611,947	372,909	315,540
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	3,105,412	2,850,128	2,788,860
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,333,335	3,054,933	2,988,116
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,538,941	-5,001,087	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,734,002	-2,054,773	-2,131,759

Source: HDH (November 2021)

Table 10.10c Impact of Increased Construction Standards – Strategic Sites

30% Affordable Housing

			EUV	BLV	Residual Value		
		Standard			**Base**	**Option 1**	**Option 2**
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,853,072	-3,347,376	-3,466,009
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,542,886	1,337,960	1,288,777
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-2,977,322	-3,642,778	-3,802,487
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	639,420	581,896	568,090
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	336,319	306,397	299,215
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	600,620	542,172	528,116
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	310,556	276,101	267,832
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	594,851	543,071	530,644
Site 9	Hoo - ALL	Hoo	25,000	375,000	445,621	402,238	391,826

Source: HDH (November 2021)

10.48 On the greenfield sites, an increase in the build standards to Option 1 (a 20% reduction in CO_2), would result in a reduction in the Residual Value of about £90,000/ha, and an increase to Option 2 (a 31% reduction in CO_2), would result in a reduction in the Residual Value of about £115,000/ha. The reduction would be substantially more on the higher density schemes.

10.49 Whilst this analysis is interesting, to a large extent this analysis has been overtaken by national changes in policy as the Government has announced its preference to mandate the requirements of the Future Homes Standard Option 2.

Biodiversity Net Gain

10.50 As set out in Chapter 8 above, in March 2019 the Government announced that new developments must deliver an overall increase in biodiversity. In this regard the Council's preferred option is for 20% gain, being 10% above the national requirement (of 10%).

10.51 In addition to the above, the Council is considering a further uplift of 20% over and above the national requirements. We have tested this.

Table 10.11a Impact of Biodiversity Requirements – Typologies – Higher

			EUV	BLV	Residual Value			
		Net Gain			0%	10%	20%	30%
Site 1	Large Green 1,500	Higher	25,000	375,000	1,208,712	1,191,603	1,182,782	1,130,896
Site 2	Large Green 400	Higher	25,000	375,000	1,345,229	1,326,535	1,316,904	1,260,256
Site 3	Green 200	Higher	25,000	375,000	1,239,352	1,219,785	1,209,704	1,150,409
Site 4	Green 100	Higher	25,000	375,000	1,252,160	1,231,155	1,220,334	1,156,684
Site 5	Green 50	Higher	25,000	375,000	1,276,319	1,254,297	1,242,953	1,176,222
Site 6	Green 30	Higher	25,000	375,000	1,263,664	1,242,291	1,231,282	1,166,517
Site 7	Green 20	Higher	25,000	375,000	1,245,069	1,224,026	1,213,186	1,149,420
Site 8	Green 12	Higher	50,000	400,000	1,549,038	1,527,112	1,515,816	1,449,374
Site 9	Green 8	Higher	50,000	400,000	2,644,880	2,615,203	2,599,914	2,509,982
Site 10	Green 6	Higher	50,000	400,000	2,766,818	2,735,793	2,719,810	2,625,795
Site 11	Green 4	Higher	50,000	400,000	2,587,088	2,547,762	2,527,503	2,408,334
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-4,588,123	-4,851,220	-4,988,240	-5,794,241
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-5,383,075	-5,667,365	-5,813,817	-6,675,300
Site 14	High Density 400	Higher	1,600,000	1,920,000	1,434,142	1,300,186	1,231,178	825,251
Site 15	High Density 100	Higher	1,600,000	1,920,000	1,316,901	1,171,815	1,097,073	657,419
Site 16	Central HD 400	Higher	3,500,000	4,200,000	1,195,118	1,083,488	1,025,982	687,709
Site 17	Central HD 100	Higher	3,500,000	4,200,000	1,097,417	976,512	914,228	547,849
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,007,157	930,613	891,181	659,231
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	995,402	917,158	876,851	635,344
Site 20	Brown 300	Higher	1,600,000	1,920,000	516,790	457,090	426,336	245,428
Site 21	Brown 80	Higher	1,600,000	1,920,000	465,313	402,476	370,105	177,741
Site 22	Brown 30	Higher	1,600,000	1,920,000	975,296	910,405	876,976	680,335
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	563,016	499,910	467,401	276,171
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,079,548	3,012,153	2,977,434	2,773,208
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,304,730	3,231,232	3,193,369	2,970,648
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,257,751	-3,379,573	-4,172,647	-3,811,490
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-683,780	-768,463	-1,401,789	-1,068,706

Source: HDH (November 2021)

Table 10.11b Impact of Biodiversity Requirements – Typologies – Lower

			EUV	BLV	Residual Value			
		Net Gain			0%	10%	20%	30%
Site 1	Large Green 1,500	Lower	25,000	375,000	1,071,891	1,054,768	1,045,948	994,061
Site 2	Large Green 400	Lower	25,000	375,000	1,195,033	1,176,339	1,166,708	1,110,060
Site 3	Green 200	Lower	25,000	375,000	1,087,355	1,067,787	1,057,707	998,411
Site 4	Green 100	Lower	25,000	375,000	1,002,218	981,213	970,393	906,742
Site 5	Green 50	Lower	25,000	375,000	1,016,572	994,551	983,207	916,476
Site 6	Green 30	Lower	25,000	375,000	1,008,921	987,549	976,539	911,775
Site 7	Green 20	Lower	25,000	375,000	997,235	976,192	965,352	901,586
Site 8	Green 12	Lower	50,000	400,000	1,282,574	1,260,647	1,249,352	1,182,909
Site 9	Green 8	Lower	50,000	400,000	2,644,880	2,615,203	2,599,914	2,509,982
Site 10	Green 6	Lower	50,000	400,000	2,766,818	2,735,793	2,719,810	2,625,795
Site 11	Green 4	Lower	50,000	400,000	2,587,088	2,547,762	2,527,503	2,408,334
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-7,468,334	-7,737,721	-7,876,497	-8,692,824
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-8,431,700	-8,719,586	-8,867,892	-9,740,275
Site 14	High Density 400	Lower	1,600,000	1,920,000	-307,623	-448,177	-520,584	-946,508
Site 15	High Density 100	Lower	1,600,000	1,920,000	-577,912	-730,145	-808,568	-1,274,275
Site 16	Central HD 400	Lower	3,500,000	4,200,000	-256,352	-373,481	-433,820	-788,757
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-481,593	-608,454	-673,807	-1,061,896
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	818,019	741,476	702,044	470,093
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	803,197	723,019	681,543	436,830
Site 20	Brown 300	Lower	1,600,000	1,920,000	366,866	307,167	276,412	95,504
Site 21	Brown 80	Lower	1,600,000	1,920,000	308,513	245,641	212,332	13,800
Site 22	Brown 30	Lower	1,600,000	1,920,000	813,797	748,906	715,477	514,792
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	411,155	348,049	315,540	124,310
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	2,890,974	2,823,579	2,788,860	2,584,633
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,099,477	3,025,979	2,988,116	2,765,395
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,926,559	-5,049,630	-5,773,727	-5,486,515
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,003,450	-2,088,134	-2,658,405	-2,388,376

Source: HDH (November 2021)

Table 10.11c Impact of Biodiversity Requirements – Strategic Sites

				EUV	BLV	Residual Value				
		Net Gain				0%	10%	20%	30%
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-3,268,288	-3,398,784	-3,466,009	-3,861,453
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,370,748	1,316,647	1,288,777	1,124,836
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-3,536,305	-3,711,985	-3,802,487	-4,334,852
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	591,100	575,913	568,090	522,071
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	311,184	303,285	299,215	275,277
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	551,543	536,081	528,116	481,261
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	281,614	272,518	267,832	239,863
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	551,356	537,686	530,644	489,220
Site 9	Hoo - ALL	Hoo	25,000	375,000	409,180	397,727	391,826	357,120

Source: HDH (November 2021)

10.52 The requirements for increased biodiversity do add to the costs of development. The Council should be cautious in seeking a requirement over and above the 20% proposed.

Enhanced Open Space Standards

10.53 As set out in Chapter 8 above, at the time of the 2019 iteration of this assessment the requirements were still emerging, however the base analysis was based on a requirement for 2.4ha of space per 1,000 residents, calculated assuming an average of 2.46 residents per dwelling. A scenario with a requirement of 5.05ha of space per 1,000 residents was also

tested. These higher requirements are now confirmed, based on the 2.43 residents per dwelling and have formed the basis of the modelling of the typologies (including an allowance of £2,551/dwelling on brownfield sites to reflect the costs of off-site provision). For context, a further set of appraisals has been run based on 2.4ha of open space per 1,000 residents.

Table 10.12a Impact of Enhanced Open Space – Typologies – Higher

					2.4ha per 1,000	5.05ha 1,000
Site 1	Large Green 1,500	Higher	25,000	375,000	1,229,987	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,369,463	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,257,984	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,269,039	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,292,560	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,280,423	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,261,605	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,576,313	1,515,816
Site 9	Green 8	Higher	50,000	400,000	2,599,914	2,599,914
Site 10	Green 6	Higher	50,000	400,000	2,719,810	2,719,810
Site 11	Green 4	Higher	50,000	400,000	2,527,503	2,527,503
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-4,319,845	-4,988,240
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-5,092,478	-5,813,817
Site 14	High Density 400	Higher	1,600,000	1,920,000	1,634,919	1,231,178
Site 15	High Density 100	Higher	1,600,000	1,920,000	1,534,360	1,097,073
Site 16	Central HD 400	Higher	3,500,000	4,200,000	1,362,433	1,025,982
Site 17	Central HD 100	Higher	3,500,000	4,200,000	1,278,633	914,228
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,117,793	891,181
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,107,325	876,851
Site 20	Brown 300	Higher	1,600,000	1,920,000	604,654	426,336
Site 21	Brown 80	Higher	1,600,000	1,920,000	558,551	370,105
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,068,634	876,976
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	670,151	467,401
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	3,169,355	2,977,434
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,391,654	3,193,369
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,123,238	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-560,514	-812,088

Source: HDH (November 2021)

Table 10.12b Impact of Enhanced Open Space – Typologies – Lower

			EUV	BLV	Residual Value	
		Overall Affordable			**2.4ha per 1,000**	**5.05ha 1,000**
Site 1	Large Green 1,500	Lower	25,000	375,000	1,087,692	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,213,272	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,099,920	1,057,707
Site 4	Green 100	Lower	25,000	375,000	1,009,121	970,393
Site 5	Green 50	Lower	25,000	375,000	1,022,447	983,207
Site 6	Green 30	Lower	25,000	375,000	1,015,513	976,539
Site 7	Green 20	Lower	25,000	375,000	1,003,880	965,352
Site 8	Green 12	Lower	50,000	400,000	1,299,214	1,249,352
Site 9	Green 8	Lower	50,000	400,000	2,599,914	2,599,914
Site 10	Green 6	Lower	50,000	400,000	2,719,810	2,719,810
Site 11	Green 4	Lower	50,000	400,000	2,527,503	2,527,503
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-7,192,969	-7,876,497
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-8,137,426	-8,867,892
Site 14	High Density 400	Lower	1,600,000	1,920,000	-96,955	-520,584
Site 15	High Density 100	Lower	1,600,000	1,920,000	-349,740	-808,568
Site 16	Central HD 400	Lower	3,500,000	4,200,000	-80,796	-433,820
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-291,450	-673,807
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	928,656	702,044
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	915,120	681,543
Site 20	Brown 300	Lower	1,600,000	1,920,000	454,731	276,412
Site 21	Brown 80	Lower	1,600,000	1,920,000	401,750	212,332
Site 22	Brown 30	Lower	1,600,000	1,920,000	907,135	715,477
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	518,290	315,540
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	2,980,781	2,788,860
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	3,186,401	2,988,116
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-4,792,046	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-1,879,143	-2,131,759

Source: HDH (November 2021)

10.54 On the greenfield and brownfield sites, an increase to the enhanced open space standard of 5.05ha would result in a reduction in the Residual Value of about £50,000/ha. The reduction is substantially more on the higher density schemes (although these are more likely to be the brownfield sites that are more likely to be making off-site provision).

Affordable Housing and Policy Requirements

10.55 The purpose of the 2019 report was to consider the impact of policy requirements on development viability. The analysis was one of a wide range factors that the Council considered when drawing up and then refining the policies that are now included in the *Pre-Submission Draft Local Plan* (October 2021) which will be included in the next iteration of the emerging Plan. In the sections above, the ability of development to bear a range of costs has

been considered, however the starting point is the current preferred policy requirements that have evolved through the iterative plan-making process.

10.56 These appraisals are based on the following assumptions, although it is timely to note that the base appraisals in the 2019 iteration of the assessment were based on the extant policy requirements, including 25% affordable housing.

10.57 The analysis demonstrates that there is scope to increase the affordable housing requirements to 30% on the greenfield sites, including the Hoo Peninsular Strategic Site. Across Medway, brownfield sites are delivering affordable housing, albeit at low levels, so we recommend that the affordable housing requirement on such sites is reduced to 10%. This is consistent with the above analysis. It accepted that not all sites will be able to bear 10%, so the Council should be cautious about relying on this type of development when assessing its supply of deliverable housing, and when considering (in line with the NPPF) the planning status of sites and commitments made by developers.

10.58 It is timely to mention the planned regeneration of Chatham town centre. Chatham town centre does have challenges and is not thriving. The Council has been undertaking works to improve the public realm and has various regeneration initiatives. This study is undertaken at current costs and values, however we would expect that values will raise as the improvements take effect, and the subsequent increase in the attractiveness of the area and then local house prices. It would not be appropriate to build such increases into a study of this type, however we do recommend that the Council keeps this under review and revisits the policy requirements in due course.

10.59 In this regard we recommend that

a.	Affordable Housing	30% on greenfield sites and 10% on brownfield sites of 10 and larger (51% Affordable Rent, 49% Affordable Home Ownership).
b.	Design	NDSS, 90% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible Water Efficiency Standard, Future Homes Standard Option 2, Car Charging Points 20% Biodiversity Net Gain
c.	Developer Contributions	s106 Typologies £5,000/unit. Strategic Sites as per Chapter 7 above, phased pro-rata over the life of the schemes

	£	£/unit
Chatham Docks	£20,627,700	£5,690
Strood	£8,655,098	£5,628
Chatham	£3,795,497	£5,690
Chattenden		£27,557
Deangate Ridge		£27,557
West of Hoo		£27,557
Station Quarter		£27,557
High Halstow		£27,557
ALL Hoo Peninsula	£255,234,704	£27,557

10.60 The results vary somewhat between the higher and the lower value areas. In both areas the greenfield sites are viable at 30% affordable housing and have a significant capacity to bear developer contributions. In both areas viability is challenging on the brownfield sites. This reflects that Council's experience on the ground where greenfield sites are routinely delivering affordable housing, and whereas brownfield sites are rarely policy compliant. Having said this, brownfield sites are delivering some affordable housing, indicating that a zero target would not be appropriate.

10.61 The Council should be cautious about allocating brownfield sites, particularly in the lower value areas as these are less likely to be forthcoming. Likewise, the Council should be cautious when relying on brownfield sites to deliver housing (for example within the five-year supply assessment) as such sites are clearly challenging to deliver. The exception to this advice is where there is clear evidence (for example from the site promoter) that a policy compliant scheme can be delivered on the site.

10.62 The core balance in a viability assessment is between the provision of affordable housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. In the base analysis it is assumed that the current typical contribution of about £5,000/unit will continue (in the absence of CIL). On this basis, the above analysis suggests that there may be scope to seek CIL from the greenfield sites. This is explored further below.

10.63 The Strategic Sites have been tested individually. The results are broadly consistent with the findings above. As noted earlier, there is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

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

10.64 In this context we particularly highlight paragraph 10-006 of the PPG:

> *... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development*

> *are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....*
>
> *PPG 10-006-20180724*

10.65 In the remainder of this report, it is assumed that the Council accepts the above recommendations, and these form the basis of the remaining analysis. The following tables are directly comparable to these at the start of this chapter and show the results for the appraisals prepared based on the above assumptions.

Table 10.13a Residential Development, – Residual Values, Typologies - Higher

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Higher	Green	Agricultural	61.26	42.86	1,500	1,182,782	1,690,790	72,462,414
Site 2	Large Green 400	Higher	Green	Agricultural	16.34	11.43	400	1,316,904	1,882,518	21,514,493
Site 3	Green 200	Higher	Green	Agricultural	8.17	5.71	200	1,209,704	1,729,275	9,881,573
Site 4	Green 100	Higher	Green	Agricultural	4.08	2.86	100	1,220,334	1,744,471	4,984,203
Site 5	Green 50	Higher	Green	Agricultural	2.04	1.43	50	1,242,953	1,776,805	2,538,292
Site 6	Green 30	Higher	Green	Agricultural	1.23	0.86	30	1,231,282	1,760,120	1,508,674
Site 7	Green 20	Higher	Green	Agricultural	0.82	0.57	20	1,213,186	1,734,252	991,001
Site 8	Green 12	Higher	Green	Paddock	0.49	0.34	12	1,515,816	2,166,863	742,925
Site 9	Green 8	Higher	Green	Paddock	0.23	0.23	8	3,626,550	3,626,550	828,926
Site 10	Green 6	Higher	Green	Paddock	0.17	0.17	6	3,790,791	3,790,791	649,850
Site 11	Green 4	Higher	Green	Paddock	0.11	0.11	4	3,771,571	3,771,571	431,037
Site 12	V High Density 400	Higher	Brown	PDL	1.45	1.45	400	-1,697,503	-1,697,503	-2,469,095
Site 13	V High Density 100	Higher	Brown	PDL	0.36	0.36	100	-2,282,279	-2,282,279	-829,920
Site 14	High Density 400	Higher	Brown	PDL	2.22	2.22	400	3,319,921	3,319,921	7,377,602
Site 15	High Density 100	Higher	Brown	PDL	0.56	0.56	100	3,335,380	3,335,380	1,852,989
Site 16	Central HD 400	Higher	Brown	Town Centre	2.67	2.67	400	2,766,601	2,766,601	7,377,602
Site 17	Central HD 100	Higher	Brown	Town Centre	0.67	0.67	100	2,779,483	2,779,483	1,852,989
Site 18	Medium Density 100	Higher	Brown	PDL	1.05	1.05	100	1,972,177	1,972,177	2,075,976
Site 19	Medium Density 30	Higher	Brown	PDL	0.32	0.32	30	1,987,428	1,987,428	627,609
Site 20	Brown 300	Higher	Brown	PDL	3.80	3.80	300	1,266,860	1,266,860	4,810,860
Site 21	Brown 80	Higher	Brown	PDL	1.01	1.01	80	1,247,873	1,247,873	1,263,669
Site 22	Brown 30	Higher	Brown	PDL	0.38	0.38	30	1,813,299	1,813,299	688,594
Site 23	Small Brown 12	Higher	Brown	PDL	0.15	0.15	12	1,360,017	1,360,017	206,585
Site 24	Small Brown 8	Higher	Brown	PDL	0.10	0.10	8	4,762,174	4,762,174	482,245
Site 25	Small Brown 5	Higher	Brown	PDL	0.06	0.06	5	5,102,559	5,102,559	322,947
Site 26	PRS HD 100	Higher	Brown	PDL	0.83	0.83	100	-3,442,331	-3,442,331	-2,868,609
Site 27	PRS MD 50	Higher	Brown	PDL	0.53	0.53	50	-812,088	-812,088	-427,415

Source: HDH (November 2021)

Table 10.13b Residential Development, – Residual Values, Typologies - Lower

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Lower	Green	Agricultural	61.26	42.86	1,500	1,045,948	1,495,185	64,079,357
Site 2	Large Green 400	Lower	Green	Agricultural	16.34	11.43	400	1,166,708	1,667,813	19,060,715
Site 3	Green 200	Lower	Green	Agricultural	8.17	5.71	200	1,057,707	1,511,994	8,639,968
Site 4	Green 100	Lower	Green	Agricultural	4.08	2.86	100	970,393	1,387,179	3,963,368
Site 5	Green 50	Lower	Green	Agricultural	2.04	1.43	50	983,207	1,405,497	2,007,853
Site 6	Green 30	Lower	Green	Agricultural	1.23	0.86	30	976,539	1,395,965	1,196,542
Site 7	Green 20	Lower	Green	Agricultural	0.82	0.57	20	965,352	1,379,973	788,556
Site 8	Green 12	Lower	Green	Paddock	0.49	0.34	12	1,249,352	1,785,952	612,326
Site 9	Green 8	Lower	Green	Paddock	0.23	0.23	8	3,626,550	3,626,550	828,926
Site 10	Green 6	Lower	Green	Paddock	0.17	0.17	6	3,790,791	3,790,791	649,850
Site 11	Green 4	Lower	Green	Paddock	0.11	0.11	4	3,771,571	3,771,571	431,037
Site 12	V High Density 400	Lower	Brown	PDL	1.45	1.45	400	-5,142,985	-5,142,985	-7,480,705
Site 13	V High Density 100	Lower	Brown	PDL	0.36	0.36	100	-5,987,339	-5,987,339	-2,177,214
Site 14	High Density 400	Lower	Brown	PDL	2.22	2.22	400	1,218,459	1,218,459	2,707,687
Site 15	High Density 100	Lower	Brown	PDL	0.56	0.56	100	1,078,953	1,078,953	599,418
Site 16	Central HD 400	Lower	Brown	Town Centre	2.67	2.67	400	1,015,383	1,015,383	2,707,687
Site 17	Central HD 100	Lower	Brown	Town Centre	0.67	0.67	100	899,127	899,127	599,418
Site 18	Medium Density 100	Lower	Brown	PDL	1.05	1.05	100	1,739,567	1,739,567	1,831,123
Site 19	Medium Density 30	Lower	Brown	PDL	0.32	0.32	30	1,751,402	1,751,402	553,074
Site 20	Brown 300	Lower	Brown	PDL	3.80	3.80	300	1,082,464	1,082,464	4,110,622
Site 21	Brown 80	Lower	Brown	PDL	1.01	1.01	80	1,055,070	1,055,070	1,068,425
Site 22	Brown 30	Lower	Brown	PDL	0.38	0.38	30	1,614,884	1,614,884	613,247
Site 23	Small Brown 12	Lower	Brown	PDL	0.15	0.15	12	1,177,844	1,177,844	178,913
Site 24	Small Brown 8	Lower	Brown	PDL	0.10	0.10	8	4,525,138	4,525,138	458,242
Site 25	Small Brown 5	Lower	Brown	PDL	0.06	0.06	5	4,851,825	4,851,825	307,078
Site 26	PRS HD 100	Lower	Brown	PDL	0.83	0.83	100	-5,113,109	-5,113,109	-4,260,924
Site 27	PRS MD 50	Lower	Brown	PDL	0.53	0.53	50	-2,131,759	-2,131,759	-1,121,978

Source: HDH (November 2021)

Table 10.13c Residential Development, – Residual Values, Strategic Sites

						Area (ha)		Units	Residual Value (£)		
						Gross	Net		Gross ha	Net ha	Site
Site 1	Chatham Docks	Chatham	Brown	Docks		29.37	29.37	3,625	-2,053,668	-2,053,668	-60,316,223
Site 2	Strood SS	Strood	Brown	Urban Mix		18.75	18.75	1,538	2,125,971	2,125,971	39,861,948
Site 3	Chatham SS	Chatham	Browm	Urban Mix		3.84	3.84	667	-1,945,340	-1,945,340	-7,470,104
Site 4	Hoo - Chattenden	Hoo	Mix	Ag / MOD		57.83	33.94	1,188	568,090	967,881	32,852,648
Site 5	Hoo - Deangate Ridge	Hoo	Green	Agricultural		72.29	21.94	768	299,215	985,754	21,630,267
Site 6	Hoo - West of Hoo	Hoo	Green	Agricultural		118.92	88.17	3,086	528,116	712,289	62,803,557
Site 7	Hoo - Station Quarter	Hoo	Green	Agricultural		175.58	97.17	3,401	267,832	483,948	47,025,912
Site 8	Hoo - High Halstow	Hoo	Green	Agricultural		41.86	23.40	819	530,644	949,263	22,212,752
Site 9	Hoo - ALL	Hoo	Green	Agricultural		466.48	264.63	9,262	391,826	690,701	182,779,221

Source: HDH (November 2021)

Table 10.14a Residual Value v Benchmark Land Value. Typologies - Higher					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Higher	25,000	375,000	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,515,816
Site 9	Green 8	Higher	50,000	400,000	3,626,550
Site 10	Green 6	Higher	50,000	400,000	3,790,791
Site 11	Green 4	Higher	50,000	400,000	3,771,571
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-1,697,503
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-2,282,279
Site 14	High Density 400	Higher	1,600,000	1,920,000	3,319,921
Site 15	High Density 100	Higher	1,600,000	1,920,000	3,335,380
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,766,601
Site 17	Central HD 100	Higher	3,500,000	4,200,000	2,779,483
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,972,177
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,987,428
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,266,860
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,247,873
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,813,299
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,360,017
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-812,088

Source: HDH (November 2021)

Table 10.14b Residual Value v Benchmark Land Value. Typologies - Lower					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Lower	25,000	375,000	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,057,707
Site 4	Green 100	Lower	25,000	375,000	970,393
Site 5	Green 50	Lower	25,000	375,000	983,207
Site 6	Green 30	Lower	25,000	375,000	976,539
Site 7	Green 20	Lower	25,000	375,000	965,352
Site 8	Green 12	Lower	50,000	400,000	1,249,352
Site 9	Green 8	Lower	50,000	400,000	3,626,550
Site 10	Green 6	Lower	50,000	400,000	3,790,791
Site 11	Green 4	Lower	50,000	400,000	3,771,571
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-5,142,985
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-5,987,339
Site 14	High Density 400	Lower	1,600,000	1,920,000	1,218,459
Site 15	High Density 100	Lower	1,600,000	1,920,000	1,078,953
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,015,383
Site 17	Central HD 100	Lower	3,500,000	4,200,000	899,127
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,739,567
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,751,402
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,082,464
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,055,070
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,614,884
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,177,844
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,131,759

Source: HDH (November 2021)

Table 10.14c Residual Value v Benchmark Land Value. Strategic Sites					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,053,668
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,125,971
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,945,340
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	568,090
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	299,215
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	528,116
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	267,832
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	530,644
Site 9	Hoo - ALL	Hoo	25,000	375,000	391,826

Source: HDH (November 2021)

Scope for CIL

10.66 As set out at the start of this report, part of the scope of this study is to consider the capacity for CIL. It is timely to note that an important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.

10.67 As set out in Chapter 2 above, CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

> *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between— (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area…..*

10.68 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL.

10.69 This Viability Assessment has been prepared in line with the current CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance.

Neighbouring Authorities

10.70 The rates of CIL introduced by neighbouring local authorities provide interesting contextual information when the Council comes to set its rates of CIL (although each Council must draw on its own evidence base). This information needs to be considered against the neighbouring Councils' wider policies, most importantly their affordable housing targets.

Table 10.15 – Local CIL Rates - Residential		
Council	**Affordable Housing Target**	**CIL**
Gravesham[79]		Currently on hold pending review of decision.
Tonbridge and Malling[80]		No current plans to pursue
Maidstone[81]	Res, Urban – 30% Res, Rural – 40% Res, Strategic – 20% Older Peoples, 20%	Adopted from October 2018. Res, Urban - £93/m^2 Res, Rural - £99/m^2 Res, Strategic - £77/m^2 Older Peoples, - £45/m^2 Retail, convenience, - £150/m^2 Retail comparison (outside town centre) - £75/m^2
Swale[82]		Not being pursued

Source: Council websites (March 2020)

Instalment Policy

10.71 The CIL Guidance sets out:

> *Regulation 70 (as amended by the 2012 and 2013 Regulations) provides for payment by instalment where an instalment policy is in place. Where no instalment policy is in place, payment is due in full at the end of 60 days after development commenced (see Regulation 7, and section 56(4) of the Town and Country Planning Act 1990, for the definition of 'commencement of development').*
>
> *PPG Reference ID: 25-055-20140612*

10.72 In the following analysis it assumed CIL would be paid through the life of the project.

Viability Evidence

10.73 A range of development typologies have been modelled, and from this, the effect of CIL is inferred. The results presented earlier in this chapter consider the impact of the emerging policy requirements. A further set of appraisals have been run with a range of levels of CIL.

10.74 In Chapter 3 above we set out the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site, and sold the units (including provision of any affordable housing that is

[79] https://www.gravesham.gov.uk/home/planning-and-building/local-plan/community-infrastructure-levy-and-planning-obligations

[80] https://www.tmbc.gov.uk/services/planning-and-development/planning/local-development-framework/community-infrastructure-levy

[81] http://www.maidstone.gov.uk/home/primary-services/planning-and-building/primary-areas/community-infrastructure-levy

[82] https://www.swale.gov.uk/local-plan-for-swale/

required). The following tables show the additional profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan, but not the current adopted rates of CIL.

Table 10.16a Additional Profit. Higher					
				£ site	£/m²
Site 1	Large Green 1,500	Agricultural	Green	69,573,660	659
Site 2	Large Green 400	Agricultural	Green	19,837,307	705
Site 3	Green 200	Agricultural	Green	10,025,293	713
Site 4	Green 100	Agricultural	Green	4,111,091	579
Site 5	Green 50	Agricultural	Green	2,053,763	568
Site 6	Green 30	Agricultural	Green	1,209,705	571
Site 7	Green 20	Agricultural	Green	777,012	570
Site 8	Green 12	Paddock	Green	625,964	702
Site 9	Green 8	Paddock	Green	897,447	1,169
Site 10	Green 6	Paddock	Green	700,160	1,179
Site 11	Green 4	Paddock	Green	468,738	1,019
Site 12	V High Density 400	PDL	Brown	-4,175,564	-178
Site 13	V High Density 100	PDL	Brown	-1,104,497	-189
Site 14	High Density 400	PDL	Brown	5,685,578	241
Site 15	High Density 100	PDL	Brown	1,377,125	234
Site 16	Central HD 400	Town Centre	Brown	-2,551,995	-108
Site 17	Central HD 100	Town Centre	Brown	-529,239	-90
Site 18	Medium Density 100	PDL	Brown	669,066	94
Site 19	Medium Density 30	PDL	Brown	200,562	95
Site 20	Brown 300	PDL	Brown	-1,209,473	-57
Site 21	Brown 80	PDL	Brown	-296,423	-53
Site 22	Brown 30	PDL	Brown	136,959	64
Site 23	Small Brown 12	PDL	Brown	-26,922	-36
Site 24	Small Brown 8	PDL	Brown	389,177	541
Site 25	Small Brown 5	PDL	Brown	264,717	557
Site 26	PRS HD 100	PDL	Brown	-4,528,745	-873
Site 27	PRS MD 50	PDL	Brown	-1,260,494	-487

Source: HDH (November 2021)

Table 10.16b Additional Profit. Lower					
				£ site	£/m²
Site 1	Large Green 1,500	Agricultural	Green	57,867,960	548
Site 2	Large Green 400	Agricultural	Green	16,661,173	592
Site 3	Green 200	Agricultural	Green	8,559,241	608
Site 4	Green 100	Agricultural	Green	2,921,456	411
Site 5	Green 50	Agricultural	Green	1,448,931	401
Site 6	Green 30	Agricultural	Green	858,318	405
Site 7	Green 20	Agricultural	Green	548,001	402
Site 8	Green 12	Paddock	Green	478,785	537
Site 9	Green 8	Paddock	Green	897,447	1,169
Site 10	Green 6	Paddock	Green	700,160	1,179
Site 11	Green 4	Paddock	Green	468,738	1,019
Site 12	V High Density 400	PDL	Brown	-9,927,291	-424
Site 13	V High Density 100	PDL	Brown	-2,524,934	-432
Site 14	High Density 400	PDL	Brown	-99,724	-4
Site 15	High Density 100	PDL	Brown	-40,594	-7
Site 16	Central HD 400	Town Centre	Brown	-8,337,297	-354
Site 17	Central HD 100	Town Centre	Brown	-1,929,058	-328
Site 18	Medium Density 100	PDL	Brown	378,137	53
Site 19	Medium Density 30	PDL	Brown	115,465	54
Site 20	Brown 300	PDL	Brown	-2,072,601	-97
Site 21	Brown 80	PDL	Brown	-524,043	-93
Site 22	Brown 30	PDL	Brown	50,926	24
Site 23	Small Brown 12	PDL	Brown	-57,379	-76
Site 24	Small Brown 8	PDL	Brown	361,519	502
Site 25	Small Brown 5	PDL	Brown	246,545	519
Site 26	PRS HD 100	PDL	Brown	-5,952,320	-1,147
Site 27	PRS MD 50	PDL	Brown	-2,168,404	-837

Source: HDH (November 2021)

Table 10.16c Additional Profit. Strategic Sites					
				£ site	£/m2
Site 1	Chatham Docks	Chatham	Brown	-126,830,575	-554
Site 2	Strood SS	Strood	Brown	-44,184,359	-381
Site 3	Chatham SS	Chatham	Brown	-26,868,164	-638
Site 4	Hoo - Chattenden	Hoo	Mix	14,762,474	187
Site 5	Hoo - Deangate Ridge	Hoo	Green	-6,295,962	-123
Site 6	Hoo - West of Hoo	Hoo	Green	32,130,456	157
Site 7	Hoo - Station Quarter	Hoo	Green	-18,421,288	-81
Site 8	Hoo - High Halstow	Hoo	Green	9,442,409	173
Site 9	Hoo - ALL	Hoo	Green	25,730,163	42

Source: HDH (November 2021)

10.75 The additional profit varies considerably. When the additional profit is considered across the area, it can be seen that there is capacity to bear CIL, particularly on the greenfield sites.

10.76 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

> *This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority's area.*
>
> *PPG 25-019-20190901*

10.77 There are no hard and fast rules as to what is or is not an adequate buffer. We would suggest 30% would be appropriate in a market such as Medway. Viability is tested against the BLV plus a 30% cushion.

Table 10.17 Impact of CIL

		CIL	EUV	BLV + Cushion	Residual Value																			
					£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£120	£140	£160	£180	£200	£220	£240
Site 1	Large Green 1,500	Higher	25,000	487,500	1,247,351	1,230,789	1,214,227	1,197,665	1,181,103	1,164,541	1,147,979	1,131,417	1,114,855	1,098,293	1,081,731	1,048,607	1,015,483	982,359	949,235	916,111	882,987	849,863
Site 2	Large Green 400	Higher	25,000	487,500	1,388,257	1,371,706	1,355,154	1,338,602	1,322,051	1,305,499	1,288,947	1,272,396	1,255,844	1,239,292	1,222,741	1,189,637	1,156,534	1,123,431	1,090,327	1,057,224	1,024,121	991,018
Site 3	Green 200	Higher	25,000	487,500	1,284,391	1,267,875	1,251,358	1,234,842	1,218,325	1,201,809	1,185,292	1,168,776	1,152,259	1,135,743	1,119,226	1,086,194	1,053,161	1,020,128	987,095	954,062	921,029	887,996
Site 4	Green 100	Higher	25,000	487,500	1,299,745	1,283,074	1,266,402	1,249,731	1,233,060	1,216,388	1,199,717	1,183,045	1,166,374	1,149,702	1,133,031	1,099,688	1,066,345	1,033,002	999,660	966,317	932,974	899,631
Site 5	Green 50	Higher	25,000	487,500	1,324,010	1,307,045	1,290,080	1,273,115	1,256,150	1,239,185	1,222,220	1,205,255	1,188,290	1,171,325	1,154,361	1,120,431	1,086,501	1,052,571	1,018,641	984,712	950,782	916,852
Site 6	Green 30	Higher	25,000	487,500	1,313,447	1,296,654	1,279,861	1,263,068	1,246,274	1,229,481	1,212,688	1,195,895	1,179,102	1,162,308	1,145,515	1,111,929	1,078,342	1,044,756	1,011,170	977,583	943,997	910,410
Site 7	Green 20	Higher	25,000	487,500	1,294,794	1,278,576	1,262,358	1,246,140	1,229,922	1,213,704	1,197,486	1,181,268	1,165,050	1,148,831	1,132,613	1,100,177	1,067,741	1,035,305	1,002,869	970,432	937,996	905,560
Site 8	Green 12	Higher	50,000	520,000	1,597,982	1,580,541	1,563,100	1,545,660	1,528,219	1,510,778	1,493,337	1,475,896	1,458,455	1,441,014	1,423,573	1,388,691	1,353,810	1,318,928	1,284,046	1,249,164	1,214,282	1,179,401
Site 9	Green 8	Higher	50,000	520,000	3,743,210	3,710,991	3,678,772	3,646,553	3,614,334	3,582,116	3,549,897	3,517,678	3,485,459	3,453,240	3,421,022	3,356,584	3,292,146	3,227,709	3,163,271	3,098,834	3,034,396	2,969,958
Site 10	Green 6	Higher	50,000	520,000	3,909,052	3,875,826	3,842,601	3,809,375	3,776,149	3,742,924	3,709,698	3,676,472	3,643,247	3,610,021	3,576,796	3,510,344	3,443,893	3,377,442	3,310,990	3,244,539	3,178,088	3,111,637
Site 11	Green 4	Higher	50,000	520,000	3,889,833	3,851,237	3,812,642	3,774,046	3,735,451	3,696,855	3,658,260	3,619,664	3,581,069	3,542,474	3,503,878	3,426,687	3,349,496	3,272,306	3,195,115	3,117,924	3,040,733	2,963,542
Site 12	V High Density 400	Higher	1,600,000	2,496,000	-809,520	-971,381	-1,133,242	-1,295,103	-1,456,964	-1,618,825	-1,780,686	-1,942,547	-2,107,820	-2,274,382	-2,440,943	-2,774,067	-3,107,190	-3,440,313	-3,773,436	-4,106,560	-4,439,683	-4,772,806
Site 13	V High Density 100	Higher	1,600,000	2,496,000	-1,312,578	-1,474,439	-1,636,300	-1,798,161	-1,960,022	-2,125,403	-2,291,964	-2,458,526	-2,625,088	-2,791,649	-2,958,211	-3,291,334	-3,624,457	-3,957,581	-4,290,704	-4,623,827	-4,956,950	-5,290,074
Site 14	High Density 400	Higher	1,600,000	2,496,000	3,873,858	3,772,265	3,670,673	3,569,080	3,467,487	3,365,894	3,264,301	3,162,709	3,061,116	2,959,523	2,857,930	2,654,745	2,451,559	2,248,374	2,045,188	1,842,002	1,638,817	1,435,631
Site 15	High Density 100	Higher	1,600,000	2,496,000	3,935,342	3,833,749	3,732,156	3,630,564	3,528,971	3,427,378	3,325,785	3,224,192	3,122,600	3,021,007	2,919,414	2,716,228	2,513,043	2,309,857	2,106,672	1,903,486	1,700,301	1,497,115
Site 16	Central HD 400	Higher	3,500,000	5,460,000	3,228,215	3,143,554	3,058,894	2,974,233	2,889,572	2,804,912	2,720,251	2,635,591	2,550,930	2,466,269	2,381,609	2,212,287	2,042,966	1,873,645	1,704,323	1,535,002	1,365,681	1,196,359
Site 17	Central HD 100	Higher	3,500,000	5,460,000	3,279,452	3,194,791	3,110,130	3,025,470	2,940,809	2,856,148	2,771,488	2,686,827	2,602,166	2,517,506	2,432,845	2,263,524	2,094,202	1,924,881	1,755,560	1,586,239	1,416,917	1,247,596
Site 18	Medium Density 100	Higher	1,600,000	2,496,000	2,283,091	2,218,580	2,154,069	2,089,558	2,025,048	1,960,537	1,896,026	1,831,515	1,767,005	1,702,494	1,637,983	1,508,962	1,379,940	1,250,919	1,121,897	992,876	863,854	734,833
Site 19	Medium Density 30	Higher	1,600,000	2,496,000	2,303,642	2,238,792	2,173,943	2,109,093	2,044,243	1,979,394	1,914,544	1,849,695	1,784,845	1,719,996	1,655,146	1,525,447	1,395,748	1,266,049	1,136,350	1,006,651	876,952	745,966
Site 20	Brown 300	Higher	1,600,000	2,496,000	1,511,515	1,457,778	1,404,041	1,350,305	1,296,568	1,242,831	1,189,095	1,135,358	1,081,621	1,027,884	974,148	866,674	759,201	651,728	544,254	436,781	329,308	221,834
Site 21	Brown 80	Higher	1,600,000	2,496,000	1,506,423	1,452,964	1,399,506	1,346,048	1,292,589	1,239,131	1,185,673	1,132,214	1,078,756	1,025,298	971,840	864,923	758,006	651,090	544,173	437,257	330,340	222,744
Site 22	Brown 30	Higher	1,600,000	2,496,000	2,076,256	2,021,332	1,966,409	1,911,485	1,856,562	1,801,638	1,746,715	1,691,792	1,636,868	1,581,945	1,527,021	1,417,174	1,307,328	1,197,481	1,087,634	977,787	867,940	758,093
Site 23	Small Brown 12	Higher	1,600,000	2,496,000	1,632,817	1,583,709	1,534,602	1,485,495	1,436,387	1,387,280	1,338,172	1,289,065	1,239,958	1,190,850	1,141,743	1,043,528	944,482	844,332	744,182	644,032	543,882	443,731
Site 24	Small Brown 8	Higher	1,600,000	2,496,000	5,025,490	4,957,313	4,889,136	4,820,959	4,752,781	4,684,604	4,616,427	4,548,249	4,480,072	4,411,895	4,343,718	4,207,363	4,071,008	3,934,654	3,798,299	3,661,945	3,525,590	3,389,236
Site 25	Small Brown 5	Higher	1,600,000	2,496,000	5,366,944	5,294,979	5,223,015	5,151,050	5,079,085	5,007,120	4,935,155	4,863,190	4,791,225	4,719,260	4,647,295	4,503,365	4,359,436	4,215,506	4,071,576	3,926,998	3,778,897	3,630,795
Site 26	PRS HD 100	Higher	1,600,000	2,496,000	-3,004,532	-3,068,995	-3,133,459	-3,197,923	-3,262,387	-3,326,850	-3,391,314	-3,455,778	-3,520,242	-3,584,705	-3,649,169	-3,778,096	-3,907,024	-4,035,951	-4,164,879	-4,293,806	-4,422,734	-4,551,661
Site 27	PRS MD 50	Higher	1,600,000	2,496,000	-469,191	-519,394	-569,597	-620,483	-672,145	-723,807	-775,469	-827,131	-878,793	-930,455	-982,117	-1,085,441	-1,188,765	-1,292,089	-1,395,413	-1,498,737	-1,602,061	-1,705,385

		CIL	EUV	BLV + Cushion	Residual Value																			
					£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£120	£140	£160	£180	£200	£220	£240
Site 1	Large Green 1,500	Lower	25,000	487,500	1,111,261	1,094,699	1,078,137	1,061,575	1,045,013	1,028,450	1,011,888	995,326	978,764	962,202	945,640	912,516	879,392	846,268	813,144	780,020	746,896	713,772
Site 2	Large Green 400	Lower	25,000	487,500	1,238,061	1,221,510	1,204,958	1,188,406	1,171,855	1,155,303	1,138,751	1,122,200	1,105,648	1,089,096	1,072,545	1,039,441	1,006,338	973,235	940,131	907,028	873,925	840,821
Site 3	Green 200	Lower	25,000	487,500	1,132,394	1,115,877	1,099,361	1,082,844	1,066,328	1,049,811	1,033,295	1,016,778	1,000,262	983,745	967,229	934,196	901,163	868,130	835,097	802,064	769,031	735,998
Site 4	Green 100	Lower	25,000	487,500	1,049,803	1,033,132	1,016,461	999,789	983,118	966,446	949,775	933,103	916,432	899,761	883,089	849,746	816,403	783,061	749,718	716,375	683,032	649,689
Site 5	Green 50	Lower	25,000	487,500	1,064,263	1,047,298	1,030,334	1,013,369	996,404	979,439	962,474	945,509	928,544	911,579	894,614	860,685	826,755	792,825	758,895	724,965	691,036	657,106
Site 6	Green 30	Lower	25,000	487,500	1,058,705	1,041,912	1,025,119	1,008,325	991,532	974,739	957,946	941,153	924,359	907,566	890,773	857,186	823,600	790,014	756,427	722,841	689,254	655,668
Site 7	Green 20	Lower	25,000	487,500	1,046,960	1,030,742	1,014,524	998,306	982,088	965,870	949,652	933,434	917,215	900,997	884,779	852,343	819,907	787,471	755,034	722,598	690,162	657,726
Site 8	Green 12	Lower	50,000	520,000	1,331,518	1,314,077	1,296,636	1,279,195	1,261,754	1,244,313	1,226,873	1,209,432	1,191,991	1,174,550	1,157,109	1,122,227	1,087,345	1,052,463	1,017,582	982,700	947,818	912,936
Site 9	Green 8	Lower	50,000	520,000	3,743,210	3,710,991	3,678,772	3,646,553	3,614,334	3,582,116	3,549,897	3,517,678	3,485,459	3,453,240	3,421,022	3,356,584	3,292,146	3,227,709	3,163,271	3,098,834	3,034,396	2,969,958
Site 10	Green 6	Lower	50,000	520,000	3,909,052	3,875,826	3,842,601	3,809,375	3,776,149	3,742,924	3,709,698	3,676,472	3,643,247	3,610,021	3,576,796	3,510,344	3,443,893	3,377,442	3,310,990	3,244,539	3,178,088	3,111,637
Site 11	Green 4	Lower	50,000	520,000	3,889,833	3,851,237	3,812,642	3,774,046	3,735,451	3,696,855	3,658,260	3,619,664	3,581,069	3,542,474	3,503,878	3,426,687	3,349,496	3,272,306	3,195,115	3,117,924	3,040,733	2,963,542
Site 12	V High Density 400	Lower	1,600,000	2,496,000	-4,225,933	-4,392,495	-4,559,056	-4,725,618	-4,892,518	-5,061,388	-5,230,258	-5,399,128	-5,567,997	-5,736,867	-5,905,737	-6,243,477	-6,581,217	-6,918,956	-7,256,696	-7,594,436	-7,932,176	-8,269,915
Site 13	V High Density 100	Lower	1,600,000	2,496,000	-4,997,654	-5,164,216	-5,330,777	-5,497,339	-5,663,901	-5,830,462	-5,997,024	-6,163,586	-6,330,147	-6,496,709	-6,663,271	-6,996,394	-7,329,517	-7,662,640	-7,995,764	-8,332,885	-8,670,624	-9,008,364
Site 14	High Density 400	Lower	1,600,000	2,496,000	1,772,396	1,670,803	1,569,211	1,467,618	1,366,025	1,264,432	1,162,840	1,061,247	959,654	858,061	756,468	553,283	350,097	146,912	-63,701	-276,896	-490,091	-703,285
Site 15	High Density 100	Lower	1,600,000	2,496,000	1,678,915	1,577,322	1,475,729	1,374,136	1,272,543	1,170,951	1,069,358	967,765	866,172	764,579	662,987	459,801	250,636	37,441	-175,753	-388,948	-602,143	-815,338
Site 16	Central HD 400	Lower	3,500,000	5,460,000	1,476,997	1,392,336	1,307,676	1,223,015	1,138,354	1,053,694	969,033	884,372	799,712	715,051	630,390	461,069	291,748	122,426	-53,084	-230,747	-408,409	-586,071
Site 17	Central HD 100	Lower	3,500,000	5,460,000	1,389,095	1,314,435	1,229,774	1,145,113	1,060,453	975,792	891,132	806,471	721,810	637,150	552,489	383,168	208,863	31,201	-146,461	-324,123	-501,786	-679,448
Site 18	Medium Density 100	Lower	1,600,000	2,496,000	2,050,481	1,985,970	1,921,459	1,856,948	1,792,438	1,727,927	1,663,416	1,598,905	1,534,395	1,469,884	1,405,373	1,276,352	1,147,330	1,018,309	889,287	760,266	631,244	502,223
Site 19	Medium Density 30	Lower	1,600,000	2,496,000	2,067,616	2,002,766	1,937,917	1,873,067	1,808,217	1,743,368	1,678,518	1,613,669	1,548,819	1,483,970	1,419,120	1,289,421	1,159,722	1,030,023	900,324	770,015	636,557	503,098
Site 20	Brown 300	Lower	1,600,000	2,496,000	1,327,119	1,273,382	1,219,645	1,165,908	1,112,172	1,058,435	1,004,698	950,962	897,225	843,488	789,752	682,278	574,805	467,332	359,858	252,385	144,911	36,558
Site 21	Brown 80	Lower	1,600,000	2,496,000	1,313,619	1,260,161	1,206,703	1,153,244	1,099,786	1,046,328	992,869	939,411	885,953	832,495	779,036	672,120	565,203	458,286	351,370	244,383	134,096	21,913
Site 22	Brown 30	Lower	1,600,000	2,496,000	1,877,841	1,822,917	1,767,994	1,713,070	1,658,147	1,603,223	1,548,300	1,493,377	1,438,453	1,383,530	1,328,606	1,218,759	1,108,913	999,066	889,219	779,372	669,525	556,819
Site 23	Small Brown 12	Lower	1,600,000	2,496,000	1,450,644	1,401,536	1,352,429	1,303,322	1,254,214	1,205,107	1,155,999	1,106,892	1,057,785	1,008,677	959,019	858,869	758,719	658,569	558,419	458,269	358,119	257,969
Site 24	Small Brown 8	Lower	1,600,000	2,496,000	4,788,454	4,720,277	4,652,100	4,583,923	4,515,745	4,447,568	4,379,391	4,311,213	4,243,036	4,174,859	4,106,682	3,970,327	3,833,972	3,697,618	3,561,263	3,424,909	3,288,554	3,152,200
Site 25	Small Brown 5	Lower	1,600,000	2,496,000	5,116,210	5,044,246	4,972,281	4,900,316	4,828,351	4,756,386	4,684,421	4,612,456	4,540,491	4,468,526	4,396,561	4,252,631	4,108,702	3,964,772	3,817,098	3,668,997	3,520,895	3,372,793
Site 26	PRS HD 100	Lower	1,600,000	2,496,000	-4,673,340	-4,737,804	-4,802,267	-4,866,731	-4,931,702	-4,997,059	-5,062,416	-5,127,773	-5,193,131	-5,258,488	-5,323,845	-5,454,559	-5,585,273	-5,715,987	-5,846,701	-5,977,415	-6,108,130	-6,238,844
Site 27	PRS MD 50	Lower	1,600,000	2,496,000	-1,785,168	-1,836,830	-1,888,492	-1,940,154	-1,991,816	-2,043,478	-2,095,140	-2,146,802	-2,198,464	-2,250,126	-2,301,788	-2,405,111	-2,508,435	-2,611,759	-2,715,083	-2,818,407	-2,921,731	-3,025,055

Source: HDH (November 2021)

10.78 Based on this analysis all the greenfield sites are able to bear CIL in excess of £240/m^2 or so.

10.79 There is limited capacity for the brownfield sites to bear CIL.

CIL as a proportion of Land Value and Gross Development Value

10.80 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.

10.81 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination[83]. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL. It is important to note that a wide-ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so. The following tables show CIL, at a range of rates, as a percentage of the Residual Value.

[83] Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

Table 10.18 CIL as Percentage of Residual Value

		CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£120	£140	£160	£180	£200	£220	£240
Site 1	Large Green 1,500	Higher	0.0%	1.4%	2.8%	4.3%	5.8%	7.4%	9.0%	10.7%	12.4%	14.1%	15.9%	19.7%	23.8%	28.1%	32.7%	37.6%	42.9%	48.7%
Site 2	Large Green 400	Higher	0.0%	1.3%	2.5%	3.9%	5.2%	6.6%	8.0%	9.5%	11.0%	12.5%	14.1%	17.4%	20.9%	24.5%	28.4%	32.6%	37.0%	41.7%
Site 3	Green 200	Higher	0.0%	1.4%	2.8%	4.2%	5.7%	7.2%	8.7%	10.3%	12.0%	13.6%	15.4%	19.0%	22.9%	27.0%	31.4%	36.1%	41.1%	46.6%
Site 4	Green 100	Higher	0.0%	1.4%	2.7%	4.2%	5.6%	7.1%	8.7%	10.3%	11.9%	13.6%	15.3%	19.0%	22.8%	26.9%	31.3%	36.0%	41.0%	46.4%
Site 5	Green 50	Higher	0.0%	1.4%	2.7%	4.2%	5.6%	7.1%	8.7%	10.3%	11.9%	13.6%	15.3%	18.9%	22.8%	26.9%	31.3%	35.9%	40.9%	46.3%
Site 6	Green 30	Higher	0.0%	1.3%	2.7%	4.1%	5.5%	7.0%	8.5%	10.1%	11.7%	13.4%	15.1%	18.6%	22.4%	26.5%	30.8%	35.3%	40.3%	45.5%
Site 7	Green 20	Higher	0.0%	1.3%	2.6%	4.0%	5.4%	6.9%	8.4%	9.9%	11.5%	13.1%	14.7%	18.2%	21.9%	25.8%	29.9%	34.4%	39.1%	44.2%
Site 8	Green 12	Higher	0.0%	1.2%	2.3%	3.5%	4.8%	6.0%	7.3%	8.6%	10.0%	11.4%	12.8%	15.7%	18.8%	22.1%	25.5%	29.1%	33.0%	37.0%
Site 9	Green 8	Higher	0.0%	0.9%	1.8%	2.8%	3.7%	4.7%	5.7%	6.7%	7.7%	8.8%	9.8%	12.0%	14.3%	16.7%	19.1%	21.7%	24.4%	27.2%
Site 10	Green 6	Higher	0.0%	0.9%	1.8%	2.7%	3.7%	4.6%	5.6%	6.6%	7.6%	8.6%	9.7%	11.8%	14.1%	16.4%	18.8%	21.4%	24.0%	26.7%
Site 11	Green 4	Higher	0.0%	1.0%	2.1%	3.2%	4.3%	5.4%	6.6%	7.8%	9.0%	10.2%	11.5%	14.1%	16.8%	19.7%	22.7%	25.8%	29.1%	32.6%
Site 12	V High Density 400	Lower	0.0%	-3.7%	-7.1%	-10.2%	-13.2%	-15.9%	-18.5%	-20.9%	-23.1%	-25.2%	-27.2%	-30.9%	-34.2%	-37.2%	-39.9%	-42.4%	-44.6%	-46.7%
Site 13	V High Density 100	Lower	0.0%	-3.1%	-6.0%	-8.8%	-11.4%	-13.8%	-16.1%	-18.3%	-20.3%	-22.3%	-24.1%	-27.6%	-30.7%	-33.6%	-36.2%	-38.6%	-40.8%	-42.9%
Site 14	High Density 400	Lower	0.0%	6.3%	13.5%	21.7%	31.0%	41.9%	54.7%	69.9%	88.3%	111.1%	140.1%	229.8%	423.7%	1153.9%	-2993.8%	-765.3%	-475.6%	-361.6%
Site 15	High Density 100	Lower	0.0%	6.7%	14.4%	23.1%	33.3%	45.2%	59.4%	76.6%	97.9%	124.7%	159.8%	276.5%	591.8%	4527.5%	-1085.1%	-544.8%	-387.1%	-311.9%
Site 16	Central HD 400	Lower	0.0%	6.3%	13.5%	21.7%	31.0%	41.9%	54.7%	69.9%	88.3%	111.1%	140.1%	229.8%	423.7%	1153.9%	-2993.8%	-765.3%	-475.6%	-361.6%
Site 17	Central HD 100	Lower	0.0%	6.7%	14.4%	23.1%	33.3%	45.2%	59.4%	76.6%	97.9%	124.7%	159.8%	276.5%	591.8%	4527.5%	-1085.1%	-544.8%	-387.1%	-311.9%
Site 18	Medium Density 100	Lower	0.0%	3.4%	7.0%	10.9%	15.0%	19.5%	24.3%	29.5%	35.1%	41.2%	47.9%	63.3%	82.1%	105.7%	136.2%	177.0%	234.5%	321.5%
Site 19	Medium Density 30	Lower	0.0%	3.4%	6.9%	10.8%	14.9%	19.3%	24.0%	29.1%	34.7%	40.7%	47.3%	62.5%	81.1%	104.4%	134.3%	174.5%	232.2%	320.5%
Site 20	Brown 300	Lower	0.0%	4.4%	9.2%	14.4%	20.2%	26.5%	33.5%	41.3%	50.0%	59.8%	71.0%	98.6%	136.5%	191.9%	280.3%	444.1%	850.8%	3679.0%
Site 21	Brown 80	Lower	0.0%	4.4%	9.2%	14.5%	20.3%	26.6%	33.7%	41.5%	50.3%	60.3%	71.6%	99.5%	138.1%	194.6%	285.6%	456.3%	914.6%	6106.0%
Site 22	Brown 30	Lower	0.0%	3.1%	6.4%	9.9%	13.6%	17.6%	21.9%	26.5%	31.4%	36.8%	42.5%	55.6%	71.3%	90.5%	114.4%	145.0%	185.7%	243.6%
Site 23	Small Brown 12	Lower	0.0%	3.6%	7.4%	11.5%	15.9%	20.6%	25.8%	31.5%	37.6%	44.4%	51.9%	69.5%	91.8%	120.9%	160.4%	217.2%	305.7%	463.0%
Site 24	Small Brown 8	Lower	0.0%	1.5%	3.1%	4.7%	6.3%	8.0%	9.7%	11.5%	13.4%	15.3%	17.3%	21.5%	26.0%	30.8%	35.9%	41.5%	47.6%	54.1%
Site 25	Small Brown 5	Lower	0.0%	1.5%	3.0%	4.6%	6.2%	7.9%	9.6%	11.4%	13.2%	15.1%	17.1%	21.2%	25.6%	30.3%	35.4%	40.9%	46.9%	53.4%
Site 26	PRS HD 100	Lower	0.0%	-1.3%	-2.6%	-3.8%	-5.1%	-6.2%	-7.4%	-8.5%	-9.6%	-10.7%	-11.7%	-13.7%	-15.6%	-17.4%	-19.2%	-20.8%	-22.4%	-24.0%
Site 27	PRS MD 50	Lower	0.0%	-2.7%	-5.2%	-7.6%	-9.9%	-12.0%	-14.1%	-16.1%	-17.9%	-19.7%	-21.4%	-24.6%	-27.5%	-30.2%	-32.6%	-34.9%	-37.1%	-39.1%
		CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£120	£140	£160	£180	£200	£220	£240
Site 1	Large Green 1,500	Lower	0.0%	1.6%	3.2%	4.9%	6.6%	8.4%	10.2%	12.1%	14.1%	16.1%	18.2%	22.7%	27.4%	32.6%	38.2%	44.2%	50.8%	58.0%
Site 2	Large Green 400	Lower	0.0%	1.4%	2.9%	4.3%	5.9%	7.5%	9.1%	10.7%	12.5%	14.2%	16.1%	19.9%	24.0%	28.3%	33.0%	38.0%	43.4%	49.2%
Site 3	Green 200	Lower	0.0%	1.5%	3.1%	4.8%	6.5%	8.2%	10.0%	11.9%	13.8%	15.8%	17.8%	22.1%	26.8%	31.7%	37.1%	43.0%	49.3%	56.2%
Site 4	Green 100	Lower	0.0%	1.7%	3.4%	5.2%	7.1%	9.0%	11.0%	13.0%	15.2%	17.4%	19.7%	24.6%	29.8%	35.5%	41.7%	48.5%	56.0%	64.2%
Site 5	Green 50	Lower	0.0%	1.7%	3.4%	5.2%	7.1%	9.0%	11.0%	13.1%	15.2%	17.5%	19.8%	24.7%	30.0%	35.7%	42.0%	48.8%	56.3%	64.6%
Site 6	Green 30	Lower	0.0%	1.7%	3.4%	5.1%	7.0%	8.9%	10.8%	12.9%	15.0%	17.1%	19.4%	24.2%	29.4%	35.0%	41.1%	47.8%	55.1%	63.2%
Site 7	Green 20	Lower	0.0%	1.6%	3.3%	5.0%	6.8%	8.6%	10.5%	12.5%	14.6%	16.7%	18.9%	23.5%	28.5%	33.9%	39.8%	46.2%	53.2%	60.9%
Site 8	Green 12	Lower	0.0%	1.4%	2.8%	4.3%	5.8%	7.3%	8.9%	10.5%	12.2%	13.9%	15.7%	19.4%	23.4%	27.7%	32.2%	37.0%	42.2%	47.8%
Site 9	Green 8	Lower	0.0%	0.9%	1.8%	2.8%	3.7%	4.7%	5.7%	6.7%	7.7%	8.8%	9.8%	12.0%	14.3%	16.7%	19.1%	21.7%	24.4%	27.2%
Site 10	Green 6	Lower	0.0%	0.9%	1.8%	2.7%	3.7%	4.6%	5.6%	6.6%	7.6%	8.6%	9.7%	11.8%	14.1%	16.4%	18.8%	21.4%	24.0%	26.7%
Site 11	Green 4	Lower	0.0%	1.0%	2.1%	3.2%	4.3%	5.4%	6.6%	7.8%	9.0%	10.2%	11.5%	14.1%	16.8%	19.7%	22.7%	25.8%	29.1%	32.6%
Site 12	V High Density 400	Lower	0.0%	-3.7%	-7.1%	-10.2%	-13.2%	-15.9%	-18.5%	-20.9%	-23.1%	-25.2%	-27.2%	-30.9%	-34.2%	-37.2%	-39.9%	-42.4%	-44.6%	-46.7%
Site 13	V High Density 100	Lower	0.0%	-3.1%	-6.0%	-8.8%	-11.4%	-13.8%	-16.1%	-18.3%	-20.3%	-22.3%	-24.1%	-27.6%	-30.7%	-33.6%	-36.2%	-38.6%	-40.8%	-42.9%
Site 14	High Density 400	Lower	0.0%	6.3%	13.5%	21.7%	31.0%	41.9%	54.7%	69.9%	88.3%	111.1%	140.1%	229.8%	423.7%	1153.9%	-2993.8%	-765.3%	-475.6%	-361.6%
Site 15	High Density 100	Lower	0.0%	6.7%	14.4%	23.1%	33.3%	45.2%	59.4%	76.6%	97.9%	124.7%	159.8%	276.5%	591.8%	4527.5%	-1085.1%	-544.8%	-387.1%	-311.9%
Site 16	Central HD 400	Lower	0.0%	6.3%	13.5%	21.7%	31.0%	41.9%	54.7%	69.9%	88.3%	111.1%	140.1%	229.8%	423.7%	1153.9%	-2993.8%	-765.3%	-475.6%	-361.6%
Site 17	Central HD 100	Lower	0.0%	6.7%	14.4%	23.1%	33.3%	45.2%	59.4%	76.6%	97.9%	124.7%	159.8%	276.5%	591.8%	4527.5%	-1085.1%	-544.8%	-387.1%	-311.9%
Site 18	Medium Density 100	Lower	0.0%	3.4%	7.0%	10.9%	15.0%	19.5%	24.3%	29.5%	35.1%	41.2%	47.9%	63.3%	82.1%	105.7%	136.2%	177.0%	234.5%	321.5%
Site 19	Medium Density 30	Lower	0.0%	3.4%	6.9%	10.8%	14.9%	19.3%	24.0%	29.1%	34.7%	40.7%	47.3%	62.5%	81.1%	104.4%	134.3%	174.5%	232.2%	320.5%
Site 20	Brown 300	Lower	0.0%	4.4%	9.2%	14.4%	20.2%	26.5%	33.5%	41.3%	50.0%	59.8%	71.0%	98.6%	136.5%	191.9%	280.3%	444.1%	850.8%	3679.0%
Site 21	Brown 80	Lower	0.0%	4.4%	9.2%	14.5%	20.3%	26.6%	33.7%	41.5%	50.3%	60.3%	71.6%	99.5%	138.1%	194.6%	285.6%	456.3%	914.6%	6106.0%
Site 22	Brown 30	Lower	0.0%	3.1%	6.4%	9.9%	13.6%	17.6%	21.9%	26.5%	31.4%	36.8%	42.5%	55.6%	71.3%	90.5%	114.4%	145.0%	185.7%	243.6%
Site 23	Small Brown 12	Lower	0.0%	3.6%	7.4%	11.5%	15.9%	20.6%	25.8%	31.5%	37.6%	44.4%	51.9%	69.5%	91.8%	120.9%	160.4%	217.2%	305.7%	463.0%
Site 24	Small Brown 8	Lower	0.0%	1.5%	3.1%	4.7%	6.3%	8.0%	9.7%	11.5%	13.4%	15.3%	17.3%	21.5%	26.0%	30.8%	35.9%	41.5%	47.6%	54.1%
Site 25	Small Brown 5	Lower	0.0%	1.5%	3.0%	4.6%	6.2%	7.9%	9.6%	11.4%	13.2%	15.1%	17.1%	21.2%	25.6%	30.3%	35.4%	40.9%	46.9%	53.4%
Site 26	PRS HD 100	Lower	0.0%	-1.3%	-2.6%	-3.8%	-5.1%	-6.2%	-7.4%	-8.5%	-9.6%	-10.7%	-11.7%	-13.7%	-15.6%	-17.4%	-19.2%	-20.8%	-22.4%	-24.0%
Site 27	PRS MD 50	Lower	0.0%	-2.7%	-5.2%	-7.6%	-9.9%	-12.0%	-14.1%	-16.1%	-17.9%	-19.7%	-21.4%	-24.6%	-27.5%	-30.2%	-32.6%	-34.9%	-37.1%	-39.1%

Source: HDH (November 2021)

10.82 This analysis suggests that £100/m^2 may be an appropriate maximum rate of CIL on the greenfield sites.

10.83 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the developer's return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.

Table 10.19 CIL as Percentage of GDV

		CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£120	£140	£160	£180	£200	£220	£240
Site 1	Large Green 1,500	Higher	0.0%	0.2%	0.4%	0.6%	0.9%	1.1%	1.3%	1.5%	1.7%	1.9%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.7%	5.2%
Site 2	Large Green 400	Higher	0.0%	0.2%	0.4%	0.6%	0.9%	1.1%	1.3%	1.5%	1.7%	1.9%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.7%	5.2%
Site 3	Green 200	Higher	0.0%	0.2%	0.4%	0.6%	0.9%	1.1%	1.3%	1.5%	1.7%	1.9%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.7%	5.2%
Site 4	Green 100	Higher	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.5%	1.7%	2.0%	2.2%	2.6%	3.1%	3.5%	3.9%	4.4%	4.8%	5.2%
Site 5	Green 50	Higher	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.5%	1.7%	2.0%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.8%	5.2%
Site 6	Green 30	Higher	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.5%	1.8%	2.0%	2.2%	2.6%	3.1%	3.5%	4.0%	4.4%	4.8%	5.3%
Site 7	Green 20	Higher	0.0%	0.2%	0.4%	0.6%	0.9%	1.1%	1.3%	1.5%	1.7%	1.9%	2.1%	2.6%	3.0%	3.4%	3.9%	4.3%	4.7%	5.1%
Site 8	Green 12	Higher	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.6%	1.8%	2.0%	2.2%	2.7%	3.1%	3.6%	4.0%	4.4%	4.9%	5.3%
Site 9	Green 8	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 10	Green 6	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 11	Green 4	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 12	V High Density 400	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 13	V High Density 100	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 14	High Density 400	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 15	High Density 100	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 16	Central HD 400	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 17	Central HD 100	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 18	Medium Density 100	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 19	Medium Density 30	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 20	Brown 300	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 21	Brown 80	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 22	Brown 30	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 23	Small Brown 12	Higher	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.8%	6.3%
Site 24	Small Brown 8	Higher	0.0%	0.3%	0.6%	0.8%	1.1%	1.4%	1.7%	1.9%	2.2%	2.5%	2.8%	3.3%	3.9%	4.4%	5.0%	5.6%	6.1%	6.7%
Site 25	Small Brown 5	Higher	0.0%	0.3%	0.6%	0.8%	1.1%	1.4%	1.7%	1.9%	2.2%	2.5%	2.8%	3.3%	3.9%	4.4%	5.0%	5.6%	6.1%	6.7%
Site 26	PRS HD 100	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
Site 27	PRS MD 50	Higher	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.4%	2.6%	3.2%	3.7%	4.2%	4.7%	5.3%	5.8%	6.3%
		CIL	**£0**	**£10**	**£20**	**£30**	**£40**	**£50**	**£60**	**£70**	**£80**	**£90**	**£100**	**£120**	**£140**	**£160**	**£180**	**£200**	**£220**	**£240**
Site 1	Large Green 1,500	Lower	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.6%	1.8%	2.0%	2.2%	2.7%	3.1%	3.6%	4.0%	4.5%	4.9%	5.3%
Site 2	Large Green 400	Lower	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.6%	1.8%	2.0%	2.2%	2.7%	3.1%	3.6%	4.0%	4.5%	4.9%	5.3%
Site 3	Green 200	Lower	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.6%	1.8%	2.0%	2.2%	2.7%	3.1%	3.6%	4.0%	4.5%	4.9%	5.3%
Site 4	Green 100	Lower	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.1%	2.3%	2.7%	3.2%	3.7%	4.1%	4.6%	5.0%	5.5%
Site 5	Green 50	Lower	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.1%	2.3%	2.7%	3.2%	3.6%	4.1%	4.6%	5.0%	5.5%
Site 6	Green 30	Lower	0.0%	0.2%	0.5%	0.7%	0.9%	1.2%	1.4%	1.6%	1.8%	2.1%	2.3%	2.8%	3.2%	3.7%	4.2%	4.6%	5.1%	5.5%
Site 7	Green 20	Lower	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.0%	2.3%	2.7%	3.2%	3.6%	4.1%	4.5%	5.0%	5.4%
Site 8	Green 12	Lower	0.0%	0.2%	0.5%	0.7%	0.9%	1.2%	1.4%	1.6%	1.9%	2.1%	2.3%	2.8%	3.3%	3.7%	4.2%	4.7%	5.1%	5.6%
Site 9	Green 8	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 10	Green 6	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 11	Green 4	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	5.5%	6.0%
Site 12	V High Density 400	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 13	V High Density 100	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 14	High Density 400	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 15	High Density 100	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 16	Central HD 400	Lower	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 17	Central HD 100	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.8%	2.1%	2.3%	2.6%	3.1%	3.7%	4.2%	4.7%	5.2%	5.7%	6.3%
Site 18	Medium Density 100	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 19	Medium Density 30	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 20	Brown 300	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 21	Brown 80	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 22	Brown 30	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 23	Small Brown 12	Lower	0.0%	0.3%	0.5%	0.8%	1.1%	1.3%	1.6%	1.9%	2.1%	2.4%	2.7%	3.2%	3.7%	4.3%	4.8%	5.3%	5.9%	6.4%
Site 24	Small Brown 8	Lower	0.0%	0.3%	0.6%	0.8%	1.1%	1.4%	1.7%	2.0%	2.3%	2.5%	2.8%	3.4%	3.9%	4.5%	5.1%	5.6%	6.2%	6.8%
Site 25	Small Brown 5	Lower	0.0%	0.3%	0.6%	0.8%	1.1%	1.4%	1.7%	2.0%	2.3%	2.5%	2.8%	3.4%	3.9%	4.5%	5.1%	5.6%	6.2%	6.8%
Site 26	PRS HD 100	Lower	0.0%	0.3%	0.6%	0.9%	1.2%	1.5%	1.7%	2.0%	2.3%	2.6%	2.9%	3.5%	4.1%	4.6%	5.2%	5.8%	6.4%	7.0%
Site 27	PRS MD 50	Lower	0.0%	0.3%	0.6%	0.9%	1.2%	1.5%	1.7%	2.0%	2.3%	2.6%	2.9%	3.5%	4.1%	4.6%	5.2%	5.8%	6.4%	7.0%

Source: HDH (November 2021)

10.84 This test does not further constrain the suggested rate of CIL.

Self and Custom Build

10.85 The Council does not require a specific amount of self-build plots. For illustrative purposes we have considered a 5% requirement on sites of 20 units and larger. It is assumed that this policy would be implemented on a 'whole plot' basis, so sites over 20 units would be required to provide 1 plot, sites over 40 units would be required to provide 2 plots and so on.

10.86 If a developer is to sell a plot as a serviced self-build plot, they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom-build plot (i.e. where the developer designs and builds to the buyer's design and specifications) they would receive a payment for the land, the costs of construction and the price paid would incorporate the developer's return. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot. The developer's return per plot is generally in the £40,000 to £60,000/plot range.

10.87 As set out in Chapter 6 above, there are a few development sites being publicly marketed in the area at the time of this update. Having made enquiries with local agents, the general consensus is that larger plots are likely to fetch in excess £100,000 or so in the current market, although the price for larger plots, with land for gardens and appropriate for larger family homes are likely to achieve a price that is very much more.

10.88 The modelling in this viability update is based on at least 30 units per net ha with allowance for open space. On this basis, a self-build plot is likely to be about 0.03ha or so. A conservative plot price of £100,000 would lead to a land value of over £3,000,000/ha. This is substantially above the BLV and allows plenty of scope for the services to be laid on to the plot or plots. It is also well above the developer's return that would be forgone from developing the unit.

10.89 Based on the above analysis it is unlikely that a requirement for self-build plots will adversely impact on viability.

Commuted Sums

10.90 Medway Council's preference is for affordable housing to be delivered on-site. This approach is in line with 2021 NPPF that says:

> *Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required, and expect it to be met on-site unless:*
>
> *a) off-site provision or an appropriate financial contribution in lieu can be robustly justified; and*
>
> *b) the agreed approach contributes to the objective of creating mixed and balanced communities.*
>
> *Paragraph 63, 2021 NPPF*

10.91 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion.

The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site-by-site basis, other times setting out a predetermined 'commuted sum'.

Review of plan policy formulae

10.92 Some time ago we researched the nature of commuted sum formulations in then approved or emerging local planning policies. Whilst some relied on generalities, the vast majority which had developed a specific formula, had used one which derived from the Housing Corporation's[84] Total Cost Indicator (TCI) system. This system was designed to provide cost discipline, so as to ensure that affordable housing was procured by Registered Social Landlords on terms which produced value for money for the public subsidy, Social Housing Grant (SHG), which had been the normal funding basis through which it was provided.

10.93 Given that this was its purpose, the TCI was useful in providing a basis for calculating commuted sums. It was designed to provide cost guidance specifically related to each local council area; contained such guidance for each of a large number of different dwelling size bands; and was updated through indexing and readjustment each year, so remained current.

10.94 Unfortunately, the Housing Corporation replaced the TCI system with an approach which does not provide these benefits. This reflected, to some extent, the move towards a more targeted use of SHG and a greater reliance on developer subsidy. However, from the viewpoint of commuted sum formulation, the change is, in some respects, to be regretted.

Alternative approach

10.95 We have adopted an approach to the calculation of the developer contribution, utilising the site viability analysis. It is based upon the contribution that the developer would have made if an on-site affordable contribution were delivered.

10.96 The calculation works as follows:

a. Estimate the value of the site with 100% market housing.

b. Estimate the Residual Value of the site with the target level (i.e. the 30% or 10% recommended above) of affordable housing.

10.97 The difference between (a) and (b) is the reduction in site value due to the affordable housing policy contribution. This is set out in the following table:

[84] The Housing Corporation was the non-departmental public body that funded new affordable housing and regulated housing associations in England. It was abolished in 2008 with its responsibilities being split between the Homes and Communities Agency and the Tenant Services Authority. In January 2018 Homes and Communities Agency was replaced by Homes England and Regulator of Social Housing.

Table 10.20a Affordable Housing Contribution: Calculations - Higher

				Units		Residual Value (£)		Difference	
				All		With Affordable	No Affordable	Site	Per Aff Unit
Site 1	Large Green 1,500	Higher	Green	1,500	450	66,271,612	97,011,591	30,739,978	68,311
Site 2	Large Green 400	Higher	Green	400	120	19,976,124	29,171,335	9,195,210	76,627
Site 3	Green 200	Higher	Green	200	60	9,142,497	13,755,736	4,613,239	76,887
Site 4	Green 100	Higher	Green	100	30	4,627,630	7,031,499	2,403,868	80,129
Site 5	Green 50	Higher	Green	50	15	2,357,373	3,606,180	1,248,807	83,254
Site 6	Green 30	Higher	Green	30	9	1,403,586	2,138,074	734,488	81,610
Site 7	Green 20	Higher	Green	20	6	925,185	1,402,457	477,272	79,545
Site 8	Green 12	Higher	Green	12	4	697,715	1,016,237	318,522	88,478
Site 9	Green 8	Higher	Green	8	2	781,948	781,948		
Site 10	Green 6	Higher	Green	6	2	613,165	613,165		
Site 11	Green 4	Higher	Green	4	1	400,443	400,443		
Site 12	V High Density 400	Higher	Brown	400	40	-3,550,463	-1,683,034	1,867,429	46,686
Site 13	V High Density 100	Higher	Brown	100	10	-1,075,713	-566,242	509,471	50,947
Site 14	High Density 400	Higher	Brown	400	40	6,350,956	8,214,936	1,863,980	46,599
Site 15	High Density 100	Higher	Brown	100	10	1,621,897	2,125,639	503,743	50,374
Site 16	Central HD 400	Higher	Brown	400	40	6,350,956	8,214,936	1,863,980	46,599
Site 17	Central HD 100	Higher	Brown	100	10	1,621,897	2,125,639	503,743	50,374
Site 18	Medium Density 100	Higher	Brown	100	10	1,724,193	2,220,628	496,436	49,644
Site 19	Medium Density 30	Higher	Brown	30	3	522,678	676,204	153,527	51,176
Site 20	Brown 300	Higher	Brown	300	30	3,699,295	5,076,889	1,377,594	45,920
Site 21	Brown 80	Higher	Brown	80	8	984,141	1,370,787	386,646	48,331
Site 22	Brown 30	Higher	Brown	30	3	579,882	735,417	155,535	51,845
Site 23	Small Brown 12	Higher	Brown	12	1	173,429	232,545	59,116	49,263
Site 24	Small Brown 8	Higher	Brown	8	1	439,870	439,870		
Site 25	Small Brown 5	Higher	Brown	5	1	294,133	294,133		
Site 26	PRS HD 100	Higher	Brown	100	0	-3,040,974	-2,605,400		
Site 27	PRS MD 50	Higher	Brown	50	0	-516,904	-288,962		

Source: HDH (November 2021)

Table 10.20b Affordable Housing Contribution: Calculations - Lower

				Units		Residual Value (£)		Difference	
				All		With Affordable	No Affordable	Site	Per Aff Unit
Site 1	Large Green 1,500	Lower	Green	1,500	450	57,934,089	86,299,622	28,365,534	63,035
Site 2	Large Green 400	Lower	Green	400	120	17,522,346	26,031,535	8,509,189	70,910
Site 3	Green 200	Lower	Green	200	60	7,900,892	12,147,380	4,246,488	70,775
Site 4	Green 100	Lower	Green	100	30	3,606,795	5,711,041	2,104,246	70,142
Site 5	Green 50	Lower	Green	50	15	1,826,934	2,921,828	1,094,895	72,993
Site 6	Green 30	Lower	Green	30	9	1,091,453	1,732,447	640,994	71,222
Site 7	Green 20	Lower	Green	20	6	722,740	1,142,798	420,059	70,010
Site 8	Green 12	Lower	Green	12	4	567,117	845,431	278,315	77,310
Site 9	Green 8	Lower	Green	8	2	781,948	781,948		
Site 10	Green 6	Lower	Green	6	2	613,165	613,165		
Site 11	Green 4	Lower	Green	4	1	400,443	400,443		
Site 12	V High Density 400	Lower	Brown	400	40	-8,590,163	-6,880,501	1,709,662	42,742
Site 13	V High Density 100	Lower	Brown	100	10	-2,423,007	-1,966,169	456,838	45,684
Site 14	High Density 400	Lower	Brown	400	40	1,681,041	3,341,514	1,660,473	41,512
Site 15	High Density 100	Lower	Brown	100	10	368,326	817,440	449,114	44,911
Site 16	Central HD 400	Lower	Brown	400	40	1,681,041	3,341,514	1,660,473	41,512
Site 17	Central HD 100	Lower	Brown	100	10	368,326	817,440	449,114	44,911
Site 18	Medium Density 100	Lower	Brown	100	10	1,479,340	1,962,456	483,116	48,312
Site 19	Medium Density 30	Lower	Brown	30	3	448,143	597,763	149,619	49,873
Site 20	Brown 300	Lower	Brown	300	30	2,999,057	4,338,495	1,339,438	44,648
Site 21	Brown 80	Lower	Brown	80	8	788,897	1,164,971	376,073	47,009
Site 22	Brown 30	Lower	Brown	30	3	504,534	656,071	151,537	50,512
Site 23	Small Brown 12	Lower	Brown	12	1	145,674	203,563	57,889	48,241
Site 24	Small Brown 8	Lower	Brown	8	1	415,866	415,866		
Site 25	Small Brown 5	Lower	Brown	5	1	278,263	278,263		
Site 26	PRS HD 100	Lower	Brown	100	0	-4,436,537	-4,068,521		
Site 27	PRS MD 50	Lower	Brown	50	0	-1,211,467	-1,018,396		

Source: HDH (November 2021)

10.98 Taking the appraisal for Typology 4 in the higher value area as an example, the Residual Value with no affordable housing, i.e. 100 market dwellings, is £7,031,499. With the option of 30% affordable housing, the Residual Value falls to £4,627,630. The developer's contribution is £2,403,868 (£7,031,499 - £4,627,630); divided by 30 affordable dwellings (30% of 100), this gives a cost of £80,129 per affordable dwelling.

10.99 The calculated contributions in the tables above vary, but the average is about £61,000/unit in the higher value area, and £56,000/unit in the lower value area.

Suggested guidance

10.100 Paragraph 63 of the 2021 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If the Council were to take this option, we would recommend a £61,000/unit in the higher value area, and £56,000/unit in the lower value area per affordable unit not delivered on-site.

10.101 Medway Council is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that the Council prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.

10.102 Alternatively, the Council may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up-to-date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

Impact of Change in Values and Costs

10.103 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 10.08% over the next 3 years[85]. We have tested a scenario with this increase in build costs.

10.104 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested four price change scenarios, minus 10% and 5%, and plus 10% and 5%. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

[85] See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices*

Table 10.21a Impact of Price and Cost Change - Higher

30% / 10% Affordable, s106 £1,500/unit, CIL on greenfield sites at £100/m^2

		BCIS	EUV	BLV	Residual Value									
					+15%	+10%	+5%		-10%	-5%	0%	+5%	+10%	+15%
		Values												
Site 1	Large Green 1,500	Higher	25,000	375,000	619,000	773,491	927,983		677,235	879,855	1,081,731	1,281,622	1,481,512	1,681,403
Site 2	Large Green 400	Higher	25,000	375,000	716,727	885,399	1,054,070		777,929	1,000,335	1,222,741	1,445,127	1,664,819	1,884,510
Site 3	Green 200	Higher	25,000	375,000	589,569	766,121	942,674		669,080	894,153	1,119,226	1,344,300	1,569,373	1,794,446
Site 4	Green 100	Higher	25,000	375,000	564,475	753,994	943,512		658,142	895,586	1,133,031	1,370,476	1,607,920	1,845,365
Site 5	Green 50	Higher	25,000	375,000	558,288	756,979	955,670		660,843	907,602	1,154,361	1,401,119	1,647,878	1,894,637
Site 6	Green 30	Higher	25,000	375,000	567,006	759,843	952,679		661,505	903,510	1,145,515	1,387,520	1,629,526	1,871,531
Site 7	Green 20	Higher	25,000	375,000	563,026	752,889	942,751		661,729	897,171	1,132,613	1,368,056	1,603,498	1,838,941
Site 8	Green 12	Higher	50,000	400,000	854,988	1,044,517	1,234,045		917,291	1,170,432	1,423,573	1,676,714	1,929,855	2,182,996
Site 9	Green 8	Higher	50,000	400,000	2,651,429	2,907,960	3,164,491		2,524,885	2,972,953	3,421,022	3,869,090	4,317,158	4,765,226
Site 10	Green 6	Higher	50,000	400,000	2,772,256	3,040,436	3,308,616		2,641,952	3,109,374	3,576,796	4,044,217	4,511,639	4,979,061
Site 11	Green 4	Higher	50,000	400,000	2,484,089	2,824,019	3,163,949		2,417,949	2,960,913	3,503,878	4,046,843	4,589,808	5,132,773
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-9,142,719	-6,889,326	-4,654,196		-6,956,447	-4,683,837	-2,440,943	-251,039	1,842,406	3,917,286
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-10,166,674	-7,752,961	-5,355,586		-7,774,788	-5,366,500	-2,958,211	-593,554	1,689,311	3,917,197
Site 14	High Density 400	Higher	1,600,000	1,920,000	-565,867	596,067	1,726,999		126,030	1,491,980	2,857,930	4,223,881	5,589,831	6,955,781
Site 15	High Density 100	Higher	1,600,000	1,920,000	-811,103	469,621	1,694,517		-33,249	1,452,736	2,919,414	4,386,092	5,852,770	7,319,447
Site 16	Central HD 400	Higher	3,500,000	4,200,000	-471,556	496,723	1,439,166		105,025	1,243,317	2,381,609	3,519,900	4,658,192	5,796,484
Site 17	Central HD 100	Higher	3,500,000	4,200,000	-675,919	391,350	1,412,098		-27,707	1,210,614	2,432,845	3,655,077	4,877,308	6,099,540
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	-488,999	241,544	939,764		-48,450	800,587	1,637,983	2,475,379	3,312,775	4,150,171
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	-529,186	215,184	945,724		-79,179	805,453	1,655,146	2,504,840	3,354,534	4,204,227
Site 20	Brown 300	Higher	1,600,000	1,920,000	-774,449	-173,797	405,553		-373,642	310,322	974,148	1,637,974	2,301,800	2,965,626
Site 21	Brown 80	Higher	1,600,000	1,920,000	-879,281	-245,105	373,989		-447,069	277,748	971,840	1,665,931	2,360,023	3,054,115
Site 22	Brown 30	Higher	1,600,000	1,920,000	-280,610	337,928	937,523		76,041	812,727	1,527,021	2,241,315	2,955,609	3,669,903
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	-545,646	17,830	581,306		-192,709	476,037	1,141,743	1,793,291	2,430,640	3,067,989
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	2,596,046	3,178,603	3,761,160		2,637,058	3,490,388	4,343,718	5,197,047	6,050,377	6,903,707
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	2,761,568	3,396,881	4,029,878		2,809,895	3,738,701	4,647,295	5,549,938	6,452,580	7,355,222
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-6,685,401	-5,666,935	-4,656,052		-5,436,767	-4,539,200	-3,649,169	-2,759,138	-1,869,107	-979,076
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-3,081,888	-2,381,964	-1,682,041		-2,389,766	-1,685,941	-982,117	-288,048	392,999	1,046,410

Source: HDH (November 2021)

Table 10.21b Impact of Price and Cost Change - Lower

30% / 10% Affordable, s106 £1,500/unit, CIL on greenfield sites at £100/m^2

			EUV	BLV	Residual Value								
		BCIS			+15%	+10%	+5%		-10%	-5%	0%	+5%	+10%	+15%
		Values												
Site 1	Large Green 1,500	Lower	25,000	375,000	482,002	636,657	791,149		554,084	749,862	945,640	1,139,881	1,333,022	1,526,163
Site 2	Large Green 400	Lower	25,000	375,000	566,331	735,202	903,874		642,753	857,649	1,072,545	1,287,441	1,501,619	1,713,893
Site 3	Green 200	Lower	25,000	375,000	437,571	614,124	790,676		532,282	749,756	967,229	1,184,702	1,402,176	1,619,649
Site 4	Green 100	Lower	25,000	375,000	314,533	504,052	693,570		433,194	658,142	883,089	1,108,037	1,332,984	1,557,932
Site 5	Green 50	Lower	25,000	375,000	298,542	497,233	695,924		427,071	660,843	894,614	1,128,386	1,362,157	1,595,929
Site 6	Green 30	Lower	25,000	375,000	312,264	505,100	697,937		432,237	661,505	890,773	1,120,041	1,349,309	1,578,577
Site 7	Green 20	Lower	25,000	375,000	315,192	505,054	694,917		438,678	661,729	884,779	1,107,830	1,330,881	1,553,931
Site 8	Green 12	Lower	50,000	400,000	588,524	778,052	967,581		677,473	917,291	1,157,109	1,396,927	1,636,745	1,876,562
Site 9	Green 8	Lower	50,000	400,000	2,651,429	2,907,960	3,164,491		2,524,885	2,972,953	3,421,022	3,869,090	4,317,158	4,765,226
Site 10	Green 6	Lower	50,000	400,000	2,772,256	3,040,436	3,308,616		2,641,952	3,109,374	3,576,796	4,044,217	4,511,639	4,979,061
Site 11	Green 4	Lower	50,000	400,000	2,484,089	2,824,019	3,163,949		2,417,949	2,960,913	3,503,878	4,046,843	4,589,808	5,132,773
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-12,702,856	-10,425,908	-8,154,197		-10,148,366	-8,015,425	-5,905,737	-3,821,186	-1,758,256	246,344
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-13,927,310	-11,499,602	-9,071,894		-11,156,949	-8,900,568	-6,663,271	-4,440,235	-2,217,199	-54,100
Site 14	High Density 400	Lower	1,600,000	1,920,000	-2,816,057	-1,595,081	-397,565		-1,879,081	-533,912	756,468	2,017,346	3,278,223	4,539,100
Site 15	High Density 100	Lower	1,600,000	1,920,000	-3,235,568	-1,913,017	-608,211		-2,194,885	-743,523	662,987	2,016,843	3,370,700	4,724,556
Site 16	Central HD 400	Lower	3,500,000	4,200,000	-2,346,714	-1,329,234	-331,304		-1,565,901	-444,926	630,390	1,681,121	2,731,852	3,782,583
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-2,696,306	-1,594,181	-506,843		-1,829,071	-619,603	552,489	1,680,703	2,808,916	3,937,130
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	-733,068	-453	707,154		-268,111	579,608	1,405,373	2,231,139	3,056,904	3,882,670
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	-777,159	-32,469	707,322		-302,066	575,128	1,419,120	2,257,013	3,094,905	3,932,797
Site 20	Brown 300	Lower	1,600,000	1,920,000	-973,777	-367,277	221,157		-547,774	135,145	789,752	1,444,358	2,098,964	2,753,570
Site 21	Brown 80	Lower	1,600,000	1,920,000	-1,087,696	-447,406	179,282		-630,946	89,028	779,036	1,463,488	2,147,940	2,832,391
Site 22	Brown 30	Lower	1,600,000	1,920,000	-488,799	129,738	739,108		-111,329	623,245	1,328,606	2,032,980	2,737,353	3,441,726
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	-735,990	-167,933	395,543		-359,895	299,562	959,019	1,606,284	2,235,895	2,864,392
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	2,355,829	2,941,567	3,524,124		2,422,420	3,265,204	4,106,682	4,948,160	5,789,638	6,631,116
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	2,503,566	3,138,879	3,774,192		2,577,694	3,493,599	4,396,561	5,286,667	6,176,772	7,066,878
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-8,379,241	-7,360,776	-6,342,310		-6,961,224	-6,142,534	-5,323,845	-4,511,387	-3,704,796	-2,898,205
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-4,408,304	-3,701,634	-3,001,711		-3,579,196	-2,939,628	-2,301,788	-1,663,947	-1,026,106	-394,794

Source: HDH (November 2021)

Table 10.21c Impact of Price and Cost Change – Strategic

30% / 10% Affordable, s106 as estimated, CIL £0/m^2

		BCIS	EUV	BLV	Residual Value									
					+15%	+10%	+5%		-10%	-5%	0%	+5%	+10%	+15%
		Values												
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-5,700,753	-4,485,058	-3,269,363		-4,302,240	-3,177,954	-2,053,668	-1,050,122	-199,209	595,601
Site 2	Strood SS	Strood	3,500,000	4,200,000	566,088	1,090,764	1,610,295		863,492	1,496,658	2,125,971	2,746,294	3,366,618	3,986,942
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-6,748,596	-5,111,741	-3,474,886		-4,959,417	-3,398,724	-1,945,340	-682,252	524,101	1,654,322
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	164,937	299,568	433,829		224,009	396,049	568,090	740,062	908,853	1,077,643
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	89,696	159,536	229,376		119,918	209,567	299,215	388,087	475,972	563,856
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	113,944	254,564	391,417		180,714	355,187	528,116	699,291	868,964	1,038,636
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	17,834	102,622	185,839		62,841	166,279	267,832	367,643	467,400	565,757
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	159,706	285,062	409,114		214,484	373,825	530,644	686,390	841,825	995,068
Site 9	Hoo - ALL	Hoo	25,000	375,000	84,111	188,101	290,571		133,488	263,699	391,826	518,897	644,698	770,499

Source: HDH (November 2021)

10.105 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, although this is unlikely to be sufficient to impact on the deliverability of the Plan.

10.106 At the start of this report we drew attention to the coronavirus (COVID-19) pandemic and highlighted the uncertainty in the market. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that the Council keeps the assessment under frequent review.

Review

10.107 The direction of the market, as set out in Chapter 4 above, is improving, and there is an improved sentiment that the economy and property markets are also improving. There is however some level of uncertainty. Bearing in mind Medway Council's wish to develop housing, and the requirements to fund infrastructure, it is recommended that the Council keeps viability under review; should the economics of development change significantly it should consider undertaking a limited review of the Plan to adjust the affordable housing requirements or levels of developer contribution.

10.108 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG.

> *How should viability be reviewed during the lifetime of a project?*
>
> *Plans should set out circumstances where review mechanisms may be appropriate, as well as clear process and terms of engagement regarding how and when viability will be reassessed over the lifetime of the development to ensure policy compliance and optimal public benefits through economic cycles. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies.*
>
> *Where contributions are reduced below the requirements set out in policies to provide flexibility in the early stages of a development, there should be a clear agreement of how policy compliance can be achieved over time. As the potential risk to developers is already accounted for in the assumptions for developer return in viability assessment, realisation of risk does not in itself necessitate further viability assessment or trigger a review mechanism. Review mechanisms are not a tool to protect a return to the developer, but to strengthen local authorities' ability to seek compliance with relevant policies over the lifetime of the project.*
>
> *Paragraph: 009 Reference ID: 10-009-20190509*

10.109 It is recommended that, in sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

10.110 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of affordable housing requirements. The results of these are summarised as follows. In each case allowance has been made for a s106 developer contribution of £500/unit. The full appraisals are set out in **Appendix 13** below:

Table 10.22 Older People's Housing (Sheltered), Appraisal Results (£/ha)					
		Affordable %	EUV	BLV	Residual Value
Site 2	Green	0%	50,000	400,000	2,513,164
Site 3	Green	5%	50,000	400,000	2,157,070
Site 4	Green	10%	50,000	400,000	1,799,097
Site 5	Green	15%	50,000	400,000	1,441,124
Site 6	Green	20%	50,000	400,000	1,083,152
Site 7	Green	25%	50,000	400,000	725,179
Site 8	Green	30%	50,000	400,000	365,290
Site 9	Green	35%	50,000	400,000	-9,030
Site 10	Green	40%	50,000	400,000	-384,637
Site 14	Brown	0%	1,600,000	1,920,000	1,301,265
Site 15	Brown	5%	1,600,000	1,920,000	945,170
Site 16	Brown	10%	1,600,000	1,920,000	587,198
Site 17	Brown	15%	1,600,000	1,920,000	219,827
Site 18	Brown	20%	1,600,000	1,920,000	-155,779
Site 19	Brown	25%	1,600,000	1,920,000	-531,386
Site 20	Brown	30%	1,600,000	1,920,000	-905,022
Site 21	Brown	35%	1,600,000	1,920,000	-1,291,175
Site 22	Brown	40%	1,600,000	1,920,000	-1,678,253

Source: HDH (November 2021)

Table 10.23 Older People's Housing (Extracare), Appraisal Results (£/ha)					
		Affordable %	EUV	BLV	Residual Value
Site 2	Green	0%	50,000	400,000	2,471,605
Site 3	Green	5%	50,000	400,000	2,002,946
Site 4	Green	10%	50,000	400,000	1,534,288
Site 5	Green	15%	50,000	400,000	1,063,752
Site 6	Green	20%	50,000	400,000	595,093
Site 7	Green	25%	50,000	400,000	110,003
Site 8	Green	30%	50,000	400,000	-381,742
Site 9	Green	35%	50,000	400,000	-873,487
Site 10	Green	40%	50,000	400,000	-1,372,335
Site 14	Brown	0%	1,600,000	1,920,000	981,084
Site 15	Brown	5%	1,600,000	1,920,000	510,799
Site 16	Brown	10%	1,600,000	1,920,000	23,791
Site 17	Brown	15%	1,600,000	1,920,000	-469,661
Site 18	Brown	20%	1,600,000	1,920,000	-961,142
Site 19	Brown	25%	1,600,000	1,920,000	-1,457,889
Site 20	Brown	30%	1,600,000	1,920,000	-1,966,499
Site 21	Brown	35%	1,600,000	1,920,000	-2,473,138
Site 22	Brown	40%	1,600,000	1,920,000	-2,981,747

Source: HDH (November 2021)

10.111 Based on this analysis, greenfield sites are able to bear affordable housing, however not at the 30% / 10% policy requirements. The brownfield sites are unable to bear affordable housing.

10.112 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of specialist older people's housing will be considered at the development management stage. It is therefore not necessary to differentiate within policy for this sector.

Community Infrastructure Levy

10.113 As the specialist older people's housing is unable to bear the affordable housing policy requirements, there is not scope to seek an additional cost of CIL. This is not considered further.

Student Housing

10.114 Whilst student housing is a small component of the housing market, it is appropriate to test this type of housing. The full appraisals are set out in **Appendix 17** below:

Table 10.24 Student Housing, Appraisal Results (£/ha)					
			EUV	BLV	Residual Value
Site 1	Cluster 60	Brownfield	1,600,000	1,920,000	-15,114,590
Site 2	Cluster 175	Brownfield	1,600,000	1,920,000	-8,187,057
Site 3	Cluster 500	Brownfield	1,600,000	1,920,000	-7,490,984
Site 4	Studio 60	Brownfield	1,600,000	1,920,000	25,093,893
Site 5	Studio 175	Brownfield	1,600,000	1,920,000	13,883,146
Site 6	Studio 500	Brownfield	1,600,000	1,920,000	13,258,015

Source: HDH (November 2021)

10.115 These findings are similar to findings in other places and the general move of students away from shared accommodation to more self-contained accommodation.

10.116 Whilst Cluster flats do not have capacity to bear additional infrastructure contributions, on the Studio flats, the Residual Value is well above the BLV, indicating there is likely to be capacity for CIL.

Table 10.25 Student Housing, CIL Analysis

		CIL	EUV	BLV +30%	Residual Value	CIL % RV	CIL % GDV
Site 1	Brownfield	£0	1,600,000	2,496,000	13,676,573	0.00%	0.00%
Site 2	Brownfield	£50	1,600,000	2,496,000	12,899,967	6.24%	0.78%
Site 3	Brownfield	£100	1,600,000	2,496,000	12,123,361	13.28%	1.57%
Site 4	Brownfield	£150	1,600,000	2,496,000	11,346,755	21.28%	2.35%
Site 5	Brownfield	£200	1,600,000	2,496,000	10,570,149	30.46%	3.13%
Site 6	Brownfield	£250	1,600,000	2,496,000	9,793,543	41.10%	3.92%
Site 7	Brownfield	£300	1,600,000	2,496,000	9,016,937	53.57%	4.70%
Site 8	Brownfield	£350	1,600,000	2,496,000	8,240,331	68.38%	5.49%
Site 9	Brownfield	£400	1,600,000	2,496,000	7,463,725	86.28%	6.27%

Source: HDH (November 2021)

10.117 The analysis shows that student housing has the capacity to bear CIL at the same rate as residential development on greenfield sites.

11. Non-Residential Appraisals

11.1 Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types.

11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Value (EUV 'plus').

11.3 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development and what planning applications are being determined – and on what basis.

Employment Uses

11.4 The full appraisals are set in **Appendix 18** below.

Table 11.1 Employment

GREENFIELD						
		Offices - Park	Offices - Central	Industrial	Industrial - Hoo	Distribution
CIL	£/m2	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	**Site**	**-1,104,874**	**-1,351,148**	**596,499**	**-196,740**	**6,169,337**
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha	400,000	400,000	400,000	400,000	410,000
Residual Value	£/ha	-2,762,185	-21,618,362	596,499	-1,967,396	5,398,170
BROWNFIELD						
		Offices - Central	Offices - Park	Industrial	Industrial - Hoo	Distribution
CIL	£/m2	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	**Site**	**-2,117,037**	**-1,521,603**	**194,137**	**-241,146**	**6,071,575**
Existing Use Value	£/ha	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Viability Threshold	£/ha	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
Residual Value	£/ha	-33,872,588	-3,804,007	194,137	-2,411,462	5,312,628

Source: HDH (November 2021)

11.5 To some extent the above results are reflective of the current market in the Medway area and more widely. Office and industrial development are shown as being unviable, however this is

not just an issue within Medway. Having said this, employment space is being delivered in Medway.

11.6 In 2018/2019 significant space was completed at the London Medway Commercial Park, Kingsnorth, including 36,500m^2 B8 floorspace at the new Amazon distribution warehouse. About 30% of the employment floor space was completed on previously developed land. This was mainly due to the large-scale development of warehousing at Kingsnorth, a greenfield site allocated in the 2003 Local Plan and now coming forward.

11.7 As set out in Chapter 8 above (Policy S12) the Local Development Order in relation to Innovation Park Medway is a joint initiative between Medway Council and Tonbridge & Malling Borough Council to bring forward an employment site for innovative, knowledge intensive and manufacturing uses, unique to existing provision in Medway. This site is owned by Medway Council who are committed to facilitating the delivery of the site. A range of enabling works is being delivered by the public sector supported by successful funding bids and development is coming forward, however there remain further works to be undertaken to make the development 'acceptable in planning terms', including contributing to wider strategic improvements to Junction 2 of the M2. It is currently anticipated that these works well be, at least in part, funded through the 'recycling' of the Hoo Peninsula HIF funding. Whilst the Council continues to facilitate this development it can be confident that it will continue to be delivered.

11.8 A range of development types, that are similar to those that may come forward, are tested as set out in Chapter 9 below.

11.9 Employment development is only being brought forward to a limited extent on a speculative basis by the development industry. Much of the development tends to be from existing businesses and / or for operational reasons, for example, existing businesses moving to more appropriate and better located town edge properties.

11.10 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Medway area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.

11.11 It is clear that the delivery of the employment uses is challenging in the current market. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

11.12 With the exception of distribution uses, the employment uses do not have capacity to bear Community Infrastructure Levy.

Retail and Hotel Uses

Table 11.2 Retail and Hotels

GREENFIELD						
		Prime Retail	Secondary Retail	Supermarket	Retail Warehouse x8	Hotel
CIL	£/m2	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	**Site**	**-151,403**	**-299,576**	**2,468,229**	**8,899,761**	**183,281**
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha	400,000	400,000	400,000	400,000	400,000
Residual Value	£/ha	-6,056,117	-11,983,037	8,227,429	8,090,691	417,734
BROWNFIELD						
		Prime Retail	Secondary Retail	Supermarket	Retail Warehouse	Hotel
CIL	£/m2	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	**Site**	**-180,084**	**-328,257**	**2,260,985**	**7,517,496**	**-171,996**
Existing Use Value	£/ha	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Viability Threshold	£/ha	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
Residual Value	£/ha	-7,203,356	-13,130,276	7,536,615	9,396,870	-392,013

Source: HDH (November 2021)

11.13 The larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. The Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.

11.14 The analysis included hotel use. This is shown to be viable on greenfield sites.

11.15 The capacity for CIL is explored below.

Community Infrastructure Levy

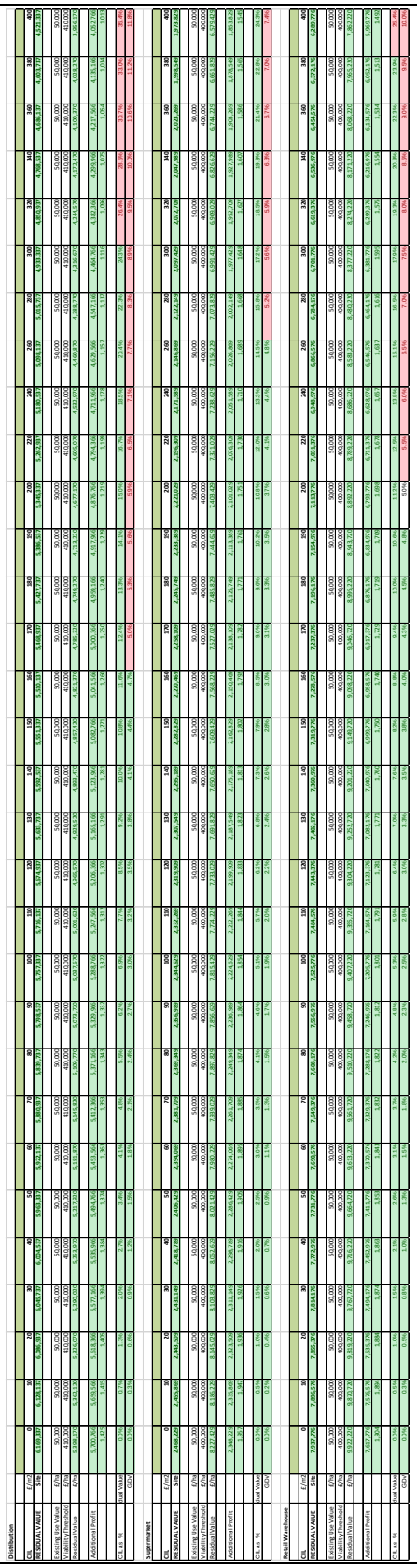
11.16 Using the same methodology as set out for Residential Development, the analysis has been extended to consider the effect of CIL, and a further set of appraisals have been run with a range of levels of CIL.

11.17 In Chapter 3 above, we set out the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is

required). The following tables show the additional profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan, but not the current adopted rates of CIL.

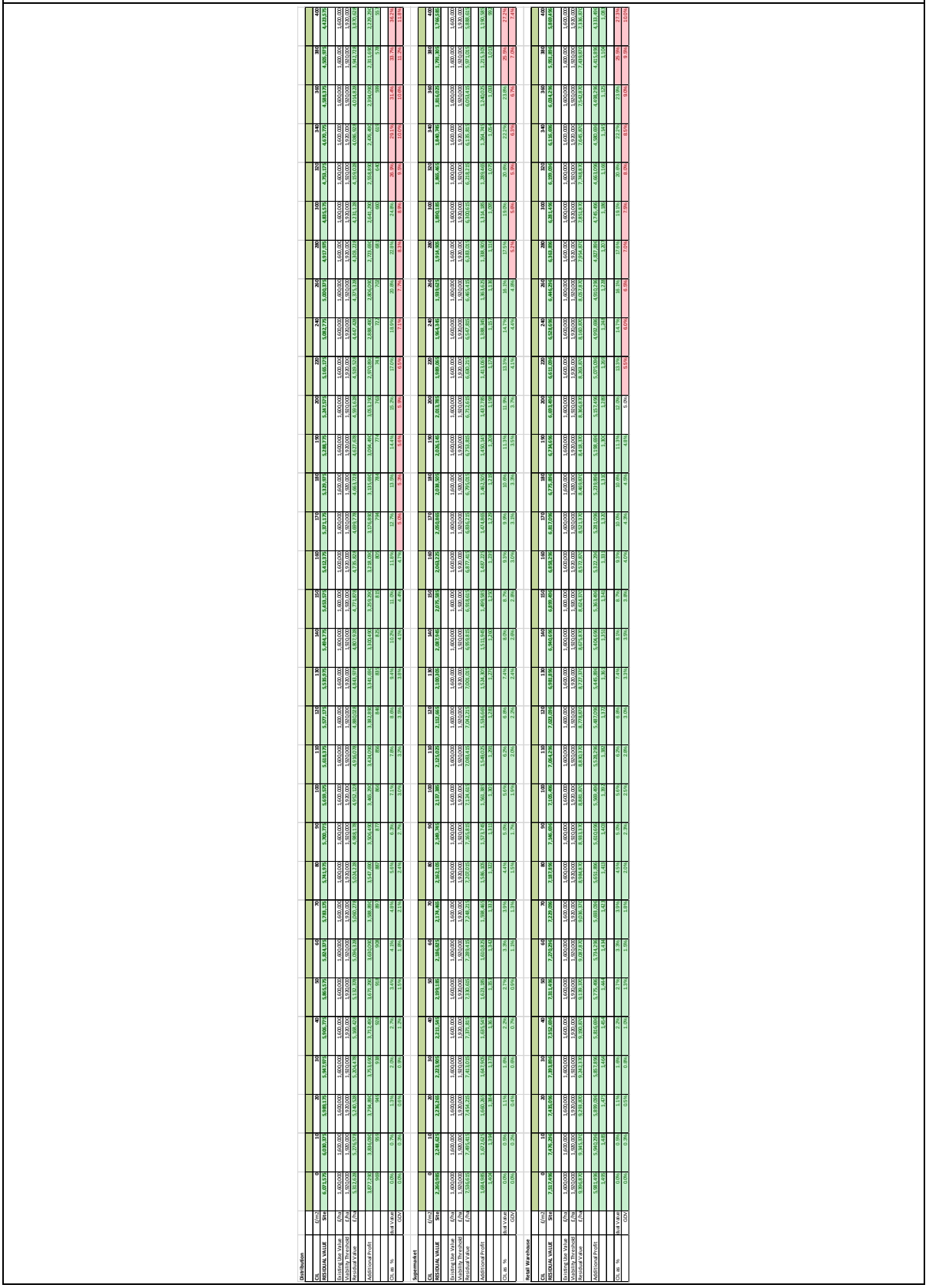
11.18 To further inform the CIL rate setting process, CIL has been calculated as a proportion of the Residual Value and the Gross Development Value.

Table 11.3a Non-Residential CIL Analysis - Greenfield



Source: (November 2021)

Table 11.3b Non-Residential CIL Analysis - Brownfield



Source: (November 2021.)

Maximum rates of CIL of £200/m^2 are suggested for the large format retail developments and distribution uses on greenfield and brownfield sites. CIL is not recommended on other non-residential uses.

12. Findings and Recommendations

12.1 This chapter brings together the findings of this report and provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of the National Planning Policy Framework so it is recommended the report is read in full. As this is a summary chapter, some of the content of earlier chapters is repeated.

12.2 Medway Council (the Council, MC) is preparing a new Local Plan. The Council intends to publish its draft Plan for representations under Regulation 19 of the plan-making process shortly. HDH Planning & Development Ltd was appointed to advise in connection with several matters:

a. Review of affordable housing policy within the Council area (including tenure split).

b. Whole plan viability to consider all other standards and policy requirements.

c. To consider the scope for Community Infrastructure Levy (CIL).

12.3 There has been a delay in finalising this report due to COVID-19 and while information concerning the Strategic Sites was gathered and refined (a process that was completed in October 2021). Further consultation was not undertaken on this iteration of this report in 2021, however this report will be published for further consultation with the Regulation 19 iteration of the Local Plan.

Compliance

12.4 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principal pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021). HDH confirms that the RICS Guidance has been followed.

COVID-19

12.5 This update is being carried out during the coronavirus pandemic. There are uncertainties around the values of property and the costs of construction that are a direct result of the COVID-19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect will be. We recommend that the Council keeps the assessment under frequent review.

Viability Testing under the 2021 NPPF and Updated PPG

12.6 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2021 NPPF. The overall requirement is that *'policy requirements should be informed by evidence of infrastructure and Affordable Housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106.*'

12.7 This study is based on typologies that are representative of the sites to be allocated in the new Local Plan. Several potential Strategic Sites are also tested.

12.8 The updated PPG sets out that viability should be tested using the Existing Use Value Plus (EUV+) approach:

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

12.9 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

Viability Guidance

12.10 There is no specific technical guidance on how to test viability in the 2021 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions that support the methodology HDH has developed. This study follows the Harman Guidance. In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning.

12.11 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value
(The combined value of the complete development)
LESS
Cost of creating the asset, including a profit margin
(Construction + fees + finance charges)
=
RESIDUAL VALUE

12.12 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).

12.13 The 2021 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, be based on existing available evidence rather than new evidence. The evidence that is available from Medway Council has been reviewed. This includes that which has been prepared earlier in the plan-making process, and that which the Council holds, in the form of development appraisals that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions.

12.14 Consultation formed part of the preparation of this study. An event was held in October 2019. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to take part.

Residential Market

12.15 An assessment of the housing market was undertaken.

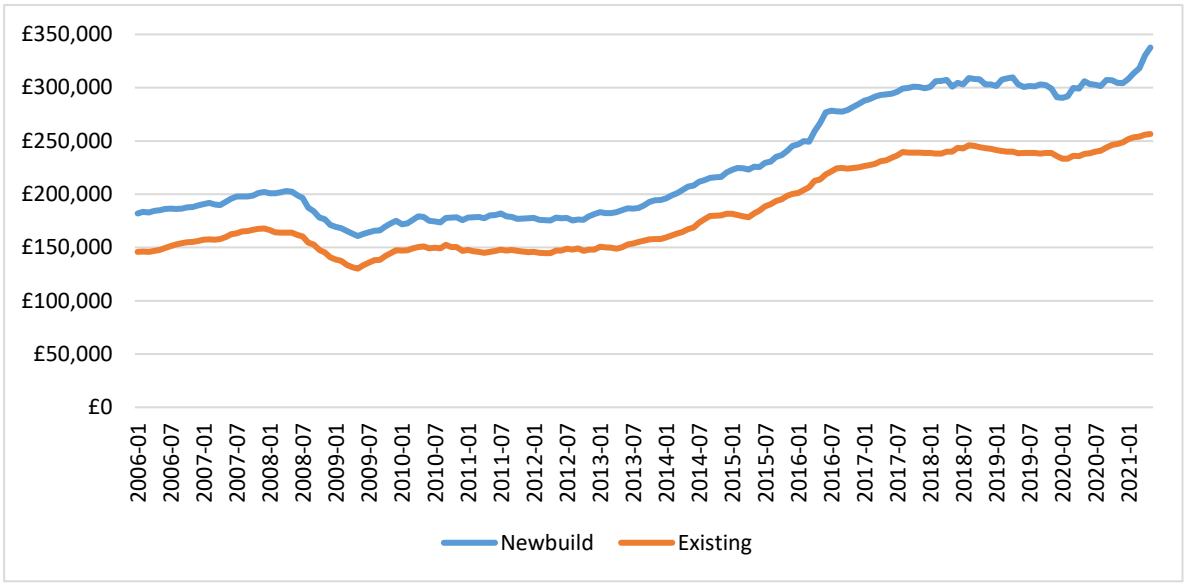
12.16 Based on data published by the Office for National Statistics (ONS), when ranked across England and Wales, the average house price (year ending December 2020) for Medway is 173rd (out of 336) at £283,538. To set this in context, the Council at the middle of the rank (168 – North Devon), has an average price (year ending December 2020) of £287,208. It is relevant to note that Medway's median price is a lower than the average at £275,000.

12.17 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices across England and Wales have recovered to their pre-recession peak, this is strongly influenced by London.

12.18 Prices in Medway are now about 57% above their December 2007 peak which is well above the increase in England and Wales (about 39%). House prices in Kent have increased by about 50%. The increase in London over the same period is about 66%. This data shows that house prices have increased by 10% since June 2019 (being the date of the data in the previous iteration of this report) in Medway, Kent and England and Wales, but by 5% in London.

12.19 Prices in Medway have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the average price paid for newbuild homes in Medway (£337,681) is £81,192 or 32% higher than the average price paid for existing homes (£256,489).

Figure 12.1 Change in House Prices. Existing v Newbuild – Medway



Source: Land Registry (October 2021). Contains public sector information licensed under the Open Government Licence v3.0.

12.20 This report is being completed after the United Kingdom left the European Union. It is not possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty.

12.21 A further uncertainty is around the ongoing coronavirus pandemic. There are uncertainties around the values of property that are a direct result of the COVID-19 pandemic. It is not the purpose of this assessment to predict what the impact may be and how long the effect may last. There is anecdotal evidence of an increased demand for larger units (with space for working from home) and with private outdoor space. Conversely, employees in some sectors that have been particularly affected by the coronavirus have found their ability to secure a loan restricted.

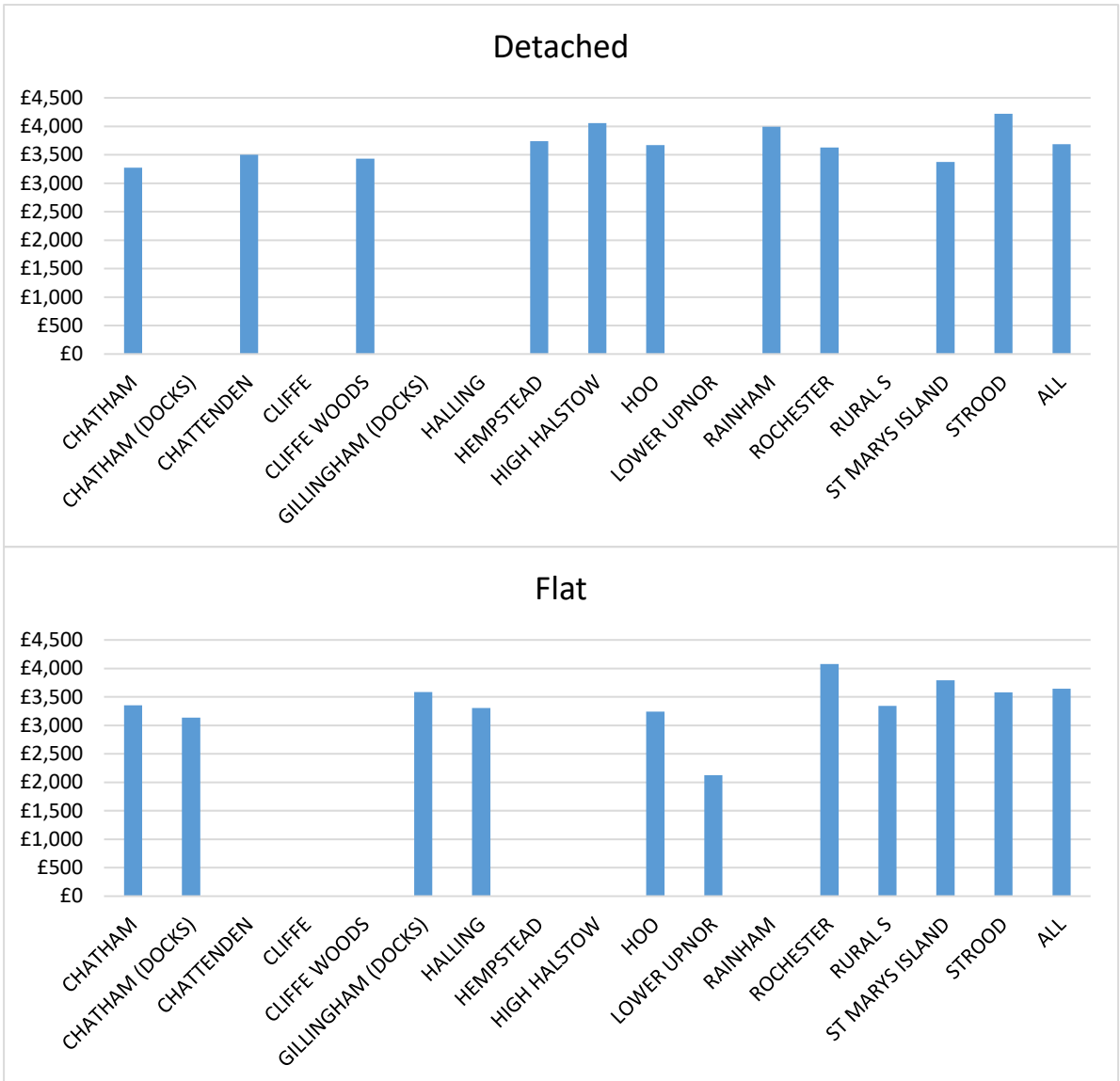
The Local Market

12.22 A survey of asking prices across the Medway Council area was carried out in September 2019 and updated in October 2021. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The data is based on the main settlements.

12.23 The Land Registry publishes data of all homes sold. Across the Medway area 9,951 home sales are recorded since the start of 2019. These transactions (as recorded by the Land

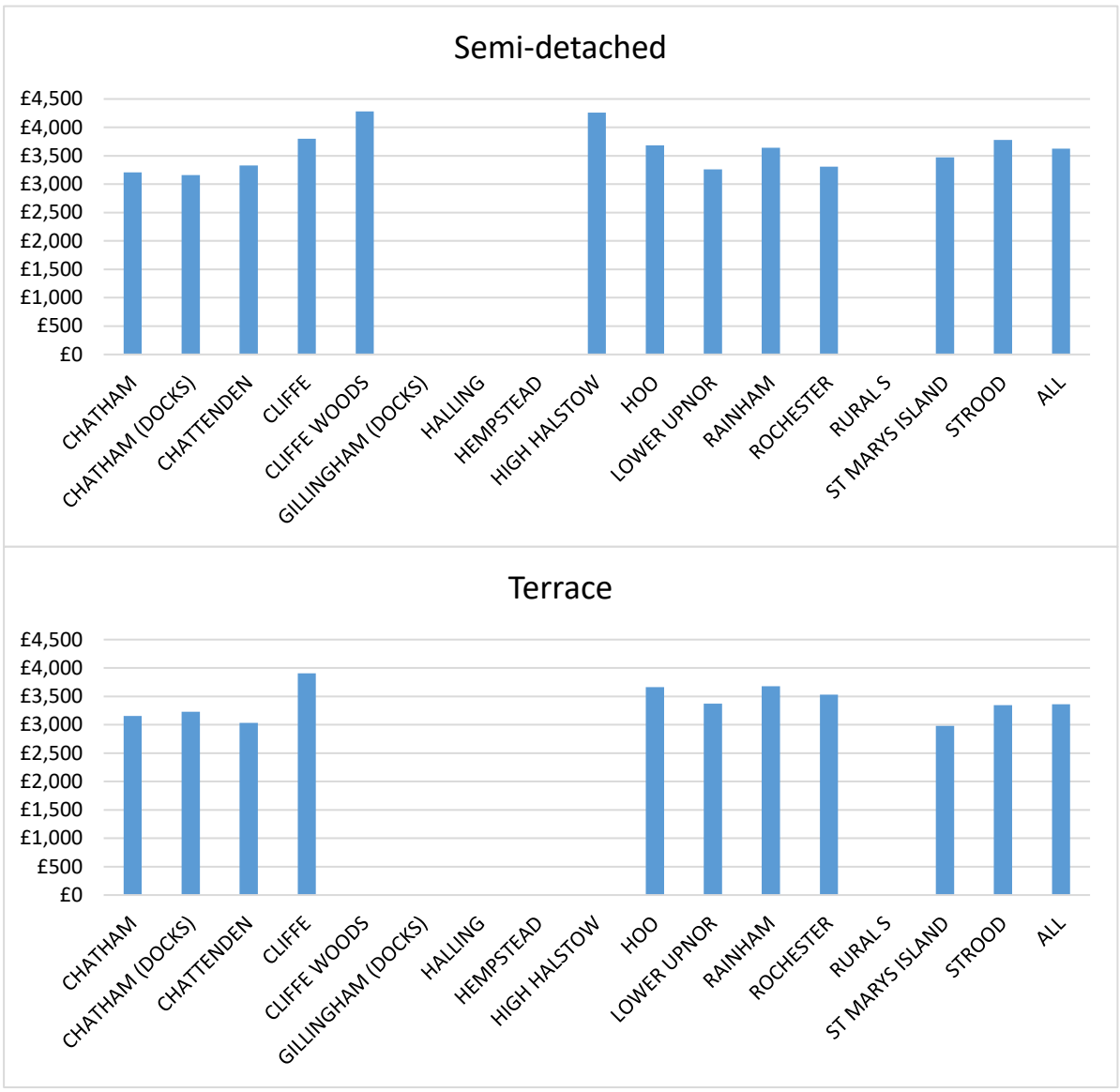
Registry) are summarised, as follows. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. The price paid data from the Land Registry has been married with the floor area from the EPC Register.

Figure 12.2a Land Registry Price Paid Data from 2019



Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

Figure 12.2b Land Registry Price Paid Data from 2019



Source: Land Registry Data (October 2021). Contains HM Land Registry data © Crown copyright and database right 2019. This data is licensed under the Open Government Licence v3.0.

12.24 The above data does show variance across the area, however it necessary to consider the reason for that variance. The principal driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and the environment, rather than in which particular ward or postcode sector the scheme is located.

12.25 Bringing together the evidence, and following the consultation, the following price assumptions are used. These assumptions are based on the prices paid, the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and the wider data.

Table 12.1 2019 / 2021 Residential Price Assumptions (£/m²)			
	Waterfront	**Higher Value**	**Lower Value**
Larger Brownfield		£3,600	£3,550
Smaller Brownfield Sites		£3,600	£3,550
Urban Flatted Schemes	£3,900	£3,600	
Large Greenfield Sites East of the Medway Elsewhere		£3,850	£3,720
Medium Greenfield Sites		£3,800	£3,600
Small Greenfield Sites		£4,000	£4,000

Source: HDH (December 2019)

12.26 In this study (using October 2021 rents) we have assumed a value for private rent, of £2,900/m^2.

Affordable Housing

12.27 In this study, it is assumed that affordable housing is constructed by the site developer and then sold to a Registered Provider (RP). The following values are used across the area:

a. Social Rent £1,400/m^2.

b. Affordable Rent £2,030/m^2.

c. Intermediate Products for Sale 65% of Open Market Value.

Non-Residential Market

12.28 The following value assumptions have been used:

Table 12.2 Commercial Values £/m² 2021					
	Rent £/m²	Yield	Rent free period	Value	Assumption
Offices	£200	7.00%	0.5	£2,762	£2,750
Offices - Park	£200	6.50%	0.5	£2,982	£3,000
Industrial	£110	5.50%	1.0	£1,896	£1,890
Industrial - Hoo	£80	6.00%	1.0	£1,258	£1,260
Logistics	£120	4.25%	1.0	£2,708	£2,700
Retail (Centre)	£270	7.00%	2.0	£3,369	£3,370
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250
Large Supermarket	£375	6.50%	1.0	£5,417	£5,400
Small Supermarket	£300	6.50%	2.0	£4,069	£4,000
Retail warehouse	£4,500	5.50%	0.0	£81,818	£3,300
Hotel (per room)	£200	7.00%	0.5	£2,762	£2,750

Source: HDH (October 2021)

Land Values

12.29 In this assessment the following Existing Use Value (EUV) assumptions are used.

Table 12.3 Existing Use Value Land Prices - 2021	
PDL	
Industrial Land – Generally	£1,600,000
Industrial Land – Town Centre	£3,500,000
Agricultural	£25,000
Paddock	£50,000

Source: HDH (September 2019)

12.30 The updated PPG makes specific reference to Benchmark Land Values (BLV) so it is necessary to address this. The following Benchmark Land Value assumptions are used:

a. Brownfield/Urban Sites: EUV Plus 20%.

b. Greenfield Sites: EUV Plus £350,000/ha.

Development Costs

12.31 These are the costs and other assumptions required to produce the financial appraisals.

Construction costs: baseline costs

12.32 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Kent. The cost figure for 'Estate Housing – Generally' is £1,389/m² at the time of this report (October 2021). This is a 4.4% increase from the

assumption of £1,330/m^2 used in in the previous iteration (based in February 2020). The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724) however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.

12.33 The appropriate cost is used for the relevant building type, so the figure for flatted development (of the appropriate height) is used for flatted development, the figure used for terraced development is that for terraced housing and so on. Likewise, the appropriate figures are used for non-residential development types.

Other normal development costs

12.34 In addition to the BCIS £/m^2 build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). A scale of allowances has been developed for the residential sites, ranging from 5% of build costs for flatted schemes, to 15% for the larger greenfield schemes.

Abnormal development costs and brownfield sites

12.35 An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs. Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs.

Fees

12.36 For residential development we have assumed professional fees amount to 8% of build costs, for non-residential development we have assumed professional fees amount to 8% of build costs.

Contingencies

12.37 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% (calculated on the total build costs, including abnormal costs) has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land.

S106 Contributions and the costs of infrastructure

12.38 For many years, Medway Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure through the s106 / s287 regime. The average amount agreed on recently approved schemes is a little under £10,000/unit, although it is important to note that this excludes sites where there was no affordable housing and, in some cases, includes commuted sums. It is therefore likely that this overstates the actual costs in this regard.

12.39 In this study it is important that the costs of mitigation are reflected in the analysis. In the *Medway Council Affordable Housing and CIL Viability Testing Report* (GVA, January 2016)[86] it was assumed all the modelled residential sites will contribute £5,000/unit when considering affordable housing and £1,500/unit when considering CIL. The £5,000/unit assumption is carried forward and a range of higher costs have also been tested.

12.40 In relation to the Strategic Sites, the Council has estimated the strategic infrastructure and mitigation costs as follows:

Table 12.4 Strategic Sites – s106 Assumptions

Residential	**Capacity (dwl)**	**s106 Requirement**	**£/unit**
Chatham Docks Strategic Site	**3,625**	**£20,627,700**	**£5,690**
Strood Strategic Site	**1,538**	**£8,655,098**	**£5,628**
Chatham Strategic Site	**667**	**£3,795,497**	**£5,690**
Hoo Peninsula Strategic Site	**9,262**	**£255,234,704**	**£27,557**
Chattenden Sites	1,188		£27,557
Deangate Ridge Sites	768		£27,557
West of Hoo Sites	3,086		£27,557
Station Quarter Sites	3,401		£27,557
High Halstow Sites	819		£27,557
Non-residential	**Capacity m²**	**s106 Requirement**	**£/m²**
IPM – Rochester Strategic Site	98,652	£0	£0.00
Grain Strategic Site	300,323	£14,000,000	£46.62
Kingsnorth Strategic Site	524,300	£22,000,000	£41.96
Chatham employment sites	40,770	£0	£0.00
Strood employment sites	10,750	£0	£0.00

Source: MC (October 2021)

12.41 The above costs are used. The Hoo Peninsula costs are allocated, on a pro-rata basis, by the number of units. The Hoo peninsular costs include £8,220,000 of land costs. We would not normally expect the cost of land for on-site provision of schools and the like to be included as a cost, it is therefore likely that the costs are overstated. The monies that have been provisionally secured through the HIF bids on the Hoo site are deducted.

Financial and Other Appraisal Assumptions

12.42 The appraisals assume interest of 6% p.a. for total debit balances. No allowance is made for equity provided by the developer.

[86] Appendix 1, Paragraph 2.23

Developers' return

12.43 The updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies*'. The purpose of including a developers' return figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' return in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

12.44 A 17.5% assumption is used across the tenures. The exception is in relation to Build to Rent where 15% is used.

Site Acquisition and Disposal Costs

12.45 An allowance 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates. For market and for affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts.

Local Plan Policy Requirements

12.46 The specific purpose of this study is to consider and inform the development of the emerging Local Plan and then, in due course, to assess the cumulative impact of the policies on the planned development.

12.47 The new Local Plan will replace the adopted Medway Local Plan (2003) as well as various Supplementary Planning Documents. We have been provided with a copy of the *Pre-Submission Draft Local Plan* (October 2021). This is a well-developed document, but still subject to change. The new Local Plan carries most of the existing policy requirements forward (subject to appropriate updating) rather than following a radical new direction.

Modelling

12.48 The approach is to model a set of development sites (typologies) that are broadly representative of the type of the residential and non-residential development that is likely to come forward under the new Local Plan.

Residential Appraisals

12.49 The appraisals use the residual valuation approach – they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the Existing Use Value (EUV) by a satisfactory margin, being the Benchmark Land Value (BLV).

12.50 Sets of appraisals have been run based on the assumptions provided in this report, including the affordable housing requirement and developer contributions and other policy requirements. These appraisals are based on the following assumptions.

a. Affordable Housing — 30% on sites of 10 and larger (51% Affordable Rent, 49% Affordable Home Ownership). Build to Rent 20%.

b. Design — NDSS, 90% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible

c. Water Efficiency Standard, Future Homes Standard Option 2, Car Charging Points

20% Biodiversity Net Gain

d. Developer Contributions — s106 Typologies £5,000/unit.

Strategic Sites as per Chapter 7 above, phased pro-rata over the life of the schemes;

	£	£/unit
Chatham Docks	£20,627,700	£5,690
Strood	£8,655,098	£5,628
Chatham	£3,795,497	£5,690
Chattenden		£27,557
Deangate Ridge		£27,557
West of Hoo		£27,557
Station Quarter		£27,557
High Halstow		£27,557
All Hoo Peninsula	£255,234,704	£27,557

Table 12.5a Residential Development, – Residual Values, Typologies - Higher

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Higher	Green	Agricultural	61.26	42.86	1,500	1,182,782	1,690,790	72,462,414
Site 2	Large Green 400	Higher	Green	Agricultural	16.34	11.43	400	1,316,904	1,882,518	21,514,493
Site 3	Green 200	Higher	Green	Agricultural	8.17	5.71	200	1,209,704	1,729,275	9,881,573
Site 4	Green 100	Higher	Green	Agricultural	4.08	2.86	100	1,220,334	1,744,471	4,984,203
Site 5	Green 50	Higher	Green	Agricultural	2.04	1.43	50	1,242,953	1,776,805	2,538,292
Site 6	Green 30	Higher	Green	Agricultural	1.23	0.86	30	1,231,282	1,760,120	1,508,674
Site 7	Green 20	Higher	Green	Agricultural	0.82	0.57	20	1,213,186	1,734,252	991,001
Site 8	Green 12	Higher	Green	Paddock	0.49	0.34	12	1,515,816	2,166,863	742,925
Site 9	Green 8	Higher	Green	Paddock	0.23	0.23	8	2,599,914	2,599,914	594,266
Site 10	Green 6	Higher	Green	Paddock	0.17	0.17	6	2,719,810	2,719,810	466,253
Site 11	Green 4	Higher	Green	Paddock	0.11	0.11	4	2,527,503	2,527,503	288,858
Site 12	V High Density 400	Higher	Brown	PDL	1.45	1.45	400	-4,988,240	-4,988,240	-7,255,622
Site 13	V High Density 100	Higher	Brown	PDL	0.36	0.36	100	-5,813,817	-5,813,817	-2,114,115
Site 14	High Density 400	Higher	Brown	PDL	2.22	2.22	400	1,231,178	1,231,178	2,735,951
Site 15	High Density 100	Higher	Brown	PDL	0.56	0.56	100	1,097,073	1,097,073	609,485
Site 16	Central HD 400	Higher	Brown	Town Centre	2.67	2.67	400	1,025,982	1,025,982	2,735,951
Site 17	Central HD 100	Higher	Brown	Town Centre	0.67	0.67	100	914,228	914,228	609,485
Site 18	Medium Density 100	Higher	Brown	PDL	1.05	1.05	100	891,181	891,181	938,086
Site 19	Medium Density 30	Higher	Brown	PDL	0.32	0.32	30	876,851	876,851	276,900
Site 20	Brown 300	Higher	Brown	PDL	3.80	3.80	300	426,336	426,336	1,618,998
Site 21	Brown 80	Higher	Brown	PDL	1.01	1.01	80	370,105	370,105	374,790
Site 22	Brown 30	Higher	Brown	PDL	0.38	0.38	30	876,976	876,976	333,029
Site 23	Small Brown 12	Higher	Brown	PDL	0.15	0.15	12	467,401	467,401	70,998
Site 24	Small Brown 8	Higher	Brown	PDL	0.10	0.10	8	2,977,434	2,977,434	301,512
Site 25	Small Brown 5	Higher	Brown	PDL	0.06	0.06	5	3,193,369	3,193,369	202,112
Site 26	PRS HD 100	Higher	Brown	PDL	0.83	0.83	100	-3,442,331	-3,442,331	-2,868,609
Site 27	PRS MD 50	Higher	Brown	PDL	0.53	0.53	50	-812,088	-812,088	-427,415

Source: HDH (November 2021)

Table 12.5b Residential Development, – Residual Values, Typologies - Lower

25% Affordable (60% Affordable Rent / 40% Intermediate), s106 £5,000/unit

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	Lower	Green	Agricultural	61.26	42.86	1,500	1,045,948	1,495,185	64,079,357
Site 2	Large Green 400	Lower	Green	Agricultural	16.34	11.43	400	1,166,708	1,667,813	19,060,715
Site 3	Green 200	Lower	Green	Agricultural	8.17	5.71	200	1,057,707	1,511,994	8,639,968
Site 4	Green 100	Lower	Green	Agricultural	4.08	2.86	100	970,393	1,387,179	3,963,368
Site 5	Green 50	Lower	Green	Agricultural	2.04	1.43	50	983,207	1,405,497	2,007,853
Site 6	Green 30	Lower	Green	Agricultural	1.23	0.86	30	976,539	1,395,965	1,196,542
Site 7	Green 20	Lower	Green	Agricultural	0.82	0.57	20	965,352	1,379,973	788,556
Site 8	Green 12	Lower	Green	Paddock	0.49	0.34	12	1,249,352	1,785,952	612,326
Site 9	Green 8	Lower	Green	Paddock	0.23	0.23	8	2,599,914	2,599,914	594,266
Site 10	Green 6	Lower	Green	Paddock	0.17	0.17	6	2,719,810	2,719,810	466,253
Site 11	Green 4	Lower	Green	Paddock	0.11	0.11	4	2,527,503	2,527,503	288,858
Site 12	V High Density 400	Lower	Brown	PDL	1.45	1.45	400	-7,876,497	-7,876,497	-11,456,723
Site 13	V High Density 100	Lower	Brown	PDL	0.36	0.36	100	-8,867,892	-8,867,892	-3,224,688
Site 14	High Density 400	Lower	Brown	PDL	2.22	2.22	400	-520,584	-520,584	-1,156,854
Site 15	High Density 100	Lower	Brown	PDL	0.56	0.56	100	-808,568	-808,568	-449,204
Site 16	Central HD 400	Lower	Brown	Town Centre	2.67	2.67	400	-433,820	-433,820	-1,156,854
Site 17	Central HD 100	Lower	Brown	Town Centre	0.67	0.67	100	-673,807	-673,807	-449,204
Site 18	Medium Density 100	Lower	Brown	PDL	1.05	1.05	100	702,044	702,044	738,994
Site 19	Medium Density 30	Lower	Brown	PDL	0.32	0.32	30	681,543	681,543	215,224
Site 20	Brown 300	Lower	Brown	PDL	3.80	3.80	300	276,412	276,412	1,049,667
Site 21	Brown 80	Lower	Brown	PDL	1.01	1.01	80	212,332	212,332	215,020
Site 22	Brown 30	Lower	Brown	PDL	0.38	0.38	30	715,477	715,477	271,700
Site 23	Small Brown 12	Lower	Brown	PDL	0.15	0.15	12	315,540	315,540	47,930
Site 24	Small Brown 8	Lower	Brown	PDL	0.10	0.10	8	2,788,860	2,788,860	282,416
Site 25	Small Brown 5	Lower	Brown	PDL	0.06	0.06	5	2,988,116	2,988,116	189,121
Site 26	PRS HD 100	Lower	Brown	PDL	0.83	0.83	100	-5,113,109	-5,113,109	-4,260,924
Site 27	PRS MD 50	Lower	Brown	PDL	0.53	0.53	50	-2,131,759	-2,131,759	-1,121,978

Source: HDH (November 2021)

12.51 Across the typologies, the results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology.

a. Almost all the typologies generate a positive Residual Value. The exceptions being the higher format six storeys plus (Typologies 12 and 13) and the Build to Rent schemes (Typologies 26 and 27). In addition, some of the higher density schemes, in the lower value areas, also produce a negative value.

b. The higher density sites generally have higher Residual Values; having said this, the highest density typologies, being those modelled in the taller format (6 storeys plus) have a lower value as a result of the greater build costs.

c. The additional costs associated with brownfield sites result in lower Residual Values.

d. The Residual Value is about £180,000/ha more on the larger greenfield sites in the higher value area, relative to the lower value area. On the smaller greenfield sites, the difference is more marked at about £900,000/ha (although the variance is larger than this). In part this is due to the value assumptions, but also due to the fact that the smaller sites do not include affordable housing which accentuates the differences, as affordable housing is attributed the same value across the whole area.

e. The higher density, brownfield sites in the higher value area generate a Residual Value that is more than £1,000,000/ha higher than for the higher density, brownfield sites in the lower value area.

Table 12.5c Residential Development, – Residual Values, Strategic Sites

25% Affordable (60% Affordable Rent / 40% Intermediate), s106, from IDP

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Chatham Docks	Chatham	Brown	Docks	29.37	29.37	3,625	-3,466,009	-3,466,009	-101,796,695
Site 2	Strood SS	Strood	Brown	Urban Mix	18.75	18.75	1,538	1,288,777	1,288,777	24,164,577
Site 3	Chatham SS	Chatham	Browm	Urban Mix	3.84	3.84	667	-3,802,487	-3,802,487	-14,601,551
Site 4	Hoo - Chattenden	Hoo	Mix	Ag / MOD	57.83	33.94	1,188	568,090	967,881	32,852,648
Site 5	Hoo - Deangate Ridge	Hoo	Green	Agricultural	72.29	21.94	768	299,215	985,754	21,630,267
Site 6	Hoo - West of Hoo	Hoo	Green	Agricultural	118.92	88.17	3,086	528,116	712,289	62,803,557
Site 7	Hoo - Station Quarter	Hoo	Green	Agricultural	175.58	97.17	3,401	267,832	483,948	47,025,912
Site 8	Hoo - High Halstow	Hoo	Green	Agricultural	41.86	23.40	819	530,644	949,263	22,212,752
Site 9	Hoo - ALL	Hoo	Green	Agricultural	466.48	264.63	9,262	391,826	690,701	182,779,221

Source: HDH (November 2021)

12.52 The results vary differ considerably between the greenfield and the brownfield sites. The Chatham Docks, and Chatham Strategic Sites do not generate positive values, but the Strood site does, as do the greenfield sites on the Hoo Peninsula.

a. The Chatham Docks site is modelled with higher remediation costs (10% rather than 5%) than the other brownfield sites.

b. The Strood site and the Chatham site are modelled with about £5,600/unit strategic infrastructure and mitigation costs, however The Strood site is modelled as a mix of housing and the Chatham site is modelled as mostly flats, that are generally more expensive to deliver.

c. The separate elements of the Hoo Peninsula site all produce a positive value with strategic infrastructure and mitigation costs of about between £20,000/unit and £30,000/unit.

The Deangate Ridge site and Station Quarter have lower residual values. In the case of Deansgate Ridge, this is largely because of the significantly lower density (about 30% net developable) assumption. Whilst there is less development on the site, the undeveloped land will accommodate some of the areas required to offset the environmental impacts of the whole Hoo scheme.

The reason that the results on the Station Quarter are lower is due to the trajectory. As set out towards the end of Chapter 7 above, the modelling is based on the best estimate of the trajectory. This site is in multiple ownerships, some of which are relatively small (and are below the size that would normally be considered as Strategic Sites). The trajectory used in the modelling brings the available data together, so to be consistent with the wider plan-making assumptions. The trajectory for the Station Quarter is based on 188 units being developed over the first 5 years and then there is a gap of three years before development resumes in year 8. This has a significant impact on the results as it is assumed that all of the land is bought at the start of the project, and this results in significantly higher interest payments.

12.53 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return.

12.54 In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a premium, and induce them to sell the land for development as set out in Chapter 6 above.

Table 12.6a Residual Value v Benchmark Land Value. Typologies - Higher					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Higher	25,000	375,000	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,515,816
Site 9	Green 8	Higher	50,000	400,000	2,599,914
Site 10	Green 6	Higher	50,000	400,000	2,719,810
Site 11	Green 4	Higher	50,000	400,000	2,527,503
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-4,988,240
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-5,813,817
Site 14	High Density 400	Higher	1,600,000	1,920,000	1,231,178
Site 15	High Density 100	Higher	1,600,000	1,920,000	1,097,073
Site 16	Central HD 400	Higher	3,500,000	4,200,000	1,025,982
Site 17	Central HD 100	Higher	3,500,000	4,200,000	914,228
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	891,181
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	876,851
Site 20	Brown 300	Higher	1,600,000	1,920,000	426,336
Site 21	Brown 80	Higher	1,600,000	1,920,000	370,105
Site 22	Brown 30	Higher	1,600,000	1,920,000	876,976
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	467,401
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	2,977,434
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	3,193,369
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-812,088

Source: HDH (November 2021)

Table 12.6b Residual Value v Benchmark Land Value. Typologies - Lower 25% Affordable (60% Social Rent / 40% Intermediate), s106 £5,000/unit					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Lower	25,000	375,000	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,057,707
Site 4	Green 100	Lower	25,000	375,000	970,393
Site 5	Green 50	Lower	25,000	375,000	983,207
Site 6	Green 30	Lower	25,000	375,000	976,539
Site 7	Green 20	Lower	25,000	375,000	965,352
Site 8	Green 12	Lower	50,000	400,000	1,249,352
Site 9	Green 8	Lower	50,000	400,000	2,599,914
Site 10	Green 6	Lower	50,000	400,000	2,719,810
Site 11	Green 4	Lower	50,000	400,000	2,527,503
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-7,876,497
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-8,867,892
Site 14	High Density 400	Lower	1,600,000	1,920,000	-520,584
Site 15	High Density 100	Lower	1,600,000	1,920,000	-808,568
Site 16	Central HD 400	Lower	3,500,000	4,200,000	-433,820
Site 17	Central HD 100	Lower	3,500,000	4,200,000	-673,807
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	702,044
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	681,543
Site 20	Brown 300	Lower	1,600,000	1,920,000	276,412
Site 21	Brown 80	Lower	1,600,000	1,920,000	212,332
Site 22	Brown 30	Lower	1,600,000	1,920,000	715,477
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	315,540
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	2,788,860
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	2,988,116
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,131,759

Source: HDH (November 2021)

12.55 The results vary considerably:

a. The Residual Value on all the greenfield typologies, across both price areas is substantially above the BLV. The Council can be confident that these types of site are deliverable with 30% affordable housing. There may also be scope to consider a higher affordable housing requirement, or higher levels of developer contribution on these types of site.

b. The sites modelled as high density and taller buildings produce a Residual Value that is negative. These are only likely to be acceptable (in planning terms) in the higher value waterfront areas. Currently there are few such schemes in the planning system. The Council should be cautious about relying on such development to deliver housing under the current market conditions.

c. In both areas the more general brownfield development is challenging (at 30% affordable housing). This reflects the Council's experience on the ground, where the current affordable housing requirements are not always being met. The Council should be cautious about relying on such development to deliver housing under the current market conditions.

d. The small brownfield sites that are below the affordable housing threshold have a Residual Value that is over the BLV in both areas. These types of site are likely to continue to be delivered.

e. The sites modelled as Build to Rent schemes (with 20% affordable housing as Affordable Private Rent) are not shown as viable. The Residual Value is negative. The Council should be cautious about relying on such development to deliver housing under the current market conditions. In this regard it is important to note that there are early signs that this tenure is beginning to be delivered (albeit without affordable housing), on the consented Chatham Docks development.

It is notable that paragraph 10-007-20190509 of the PPG does anticipate that development '*which may significantly vary from standard models of development for sale*', giving Build to Rent as a specific example, may be one of the limited times when viability testing at the development management stage may be appropriate. On this basis we would not recommend the Council sets a specific affordable housing target for this sector, rather we would suggest that a flexible approach is taken.

Table 12.6c Residual Value v Benchmark Land Value. Strategic Sites

25% Affordable (60% Social Rent / 40% Intermediate), s106 from the IDP

			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-3,466,009
Site 2	Strood SS	Strood	3,500,000	4,200,000	1,288,777
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-3,802,487
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	568,090
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	299,215
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	528,116
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	267,832
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	530,644
Site 9	Hoo - ALL	Hoo	25,000	375,000	391,826

Source: HDH (November 2021)

12.56 As set out above, the results vary differ across the sites. These variations are due to the nature of the site and the price areas and level of the site specific developer contributions.

Affordable Housing

12.57 A core purpose of this study is to consider an appropriate affordable housing target. In the following sections the total amount of affordable housing has been considered, as has the tenure mix. The current affordable housing target is 25%, however the Council's aspiration is to increase this. A range of levels of provision are considered.

12.58 The pattern of results in broadly similar in both value areas, although the Residual Values are notably higher in the higher value area.

a. At 40% affordable housing, greenfield sites are shown as viable. This would indicate there is scope to increase the affordable housing target on such sites. In the higher value areas, a 5% increase in affordable housing results in a fall of the Residual Value by about £120,000/ha. In the lower value areas, the fall is a little less at about £110,000/ha

b. Even without affordable housing, the higher formats of construction (six storeys plus) are not via.

c. The typologies in the lower value area, but modelled with the higher BLV, to reflect the town centre locations, are not shown as being viable. If such development was likely to be delivered, it would be most likely to come forward in the town centres of central Chatham and Strood (hence the use of the higher EUV).

d. The wider brownfield typologies tip from unviable to viable at lower levels of affordable housing.

e. Even without affordable housing, on the Build to Rent schemes, the Residual Value is less than the EUV. Such development is unlikely to be shown as viable when assessed under the 2019 NPPF and updated PPG. As mentioned above, some development of this type is coming forward.

12.59 The analysis shows some parts of the Hoo Strategic Site may be able to bear more than 30% affordable housing, but some can bear less. Over the whole site 30% is appropriate.

12.60 The analysis in the base appraisals (above) assumes that the affordable housing is provided as 51% Affordable Rent and 49% Affordable Home Ownership. This is the Council's preferred housing mix.

12.61 The 2021 NPPF sets out a requirement for 10% low cost home ownership as part of the overall housing mix and that 25% of the affordable housing should be a First Home (a First Home is discounted for first time buyers by at least 30% from market values).

12.62 Where the affordable housing for rent is provided as Affordable Rent rather than Social Rent, the Residual Value on the lower density schemes is about £350,000/ha higher at a 30% requirement on the larger greenfield sites. The difference increases substantially on the higher

density, brownfield sites. The Council should be cautious around requiring developers to deliver Social Rent rather than Affordable Rent as this will adversely impact on viability and may result in a lower overall affordable housing target.

12.63 On the larger greenfield sites in the higher value area, the Residual Value is about £45,000/ha higher where 30% affordable housing is provided as 20% Intermediate Housing / 10% Affordable Rent, rather than as 10% Intermediate Housing / 20% Affordable Rent. In the lower value area, the equivalent figure is less.

12.64 Increasing the element of affordable housing that is provided as Intermediate Housing rather Affordable Rent, increases the Residual Value (and thus viability). On sites where viability may be tight and it may be challenging to deliver affordable housing, a change in the tenures, rather than the overall amount of affordable housing, should be explored.

Affordable Housing v Developer Contributions

12.65 The core balance in a viability assessment is between the provision of affordable housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. A further set of appraisals has been run with varied levels of developer contributions tested against varied affordable housing targets.

12.66 The analysis shows that, within the higher value area, the greenfield typologies are able to bear 30% affordable housing and over £30,000/unit in developer contributions. The results in the lower value area are broadly similar.

12.67 Of the brownfield typologies, there is little scope for any developer contributions, even without affordable housing on the higher density and the Build to Rent schemes. At 10% affordable housing, many of the typologies can bear a low level of affordable housing (10%) and developer contributions of up to £7,500/unit or so. In this context, the *Medway Guide to Developer Contributions and Obligations* (May 2018 Version 2: Charges updated April 2019) sets out developer contributions of up to £12,500 per unit, however these contributions are not requested on all schemes – rather just when needed to mitigate the impact of a specific site. The average amount agreed on recently approved schemes is a little under £10,000/unit, although it is important to note that this excludes sites where there was no affordable housing and, in some cases, includes commuted sums. It is therefore likely that this overstates the actual costs in this regard as the average includes more than just strategic infrastructure costs. It would be prudent to bear this in mind when setting policy.

12.68 With regard to the Strategic Sites, the analysis reinforces the fact that the delivery of the brownfield sites is likely to be challenging, however, the sites on the Hoo Peninsula have capacity bear affordable housing and substantial levels of developer contributions.

12.69 The above analysis suggests that there is capacity to seek increased levels of affordable housing on the greenfield sites, however it is necessary to consider a lower affordable housing target on the brownfield sites.

Increased Standards

12.70 Several areas of higher construction standard are tested, including the move towards zero carbon, biodiversity net gain and enhanced open space standards.:

12.71 In early October 2019, when the initial stage of this project was underway, the Government launched a consultation on 'The Future Homes Standard'. Similarly, in 2019 the Council declared a '*climate change emergency'*, making the move to achieving the 'net zero' greenhouse gas emissions a corporate priority. There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building and measures to enable natural ventilation, through to altering the fundamentals of design and construction.

12.72 The Council's preferred policy seeks '*new homes should achieve a 31% carbon reduction'* which is equivalent to the Future Homes Standard Option 2 (see Chapter 8 above). It is assumed that this is a requirement in the appraisals set out above.

12.73 On the greenfield sites, an increase in the build standards to Option 2 (a 31% reduction in CO_2), would result in a reduction in the Residual Value of about £115,000/ha. The reduction would be substantially more on the higher density schemes. Whilst this analysis is interesting, to a large extent this analysis has been overtaken by national changes in policy as the Government has announced its preference to mandate the requirements of the Future Homes Standard Option 2.

12.74 In March 2019 the Government announced that new developments must deliver an overall increase in biodiversity. In this regard the Council's preferred option is for 20% gain, being 10% above the national requirement (of 10%).

12.75 In addition to the above, the Council is considering a further uplift of 20% over and above the national requirements. We have tested this. The requirements for increased biodiversity do add to the costs of development. The Council should be cautious in seeking a requirement over and above the 20% proposed.

12.76 At the time of the 2019 iteration of this assessment the open space standard requirements were still emerging, however the base analysis was based on a requirement for 2.4ha of space per 1,000 residents, calculated assuming an average of 2.46 residents per dwelling. A scenario with a requirement of 5.05ha of space per 1,000 residents was also tested. These higher requirements are now confirmed, based on the 2.43 residents per dwelling and have formed the basis of the modelling of the typologies (including an allowance of £2,551/dwelling on brownfield sites to reflect the costs of off-site provision). For context, a further set of appraisals has been run based on 2.4ha of open space per 1,000 residents.

12.77 On the greenfield and brownfield sites, an increase to the enhanced open space standard of 5.05ha would result in a reduction in the Residual Value of about £50,000/ha. The reduction is substantially more on the higher density schemes (although these are more likely to be the brownfield sites that are more likely to be making off-site provision).

Affordable Housing and Policy Requirements

12.78 The purpose of the 2019 report was to consider the impact of policy requirements on development viability. The analysis was one of a wide range of factors that the Council considered when drawing up and then refining the policies that are now included in the *Pre-Submission Draft Local Plan* (October 2021) which will be included in the next iteration of the emerging Plan. In the sections above, the ability of development to bear a range of costs has been considered, however the starting point is the current preferred policy requirements that have evolved through the iterative plan-making process.

12.79 The analysis demonstrates that there is scope to increase the affordable housing requirements to 30% on the greenfield sites, including the Hoo Peninsular Strategic Site. Across Medway, brownfield sites are delivering affordable housing, albeit at low levels, so we recommend that the affordable housing requirement on such sites is reduced to 10%. It accepted that not all sites will be able to bear 10% so the Council should be cautious about relying on this type of development when assessing its supply of deliverable housing and when doing so considers (in line with the NPPF) the planning status of sites and commitments made by developers.

12.80 Chatham town centre does have challenges and is not thriving. The Council has been undertaking works to improve the public realm and has various regeneration initiatives. This study is undertaken at current costs and values, however we would expect that values will raise as the improvements take effect with the subsequent increase in the attractiveness of the area and then local house prices. It would not be appropriate to build such increases into a study of this type, however we do recommend that the Council keeps this under review and revisits the policy requirements in due course.

12.81 In this regard we recommend that the following policy requirements are appropriate, bearing in mind the requirements of the NPPF and PPG:

a.	Affordable Housing	30% on greenfield sites and 10% on brownfield sites of 10 and larger (51% Affordable Rent, 49% Affordable Home Ownership).
b.	Design	NDSS, 90% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible Water Efficiency Standard, Future Homes Standard Option 2, Car Charging Points 20% Biodiversity Net Gain
c.	Developer Contributions	s106 Typologies £5,000/unit. Strategic Sites, phased pro-rata over the life of the schemes

	£	£/unit
Chatham Docks	£20,627,700	£5,690
Strood	£8,655,098	£5,628
Chatham	£3,795,497	£5,690
Chattenden		£27,557
Deangate Ridge		£27,557
West of Hoo		£27,557
Station Quarter		£27,557
High Halstow		£27,557
ALL Hoo Peninsula	£255,234,704	£27,557

12.82 The results vary between the higher and the lower value areas. In both areas the greenfield sites are viable at 30% affordable housing and have a significant capacity to bear developer contributions. In both areas viability is challenging on the brownfield sites. This reflects that Council's experience on the ground where greenfield sites are routinely delivering affordable housing, and brownfield sites are rarely policy compliant. Having said this, brownfield sites are delivering some affordable housing, indicating that a zero target would not be appropriate.

12.83 The Council should be cautious about allocating brownfield sites, particularly in the lower value areas as these are less likely to be forthcoming. Likewise, the Council should be cautious when relying on brownfield sites to deliver housing (for example within the five-year supply assessment) as such sites are clearly challenging to deliver. The exception to this advice is where there is clear evidence (for example from the site promoter) that a policy compliant scheme can be delivered on the site.

12.84 The core balance in a viability assessment is between the provision of affordable housing and the payment of developer contributions towards strategic infrastructure and mitigation measures that are required to make development acceptable. In the base analysis it is assumed that the current typical contribution of about £5,000/unit will continue (in the absence of CIL). On this basis, the above analysis suggests that there may be scope to seek CIL from the greenfield sites. This is explored further below.

12.85 The Strategic Sites have been tested individually. The results are broadly consistent with the findings above. As noted earlier, there is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

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

12.86 In this context we particularly highlight paragraph 10-006 of the PPG:

> *... It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in*

buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan....

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12.87 In the remaining advice below, it is assumed that the Council accepts the above recommendations, and these form the basis of the remaining analysis. The following tables are directly comparable to these at the start of this chapter and show the results for the appraisals prepared based on the above assumptions.

Table 12.7a Residual Value v Benchmark Land Value. Typologies - Higher

			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Higher	25,000	375,000	1,182,782
Site 2	Large Green 400	Higher	25,000	375,000	1,316,904
Site 3	Green 200	Higher	25,000	375,000	1,209,704
Site 4	Green 100	Higher	25,000	375,000	1,220,334
Site 5	Green 50	Higher	25,000	375,000	1,242,953
Site 6	Green 30	Higher	25,000	375,000	1,231,282
Site 7	Green 20	Higher	25,000	375,000	1,213,186
Site 8	Green 12	Higher	50,000	400,000	1,515,816
Site 9	Green 8	Higher	50,000	400,000	3,626,550
Site 10	Green 6	Higher	50,000	400,000	3,790,791
Site 11	Green 4	Higher	50,000	400,000	3,771,571
Site 12	V High Density 400	Higher	1,600,000	1,920,000	-1,697,503
Site 13	V High Density 100	Higher	1,600,000	1,920,000	-2,282,279
Site 14	High Density 400	Higher	1,600,000	1,920,000	3,319,921
Site 15	High Density 100	Higher	1,600,000	1,920,000	3,335,380
Site 16	Central HD 400	Higher	3,500,000	4,200,000	2,766,601
Site 17	Central HD 100	Higher	3,500,000	4,200,000	2,779,483
Site 18	Medium Density 100	Higher	1,600,000	1,920,000	1,972,177
Site 19	Medium Density 30	Higher	1,600,000	1,920,000	1,987,428
Site 20	Brown 300	Higher	1,600,000	1,920,000	1,266,860
Site 21	Brown 80	Higher	1,600,000	1,920,000	1,247,873
Site 22	Brown 30	Higher	1,600,000	1,920,000	1,813,299
Site 23	Small Brown 12	Higher	1,600,000	1,920,000	1,360,017
Site 24	Small Brown 8	Higher	1,600,000	1,920,000	4,762,174
Site 25	Small Brown 5	Higher	1,600,000	1,920,000	5,102,559
Site 26	PRS HD 100	Higher	1,600,000	1,920,000	-3,442,331
Site 27	PRS MD 50	Higher	1,600,000	1,920,000	-812,088

Source: HDH (November 2021)

Table 12.7b Residual Value v Benchmark Land Value. Typologies - Lower					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Large Green 1,500	Lower	25,000	375,000	1,045,948
Site 2	Large Green 400	Lower	25,000	375,000	1,166,708
Site 3	Green 200	Lower	25,000	375,000	1,057,707
Site 4	Green 100	Lower	25,000	375,000	970,393
Site 5	Green 50	Lower	25,000	375,000	983,207
Site 6	Green 30	Lower	25,000	375,000	976,539
Site 7	Green 20	Lower	25,000	375,000	965,352
Site 8	Green 12	Lower	50,000	400,000	1,249,352
Site 9	Green 8	Lower	50,000	400,000	3,626,550
Site 10	Green 6	Lower	50,000	400,000	3,790,791
Site 11	Green 4	Lower	50,000	400,000	3,771,571
Site 12	V High Density 400	Lower	1,600,000	1,920,000	-5,142,985
Site 13	V High Density 100	Lower	1,600,000	1,920,000	-5,987,339
Site 14	High Density 400	Lower	1,600,000	1,920,000	1,218,459
Site 15	High Density 100	Lower	1,600,000	1,920,000	1,078,953
Site 16	Central HD 400	Lower	3,500,000	4,200,000	1,015,383
Site 17	Central HD 100	Lower	3,500,000	4,200,000	899,127
Site 18	Medium Density 100	Lower	1,600,000	1,920,000	1,739,567
Site 19	Medium Density 30	Lower	1,600,000	1,920,000	1,751,402
Site 20	Brown 300	Lower	1,600,000	1,920,000	1,082,464
Site 21	Brown 80	Lower	1,600,000	1,920,000	1,055,070
Site 22	Brown 30	Lower	1,600,000	1,920,000	1,614,884
Site 23	Small Brown 12	Lower	1,600,000	1,920,000	1,177,844
Site 24	Small Brown 8	Lower	1,600,000	1,920,000	4,525,138
Site 25	Small Brown 5	Lower	1,600,000	1,920,000	4,851,825
Site 26	PRS HD 100	Lower	1,600,000	1,920,000	-5,113,109
Site 27	PRS MD 50	Lower	1,600,000	1,920,000	-2,131,759

Source: HDH (November 2021)

Table 12.7c Residual Value v Benchmark Land Value. Strategic Sites					
			Existing Use Value	Benchmark Land Value	Residual Value
Site 1	Chatham Docks	Chatham	1,600,000	1,920,000	-2,053,668
Site 2	Strood SS	Strood	3,500,000	4,200,000	2,125,971
Site 3	Chatham SS	Chatham	3,500,000	4,200,000	-1,945,340
Site 4	Hoo - Chattenden	Hoo	25,000	375,000	568,090
Site 5	Hoo - Deangate Ridge	Hoo	25,000	375,000	299,215
Site 6	Hoo - West of Hoo	Hoo	25,000	375,000	528,116
Site 7	Hoo - Station Quarter	Hoo	25,000	375,000	267,832
Site 8	Hoo - High Halstow	Hoo	25,000	375,000	530,644
Site 9	Hoo - ALL	Hoo	25,000	375,000	391,826

Source: HDH (November 2021)

Scope for CIL

12.88 Part of the scope of this study is to consider the capacity for CIL. An important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.

12.89 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL.

12.90 In the following analysis it assumes CIL would be paid through the life of the project.

12.91 The range of development typologies have been modelled and from this the effect of CIL is inferred. The results presented earlier in this chapter consider the impact of the emerging policy requirements. A further set of appraisals have been run with a range of levels of CIL.

12.92 In considering CIL it is useful to use the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site, and sold the units (including provision of any affordable housing that is required). The following tables show the additional profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan, but not the current adopted rates of CIL.

Table 12.8a Additional Profit. Higher					
				£ site	£/m²
Site 1	Large Green 1,500	Agricultural	Green	69,573,660	659
Site 2	Large Green 400	Agricultural	Green	19,837,307	705
Site 3	Green 200	Agricultural	Green	10,025,293	713
Site 4	Green 100	Agricultural	Green	4,111,091	579
Site 5	Green 50	Agricultural	Green	2,053,763	568
Site 6	Green 30	Agricultural	Green	1,209,705	571
Site 7	Green 20	Agricultural	Green	777,012	570
Site 8	Green 12	Paddock	Green	625,964	702
Site 9	Green 8	Paddock	Green	897,447	1,169
Site 10	Green 6	Paddock	Green	700,160	1,179
Site 11	Green 4	Paddock	Green	468,738	1,019
Site 12	V High Density 400	PDL	Brown	-4,175,564	-178
Site 13	V High Density 100	PDL	Brown	-1,104,497	-189
Site 14	High Density 400	PDL	Brown	5,685,578	241
Site 15	High Density 100	PDL	Brown	1,377,125	234
Site 16	Central HD 400	Town Centre	Brown	-2,551,995	-108
Site 17	Central HD 100	Town Centre	Brown	-529,239	-90
Site 18	Medium Density 100	PDL	Brown	669,066	94
Site 19	Medium Density 30	PDL	Brown	200,562	95
Site 20	Brown 300	PDL	Brown	-1,209,473	-57
Site 21	Brown 80	PDL	Brown	-296,423	-53
Site 22	Brown 30	PDL	Brown	136,959	64
Site 23	Small Brown 12	PDL	Brown	-26,922	-36
Site 24	Small Brown 8	PDL	Brown	389,177	541
Site 25	Small Brown 5	PDL	Brown	264,717	557
Site 26	PRS HD 100	PDL	Brown	-4,528,745	-873
Site 27	PRS MD 50	PDL	Brown	-1,260,494	-487

Source: HDH (November 2021)

Table 12.8b Additional Profit. Lower					
				£ site	£/m²
Site 1	Large Green 1,500	Agricultural	Green	57,867,960	548
Site 2	Large Green 400	Agricultural	Green	16,661,173	592
Site 3	Green 200	Agricultural	Green	8,559,241	608
Site 4	Green 100	Agricultural	Green	2,921,456	411
Site 5	Green 50	Agricultural	Green	1,448,931	401
Site 6	Green 30	Agricultural	Green	858,318	405
Site 7	Green 20	Agricultural	Green	548,001	402
Site 8	Green 12	Paddock	Green	478,785	537
Site 9	Green 8	Paddock	Green	897,447	1,169
Site 10	Green 6	Paddock	Green	700,160	1,179
Site 11	Green 4	Paddock	Green	468,738	1,019
Site 12	V High Density 400	PDL	Brown	-9,927,291	-424
Site 13	V High Density 100	PDL	Brown	-2,524,934	-432
Site 14	High Density 400	PDL	Brown	-99,724	-4
Site 15	High Density 100	PDL	Brown	-40,594	-7
Site 16	Central HD 400	Town Centre	Brown	-8,337,297	-354
Site 17	Central HD 100	Town Centre	Brown	-1,929,058	-328
Site 18	Medium Density 100	PDL	Brown	378,137	53
Site 19	Medium Density 30	PDL	Brown	115,465	54
Site 20	Brown 300	PDL	Brown	-2,072,601	-97
Site 21	Brown 80	PDL	Brown	-524,043	-93
Site 22	Brown 30	PDL	Brown	50,926	24
Site 23	Small Brown 12	PDL	Brown	-57,379	-76
Site 24	Small Brown 8	PDL	Brown	361,519	502
Site 25	Small Brown 5	PDL	Brown	246,545	519
Site 26	PRS HD 100	PDL	Brown	-5,952,320	-1,147
Site 27	PRS MD 50	PDL	Brown	-2,168,404	-837

Source: HDH (November 2021)

Table 12.8c Additional Profit. Strategic Sites					
				£ site	£/m2
Site 1	Chatham Docks	Chatham	Brown	-126,830,575	-554
Site 2	Strood SS	Strood	Brown	-44,184,359	-381
Site 3	Chatham SS	Chatham	Brown	-26,868,164	-638
Site 4	Hoo - Chattenden	Hoo	Mix	14,762,474	187
Site 5	Hoo - Deangate Ridge	Hoo	Green	-6,295,962	-123
Site 6	Hoo - West of Hoo	Hoo	Green	32,130,456	157
Site 7	Hoo - Station Quarter	Hoo	Green	-18,421,288	-81
Site 8	Hoo - High Halstow	Hoo	Green	9,442,409	173
Site 9	Hoo - ALL	Hoo	Green	25,730,163	42

Source: HDH (November 2021)

12.93 The additional profit varies considerably. When the additional profit is considered across the area, it can be seen that there is capacity to bear CIL, particularly on the greenfield sites.

12.94 Viability testing in the context of CIL is to assess the '*effects*' on development. There are no hard and fast rules as to what is or is not an adequate buffer. We would suggest 30% would be appropriate in a market such as Medway. Viability is tested against the BLV plus a 30% cushion.

12.95 The initial analysis suggests all the greenfield sites are able to bear CIL in excess of £240/m^2 or so. There is limited capacity for the brownfield sites to bear CIL.

12.96 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.

12.97 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. It is inevitable that CIL will depress land prices. It would be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so. On this basis £100/m^2 may be an appropriate maximum rate of CIL on the greenfield sites.

12.98 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the developer's return assumptions and the generally cautious approach. Generally, we would advise that CIL should be less than 5% or so of GDV. This test does not further constrain the suggested rate of CIL.

Self and Custom Build

12.99 The Council does not require a specific amount of self-build plots. For illustrative purposes we have considered a 5% requirement on sites of 20 units and larger. It is assumed that this

policy would be implemented on a 'whole plot' basis, so sites over 20 units would be required to provide 1 plot, sites over 40 units would be required to provide 2 plots and so on.

12.100 If a developer is to sell a plot as a serviced self-build plot, they would not receive the profit from building the unit, they would however receive the price for the plot. If they were to provide the plot as a custom-build plot (i.e. where the developer designs and builds to the buyer's design and specifications) they would receive a payment for the land, the costs of construction and the price paid would incorporate the developer's return. The impact on viability is therefore the balance between the profit foregone and the receipt for the serviced plot. The developer's return per plot is generally in the £40,000 to £60,000/plot range.

12.101 There are a few development sites being publicly marketed in the area at the time of this update. Having made enquiries with local agents, the general consensus is that larger plots are likely to fetch in excess £100,000 or so in the current market, although the price for larger plots, with land for gardens and appropriate for larger family homes are likely to achieve a price that is very much more.

12.102 The modelling in this viability update is based on at least 30 units per net ha with allowance for open space. On this basis, a self-build plot is likely to be about 0.03ha or so. A conservative plot price of £100,000 would lead to a land value of over £3,000,000/ha. This is substantially above the BLV and allows plenty of scope for the services to be laid on to the plot or plots. It is also well above the developer's return that would be forgone from developing the unit.

12.103 Based on the above analysis it is unlikely that a requirement for self-build plots will adversely impact on viability.

Commuted Sums

12.104 Medway Council's preference is for affordable housing to be delivered on-site. This approach is in line with 2021 NPPF.

12.105 It is sensible for councils to set out guidance as to how a commuted sum would be calculated so as to provide transparency, and to avoid the undue delays that might arise during s106 negotiations if details of a payment had to be developed from first principles on each occasion. The analysis provides a basis on which it would be possible to formulate appropriate arrangements for calculating the commuted sum. Across the country different councils have taken different approaches, sometimes calculating contributions on a site-by-site basis, other times setting out a predetermined 'commuted sum'.

12.106 Paragraph 63 of the 2021 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If the Council were to take this option, we would recommend a £61,000/unit in the higher value area, and £56,000/unit in the lower value area per affordable unit not delivered on-site.

12.107 Medway Council is currently preparing a new Local Plan. This document will be long lived and is likely to be in place across several economic cycles. We would therefore recommend that the Council prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.

12.108 Alternatively, the Council may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up-to-date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units – the difference being the commuted sum.

Older People's Housing

12.109 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of affordable housing requirements.

12.110 Greenfield sites are able to bear affordable housing, however not at the 30% / 10% policy requirements. The brownfield sites are unable to bear affordable housing.

12.111 When considering the above, it is important to note that paragraph 10-007-20180724 of the updated PPG specifically anticipates that the viability of specialist older people's housing will be considered at the development management stage. It is therefore not necessary to differentiate within policy for this sector.

Student Housing

12.112 Whilst student housing is a small component of the housing market, it is appropriate to test this type of housing.

12.113 These findings are similar to findings in other places and the general move of students away from shared accommodation to more self-contained accommodation.

12.114 Whilst Cluster flats do not have capacity to bear additional infrastructure contributions, on the Studio flats, the Residual Value is well above the BLV, indicating there is likely to be capacity for CIL.

12.115 The analysis shows that student housing has the capacity to bear CIL at the same rate as residential development on greenfield sites.

Non-Residential Appraisals

12.116 We have run a set of development financial appraisals for the non-residential development types.

12.117 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of

developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Value (EUV 'plus').

12.118 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development and what planning applications are being determined – and on what basis.

12.119 To some extent the above results are reflective of the current market in the Medway area and more widely. Office and industrial development are shown as being unviable, however this is not just an issue within Medway. Having said this, employment space is being delivered in Medway.

12.120 The Local Development Order in relation to Innovation Park Medway is a joint initiative between Medway Council and Tonbridge & Malling Borough Council to bring forward an employment site for innovative, knowledge intensive and manufacturing uses, unique to existing provision in Medway. This site is owned by Medway Council who are committed to facilitating the delivery of the site. A range of enabling works is being delivered by the public sector supported by successful funding bids and development is coming forward, however there remain further works to be undertaken to make the development 'acceptable in planning terms', including contributing to wider strategic improvements to Junction 2 of the M2. It is currently anticipated that these works well be, at least in part, funded through the 'recycling' of the Hoo Peninsula HIF funding. Whilst the Council continues to facilitate this development it can be confident that it will continue to be delivered.

12.121 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. The Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the Medway area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.

12.122 It is clear that the delivery of the employment uses is challenging in the current market. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

12.123 With the exception of distribution uses, the employment uses do not have capacity to bear Community Infrastructure Levy.

12.124 The larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin. The Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centres beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.

12.125 The analysis included hotel use. This is shown to be viable on greenfield sites.

Community Infrastructure Levy

12.126 Using the same methodology as set out for Residential Development, the analysis has been extended to consider the effect of CIL, and a further set of appraisals have been run with a range of levels of CIL.

12.127 Maximum rates of CIL of £200/m^2 are suggested for the large format retail developments and distribution uses on greenfield and brownfield sites. CIL is not recommended on other non-residential uses.

Conclusions

12.128 The Medway Council area has a vibrant and active property market, although some areas, particularly those associated within central Chatham do have challenges. All types of residential and non-residential development are coming forward, but in the case of some taller buildings and development in Chatham are they are not all delivering the full policy requirements for affordable housing.

12.129 The findings of this report can be summarised as follows:

a. There is scope to increase the affordable housing requirements to 30% on the greenfield sites, including the Hoo Peninsular Strategic Site.

b. Across Medway, brownfield sites are delivering affordable housing, albeit at low levels, so we recommend that the affordable housing requirement on such sites is reduced to 10%. It accepted that not all sites will be able to bear 10% so the Council should be cautious about relying on this type of development when assessing its supply of deliverable housing and, when doing so to consider (in line with the NPPF) the planning status of sites and commitments made by developers.

c. In this regard we recommend that the following policy requirements are appropriate, bearing in mind the requirements of the NPPF and PPG:

i.	Affordable Housing	30% on greenfield sites and 10% on brownfield sites of 10 and larger (51% Affordable Rent, 49% Affordable Home Ownership).

ii.	Design	NDSS, 90% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible Water Efficiency Standard, Future Homes Standard Option 2, Car Charging Points 20% Biodiversity Net Gain
iii.	Developer Contributions	s106 Typologies £5,000/unit. Strategic Sites As estimated by MC.

d. The Strategic Sites have been tested individually. There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council engages with the owners in line with the advice set out in the Harman Guidance (page 23):

e. There is uncertainty as to whether or not CIL will remain an option for funding infrastructure. At this stage we would suggest that the Council is cautious about proceeding with CIL, but reconsiders this as and when the Government's plans in this regard have been clarified and the development strategy has been settled. The following rates of CIL would be appropriate under the current CIL regime:

Table 12.9 Recommended rates of CIL

Use	£/m^2
Residential	
Outside the urban boundary.	£100/m^2
Insite the urban boundary	£0/m^2
Strategic sites	£0/m^2
Specialist Older peoples housing	£0/m^2
Student Housing	£100/m^2
Employment uses	
Offices and Industrial	£0/m^2
Logistics and distribution	£200/m^2
Retail	
Large format uses	£200/m^2
Other retail	£0/m^2
All other development	£0/m^2

Source: HDH (November 2021)

f. There is uncertainty around the impact of COVID-19 and Brexit on the economy. It is important that the Council monitors these changes as they occur and if necessary, makes any required changes.

Appendix 1 – Project Specification

Medway Local Plan – Brief for Medway Local Plan Viability Assessment

1. Purpose

1.1 This brief provides the background and requirements for a commission to produce a key supporting document for the new Medway Local Plan. The council is seeking consultants to prepare a Viability Assessment to determine the soundness and deliverability of the Local Plan. The viability assessment will include specific consideration of a proposed strategic growth allocation of a rural town, as part of the wider local plan development strategy.

Background

2.1 Medway Council is preparing a new Local Plan covering the period from 2018 to 2035. Medway is one of the largest urban areas in the south-east. It includes an urban conurbation of c 250,000 people living in five towns largely to the south of the river Medway and its estuary, and the remaining 10% of its population in an extensive rural hinterland to the north and south-west. Much of the rural area and adjacent coastline is covered by environmental designations. The area is projected to grow by c 40,000 people over the plan period. The Local Plan seeks to meet significant development needs, including c 28,600 new homes, land for employment and retail, supported by a range of infrastructure improvements, whilst protecting the area's natural and historic environment. Medway generally has a lower value development market than neighbouring areas, but there is marked variation in land values and residential property prices across the area.

2.2 Medway Council is publishing its draft local plan for representations under Regulation 19 of the plan making process later this year. The draft plan will set out a proposed spatial strategy and development allocations to meet the needs of its growing population. The emerging evidence base for the local plan has identified a number of infrastructure constraints across Medway. Pressures on infrastructure and services were raised as major concerns by local people through consultation on the emerging plan. The council has sought to respond to these concerns about infrastructure constraints through seeking investment to improve services. Of particular significance is the council's bid to the government's Housing Infrastructure Fund (HIF) to secure up to £170m to upgrade strategic transport and environmental infrastructure, that would provide additional capacity to deliver growth in Medway. The HIF bid is focused on unlocking the development potential of land on the Hoo Peninsula, and through this support the delivery of a rural town as part of the proposed spatial strategy for Medway's growth. As part of this commission, specific consideration is to be given to the assessment of the infrastructure requirements and costs for the delivery of a proposed rural town.

2.3 Medway is a diverse area. There is a longstanding regeneration agenda, and the area has experienced transformation of former military and industrial land, to create new waterfront communities and establish new learning, cultural and leisure facilities. In preparing the new Local Plan for Medway, the council has recognised that there are further opportunities to realise its regeneration ambitions. Aligned to this there are strong drivers to address the impact of retail changes in a number of town centres. The emerging spatial strategy for the local plan includes a focus on urban regeneration of waterfront and town centre locations. Many of the waterfront sites already benefit from planning consents or development briefs. These brownfield sites provide for an important component of delivering the vision for Medway in 2035. However, these sites are more likely to experience higher development costs, such as remediating contaminated land. This is a particular consideration for the viability assessment. The council has commissioned town centre masterplans and delivery strategies for Chatham, Gillingham and Strood, which have identified potential development locations and approaches and have carried out some market testing to assess the viability and deliverability of the development potential in these town centres.

2.4 The proposed rural town on the Hoo Peninsula, that could be supported by the HIF bid, largely involves development on greenfield sites. However there are a range of infrastructure requirements to deliver the level of services that would be required to perform the function of a town, including new schools, health, transport and leisure facilities. The council has

commissioned a development framework to set out the approach to how growth could be managed in this area to achieve the ambitions for a sustainable rural town. This includes the infrastructure needed for the growth of a rural town. The council has information from site promoters on the Hoo Peninsula which has been provided as part of representations on the emerging local plan. Developers have also considered the wider infrastructure requirements to deliver a rural town in this location. The Hoo Peninsula additionally plays a key role in the supply of employment land. An Infrastructure Delivery Schedule has been prepared for the proposed development supported by the HIF bid.

2.5 Throughout the plan making process, the council has been collating and analysing information to prepare its Infrastructure Delivery Plan. Early work has been published in an Infrastructure Position Statement in 2017.

The council has been engaging with service providers at key stages of plan preparation, and has considered infrastructure requirements associated with potential development allocations. This information will be made available to the successful consultants preparing the Infrastructure Delivery Plan and Viability Assessment.

3. Requirements

3.1 The council seeks a contractor to produce two technical reports:

- A Viability Assessment of the development promoted in association with the HIF bid;
- A Viability Assessment of the draft Medway Local Plan, meeting the evidence base requirements of national planning policy and guidance.

3.2 The council seeks a Viability Assessment report to support the publication of the draft Local Plan. The Viability Assessment must meet the requirements of national planning policy and guidance, specifically as set out in the National Planning Policy Framework, 2019, and Planning Practice Guidance. The report will provide evidence that the policies and proposed allocations in the Medway Local Plan are deliverable.

3.3 The report will provide an analysis of Medway's development market, for residential and non-residential land. This will identify the distinct variations in Medway, including brownfield urban locations and suburban and rural areas, specifically considering the range of development sites and locations proposed in the spatial strategy for the draft plan.

3.4 The viability assessment will take account of all relevant proposed policies in the draft local plan, local and national standards, and the cost implications of developer contributions. The viability assessment will identify which policies may have a bearing on the costs of development and assess the likely impacts.

3.5 The assessment will provide evidence to support the council's policy on Affordable housing. The consultants will test a small range of scenarios to determine the appropriate percentage of affordable housing that can be secured from developments, including any variations in policy related to different geographical areas in Medway. The assessment should also advise on the appropriate tenure mix between affordable rent and intermediate sale, testing a policy range from 60-70% affordable rent and 40-30% intermediate sale. Consultants should also consider the threshold for the application of the affordable housing contribution. Current policy in Medway is at 15 dwellings, and national guidance is set at 10 dwellings[87].

3.6 The consultants are required to carry out a viability assessment of the proposed development sites for residential and non-residential uses identified as potential allocations in the draft local plan. This will include assessments of specific identified strategic sites, as well as a broad typology of development sites that reflect the proposals in the draft local plan. The council will provide a defined list of strategic lists and information on proposed development allocations that will allow categorisation into appropriate site typologies.

3.7 The strategic sites include land on the Hoo Peninsula promoted through the HIF growth programme, in particular the development of a rural town to the south west of the peninsula.

[87] Planning Practice Guidance (2019) - Paragraph: 023 Reference ID: 23b-023-20190315

The council seeks the work on Viability Assessment to be delivered in two tranches. The work on the Housing Infrastructure Fund bid requires a specific consideration of the viability of the development proposed in association with a successful funding bid. An Infrastructure Funding Schedule has been prepared to identify the components, costs and phasing of infrastructure needed to deliver the sustainable growth proposed on the Hoo Peninsula. In addition, there is detailed work on strategic infrastructure projects, such as road and rail transport and environmental measures. The council holds a range of information on development proposals for sites that could form part of growth in the HIF programme. This includes a draft development framework for a rural town as the principal component of the growth proposals, a land budget, development trajectory, residential mix and cost plan. The council seeks an early report on a Viability Assessment to specifically consider the deliverability of the HIF promoted growth programme, and to identify the appropriate level of costs that can be met through developer contributions. This will subsequently form part of the Medway wide Viability Assessment report, as a strategic location.

3.8 The council requires engagement with the development sector as part of the preparation of the viability assessment in order to test the validity of the assumptions used in the methodology for the report. The consultants will be required to deliver a consultation event with representatives of land promoters and the development sector. The information gathered from the event will feed into the preparation of the report.

3.9 Medway Council does not currently operate a Community Infrastructure Levy and with the anticipated updates to the legislation around the collection of S106 contributions, is likely to continue to use the S106 process as its preferred mechanisms for securing infrastructure contributions from development. However, as part of the brief for the Viability Assessment, the council seeks an assessment of testing of the levels of CIL tariffs that could be delivered in Medway's development market. The current policy for the collection of S106 contributions is set out in the Medway Guide to Developer Contributions and Obligations, 2018. The consultants are asked to review this policy document to determine if the costings are justified, with reference to benchmarking costs and technical knowledge of standards in the infrastructure and service sectors.

3.10 The Viability Assessment will present the methodology followed to carry out the analysis and assessment, the findings of the work, and make recommendations to inform the preparation of the Medway Local Plan. Details of the appraisals of draft policies, strategic sites and development typologies should be clearly presented in the report as part of the evidence base to justify the local plan.

3.11 The contractor will provide an electronic copy and 2 hard copies of the final Viability Assessment report to the client.

Appendix 2 – Consultees

Invitees

Abbey Developments
Ardmore
Barratt Developments
Barton Willmore
Bellway
Berkeley First Ltd
Berkeley Group
Bloomfields
Boyer Planning
BPTW
Brooke Homes
Brookworth Homes
Bryant Homes
BT
Bura
Carter Jonas
CGMS
Chartway Group
Chatham Maritime Trust
Cheyne Capital
LDA Design
Church Commissioners
Church of England
Clague LLP
Cliff Thurlow
Countryside
Crest Nicholson
Creval
Croudace
David Lock Associates
Dean Lewis Estates
Defence Estates
Deloitte
Design South East
DHA Planning
Drivers Jonas
Emerson
Enegroup
Esquire
G L Hearn
Gen2
Gladman
Gladmans
Graham Simpkin
Graham Warren
Guy Holloway
GVA
Harrisons
HCA
Horton Strategic Limited
Hume Planning Consultancy Ltd
Indigo Planning
J B Planning
Judith Ashton
Keepmoat
Kennedy Wilson
Kent County Council
Kent Developers Group
Kent Gateway Kent Partnership
Leander
Level Architecture
Lichfields
Linden Homes
Locate in Kent
Maidstone Borough Council
Mark Carter Design
MartinR@mdh.uk.com
McCulloch Homes
MDH
Medway Development Company
MHS Homes
Moat
Montagu Evans
Mr Hill
Lichfields
Optiva
Orbit
OSG Architecture
Peel Holdings
Pentland Homes
Persimmon
Persimmon Homes
Peter Brett Associates
Planning Design Bureau
Planning Perspectives
Planning Potential
Quinn Estates
Rapleys
RE Planning
Redrow
Savills
Simply Planning
SP Broadway
Stanhope
Strand Harbour Developments
Taylor Wimpey
TBH
TDH Estates
Tetlow-king
Tophat
Turley
Ubique Architects
Urban Splash
Wards
Wealden Homes
West Kent Homes
Willmott Dixon

Attendees

Avis & Young
Barton Willmore
Bloomfields
BPTW
Brookworth Homes
Chatham Maritime Trust
Countryside
Dean Lewis Estates
DHA Planning
Optivo
Esquire
Gladman
Golding Homes
Gravesham BC
Harrisons
HCA
HDH Planning
Horton Strategic Limited
Hume Planning Consultancy Ltd
Lambert & Foster
Medway Council
NLP Planning
Peel Holdings
Pentland Homes
Persimmon
Redrow
Savills
Taylor Wimpey
Tetlow King
Tonbridge & Malling BC
Willmott Dixon
Uniper
Sibley Pares
Hyde Housing

Appendix 3 – Consultation Presentation

The pages in this appendix are not numbered.

Local Plan & CIL Viability Assessment

Consultation - Methodology, Assumptions

9th October 2019

Planning & Development

1

Agenda

2019 NPPF, PPG (updated July 2018 & May 2019) and Guidance

Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward

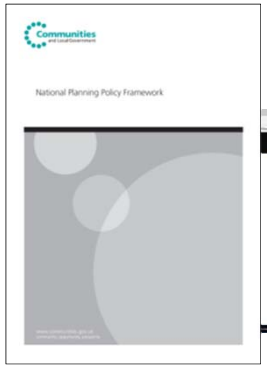
2

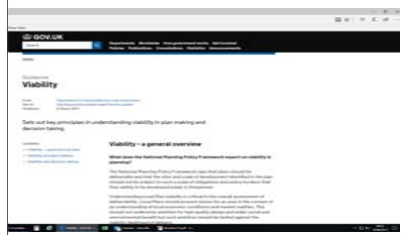
Key issue

- Delivery of the emerging Local Plan
  - Affordable Housing
  - Developer Contributions
- Scope for CIL?

3

The Old





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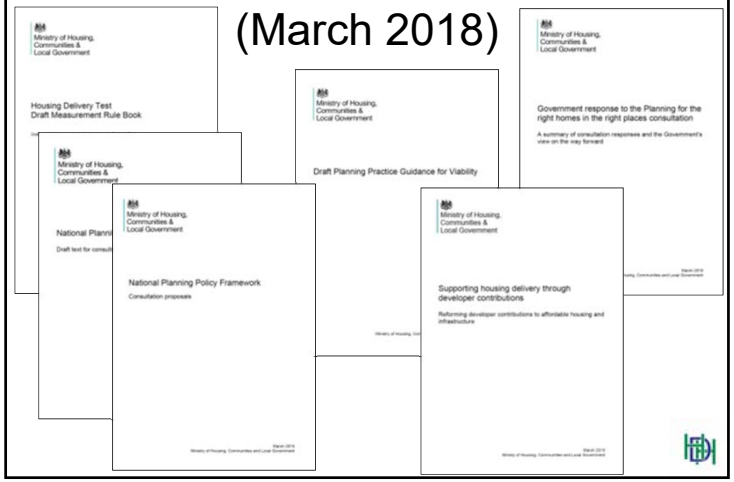
NPPF / PPG Consultation (March 2018)



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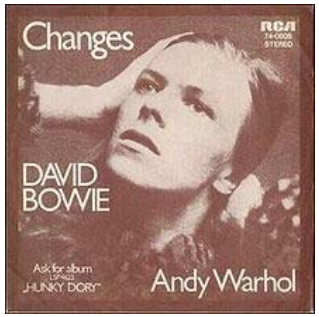
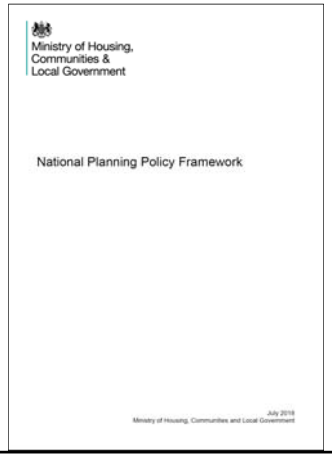
Ch-ch-ch-ch-changes



Ch-ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
Don't want to be a richer man
Ch-ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
There's gonna have to be a different man
Time may change me
But I can't trace time

6

The new ...



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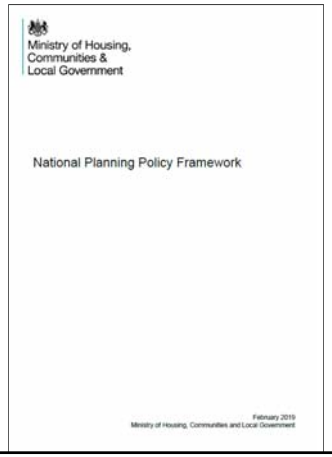
The Changes

8

... and newer



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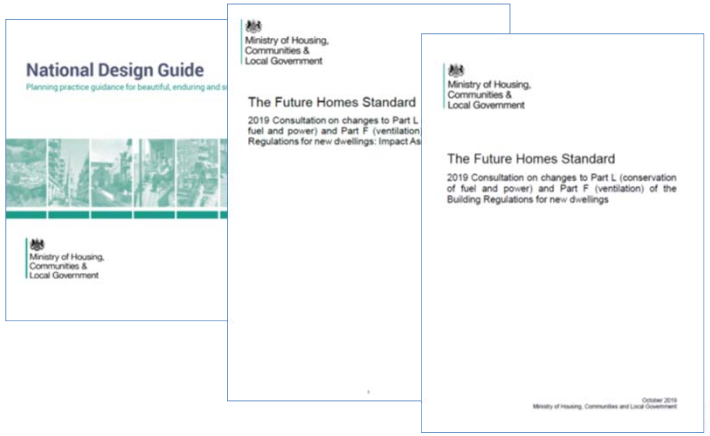
And it keeps on coming!



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The big change...

2012 NPPF

173

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174

the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle

PPG 2018 / 2019

10-009-20190509

... ensure policy compliance and optimal public benefits through economic cycles...

10-010-20180724

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

11

2012 NPPF – Footnote 11

11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

2019 NPPF – glossary

***Deliverable**: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:*

- *a) sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).*
- *b) where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.*

12

2014 PPG 10-001

... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

2019 PPG 10-001

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

2019 PPG 10-002

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

13

PPG Viability in plan making

- 10-003 – based on 'Typologies'
- 10-004 – use average costs and values
- 10-005 – strategic sites individually
- 10-006 – consultation

14

PPG Standardised inputs

- 10-010
  - *viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*
- 10-011 – GDV
  - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*

15

PPG costs

- 10-012 – 'should be based on evidence which is reflective of local market conditions'
  - Build costs – from BCIS
  - Abnormals – in benchmark land value
  - Infrastructure – in benchmark land value
  - Total policy costs – all including CIL
  - Finance
  - Fees
  - Contingency – relative to risk and developer's return

16

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium for the landowner'

17

PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
  - *In plan making, the landowner premium should be tested and balanced against emerging policies.*

18

PPG Landowners' Premium

10-016

- The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.

19

PPG Landowners' Premium

- a reasonable premium to the landowner
- an iterative process informed by professional judgement
- best available evidence informed by cross sector collaboration

20

PPG Developer's Return

- 10-018
  - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. … A lower figure may be more appropriate in consideration of delivery of affordable housing …*

21

Abnormal and IDP Costs

- Normal abnormals v abnormal abnormals
- Site Infrastructure Costs

'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?

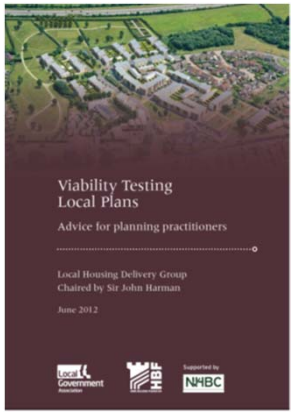
22

'New' / Current issues – for this project

- Cumulative impact of policy
- Greater emphasis on plan making stage – only include deliverable sites
- Reduced scope for viability at application stage
- Scope for CIL
- Greater transparency

23

Harman / RICS



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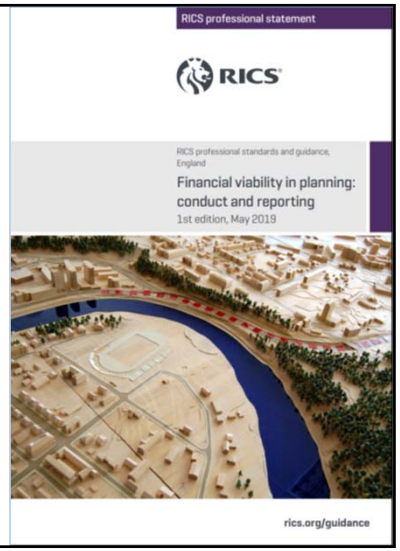
New Mandatory RICS Guidance



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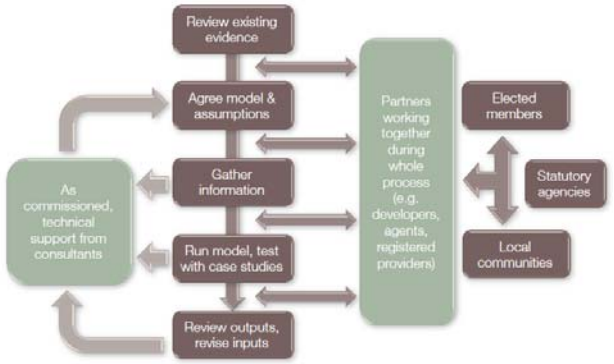
Engagement Phases



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Methodology

- Modelling
  - Typologies
  - Residential, employment, retail
- Appraisals
  - Residual Value v EUV Plus
  - Additional profit

27

27

Standard Viability Test - Residual Value

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

STEP 2

Residual Value v Existing / Alternative Use Value

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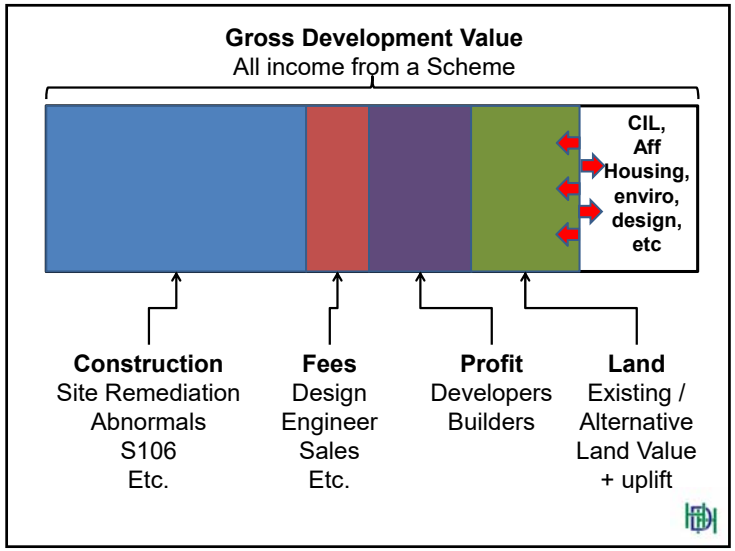

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Key Assumptions

30

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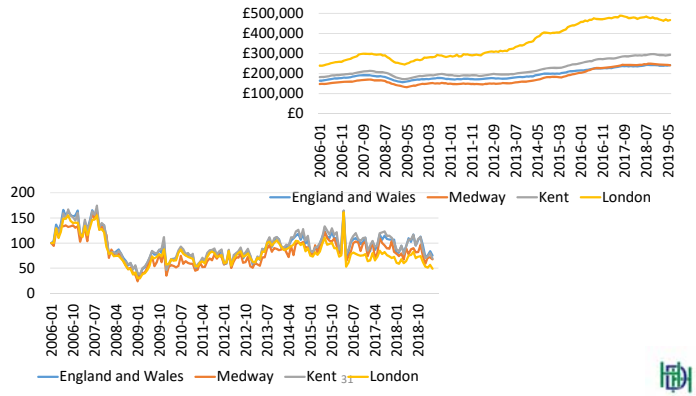
Average House Prices (all) and turnover



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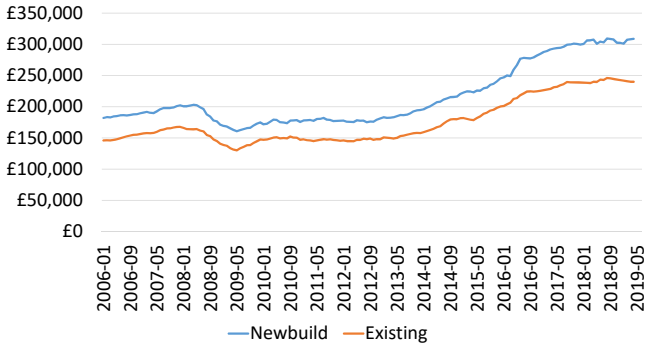
But newbuild are higher than existing



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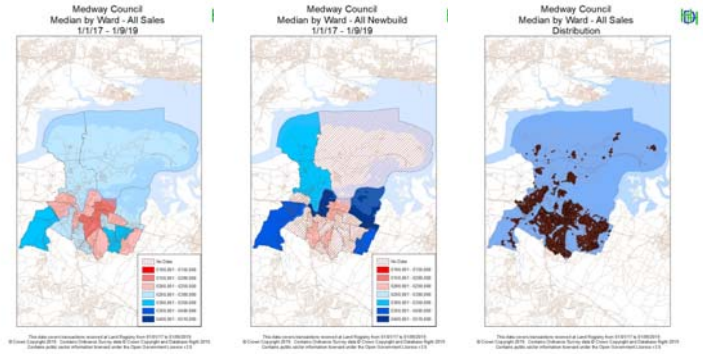
Average House Prices



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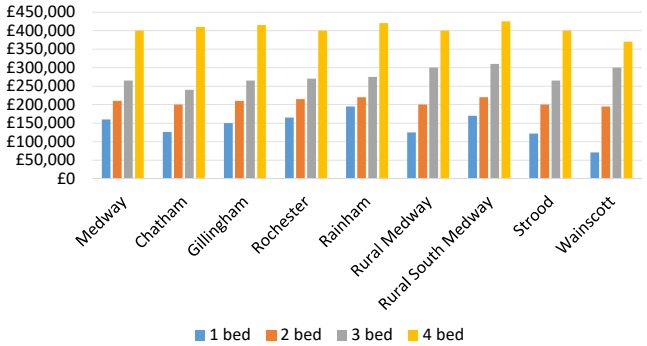
Median Asking Prices



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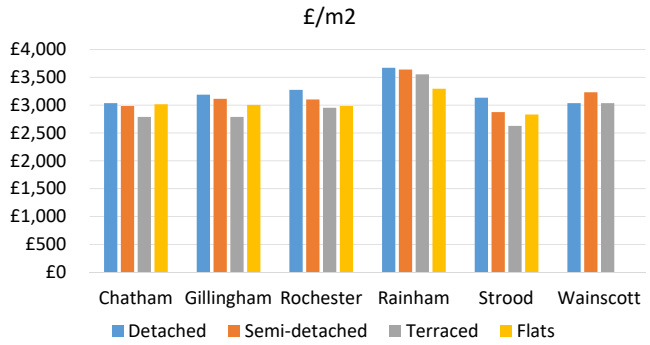
Average Values £/m²



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Land Registry Price Paid Data

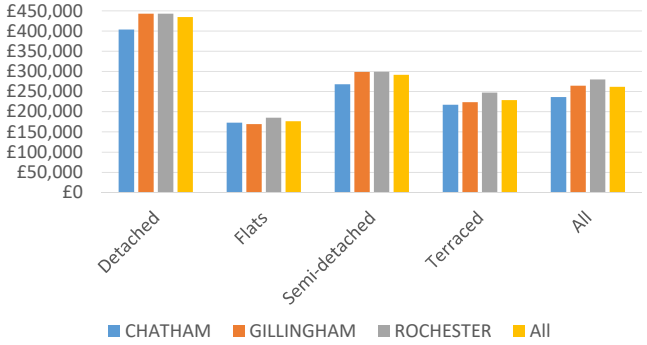

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Table 4.3 Prices Paid – New Build Homes - From January 2017						
		Detached	Flats	Semi-detached	Terraced	All
CHATHAM	Count	6	109	12	51	178
	Average	£462,250	£211,702	£365,625	£315,165	£260,168
	£/m²	£3,085	£3,110	£3,060	£3,124	£3,110
CHATTENDEN	Count	11	0	2	2	15
	Average	£3,438	£0	£3,644	£3,006	£3,408
	£/m²	£405,542	£0	£297,495	£252,495	£370,730
CLIFFE WOODS	Count	5	0	2	0	7
	Average	£601,999	£0	£475,000	£0	£565,714
	£/m²	£3,614	£0	£4,279	£0	£3,804
GILLINGHAM	Count	0	212	0	1	213
	Average	£0	£220,665	£0	£280,000	£220,944
	£/m²	£0	£3,864	£0	£2,545	£3,858
HALLING	Count	18	31	31	13	93
	Average	£406,662	£236,531	£354,995	£364,303	£326,808
	£/m²	£3,884	£3,335	£3,797	£3,436	£3,602
HOO	Count	1	0	14	3	18
	Average	£334,995	£0	£311,995	£280,995	£308,106
	£/m²	£3,526	£0	£3,661	£3,723	£3,664
LOWER UPNOR	Count	0	15	11	1	27
	Average	£0	£235,000	£421,818	£398,000	£317,148
	£/m²	£0	£2,992	£3,575	£3,373	£3,243
RAINHAM	Count	47	18	26	0	91
	Average	£467,677	£221,418	£368,093	£0	£390,514
	£/m²	£3,950	£3,529	£3,436	£0	£3,720
ST MARYS ISLAND	Count	24	15	30	17	86
	Average	£467,000	£267,583	£500,999	£462,647	£443,218
	£/m²	£3,013	£3,927	£2,915	£2,992	£3,134
STROOD	Count	26	37	35	10	108
	Average	£388,286	£243,274	£364,158	£370,095	£329,102
	£/m²	£3,794	£3,511	£3,716	£3,474	£3,642
All	**Count**	**138**	**437**	**163**	**98**	**836**
	Average	**£443,359**	**£223,603**	**£388,290**	**£351,034**	**£306,926**
	£/m²	**£3,654**	**£3,568**	**£3,479**	**£3,191**	**£3,521**

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New Build Asking Prices

	Flats		Houses	
	£	£/m²	£	£/m²
Acres Green			£402,500	
Appleyard Quarter			£396,995	£3,744
Azure	£294,000	£3,861	£500,000	£2,970
Beaulieu Park	£200,000		£279,995	
Berengrave Gardens			£447,450	£4,175
Castle Reach	£260,000	£3,688		
Chatham Waters	£243,333	£3,421		
Church View			£343,621	£3,892
Colonial Wharf	£249,950		£387,950	£3,588
Crown Fields	£168,795	£3,167	£347,748	£3,588
Darland View			£631,000	£3,779
Four Elms Place			£453,333	£3,573
Heronden Grange			£526,662	£3,912
Kitchener Barracks			£390,000	£3,374
Limeburners Drive	£210,000	£3,184		
Manor Park			£574,995	£3,802
Nightingale Rise			£347,281	£3,825
Orbit at Victory Pier	£242,500			
Otterham Park				
Rochester Riverside	£267,333	£4,352		
Safety Bay			£600,000	£3,044
Temple Wharf	£264,995	£4,274	£379,995	£3,518
The Auditorium	£195,000	£2,867		
Willow Fields			£396,328	£3,808
(blank)				
Grand Total	**£238,305**	**£3,694**	**£437,516**	**£3,717**

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Price Assumptions (£/m²)

Table 4.6 Pre-consultation Residential Price Assumptions (£/m²)			
	Waterfront	Higher Value	Lower Value
Larger Brownfield		£3,600	£3,550
Smaller Brownfield Sites		£3,600	£3,550
Urban Flatted Schemes	£3,900	£3,600	£3,550
Large Greenfield Sites		£3,800	£3,600
Medium Greenfield Sites		£3,800	£3,600
Small Greenfield Sites		£4,000	£4,000

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Build to Rent

Table 4.7 Median Asking Rents Reported by Rightmove.				
	1 bed	2 bed	3 bed	4 bed
Medway	£650	£875	£975	£1,350
Chatham	£650	£815	£950	£1,400
Gillingham	£600	£895	£900	£1,175
Rochester	£725	£875	£1,000	£1,400
Rainham	£725	£850	£930	£1,100
Rural Medway	£750	£950	£1,150	£1,425
Rural South Medway		£895	£1,200	
Strood	£600	£875	£950	£1,450
Wainscott		£885	£1,250	£1,700
Medway Students	£375		£1,148	£1,600

Table 4.8a Rents Reported by Zoopla (£/month) - Houses					
	1 bed	2 beds	3 beds	4 beds	5 beds
Chatham	£498	£800	£895	£1,382	
Gillingham	£532	£924	£1,076	£1,420	£1,714
Rochester	£505	£870	£1,066	£1,411	£1,352
Rainham	£901		£1,455	£1,800	
Strood	£574	£887	£1,027	£1,550	£949
Wainscott			£1,148	£1,625	

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PRS

Table 4.9 Capitalisation of Private Rents				
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£650	£900	£1,000	£1,300
Gross Rent (£/annum)	£7,800	£10,800	£12,000	£15,600
Value	£156,000	£216,000	£240,000	£312,000
m^2	50	70	84	97
£/m^2	£3,120	£3,086	£2,857	£3,216

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Social Rent

Table 4.12 Capitalisation of Social Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£86.92	£99.39	£111.31	£126.06
Gross Rent (£/annum)	£4,520	£5,168	£5,788	£6,555
Net Rent	£3,616	£4,135	£4,630	£5,244
Value	£90,397	£103,366	£115,762	£131,102
m^2	50	70	84	97
£/m^2	£1,808	£1,477	£1,378	£1,352

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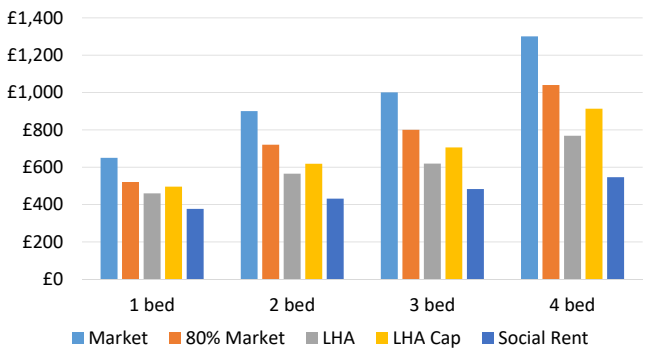
Affordable Rent



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Affordable Rent

Table 4.15 Capitalisation of Affordable Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/month)	£495.31	£617.98	£705.41	£913.24
Gross Rent (£/annum)	£5,944	£7,416	£8,465	£10,959
Net Rent	£4,755	£5,933	£6,772	£8,767
Value	£118,874	£148,315	£169,298	£219,178
m^2	50	70	84	97
£/m^2	£2,377	£2,119	£2,015	£2,260

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Affordable Housing

- **Affordable Rent**

  LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

  = £2,200/m²

- **Social Rent**

  Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

  = £1,504/m²

- **Intermediate**

  50% Share; Rent 2.75%

  = 70% OMV

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Student Housing

Table 4.17 Value of Student Housing			
		Cluster	Studio
Rent		£6,014	£8,245
Management etc	%	25%	25%
Net Rent		£4,511	£6,184
Yield		5.00%	5.00%
Value per room	£	£90,210	£123,675

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Older Peoples Housing

Table 4.18 Worth of Sheltered and Extracare			
	Area (m²)	£	£/m²
3 bed semi-detached		**291,000**	
1 bed Sheltered	50	218,250	4,365
2 bed Sheltered	75	291,000	3,880
1 bed Extracare	65	272,813	4,197
2 bed Extracare	80	363,750	4,547

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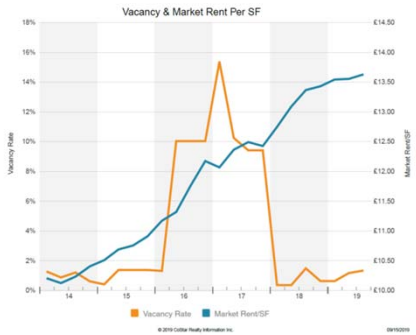
Offices



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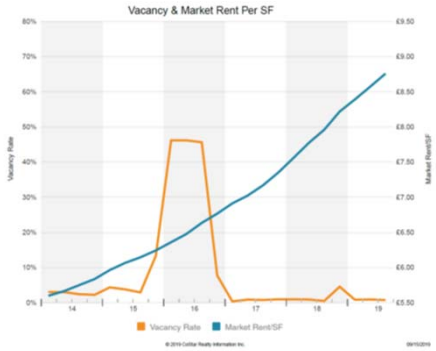
Industrial



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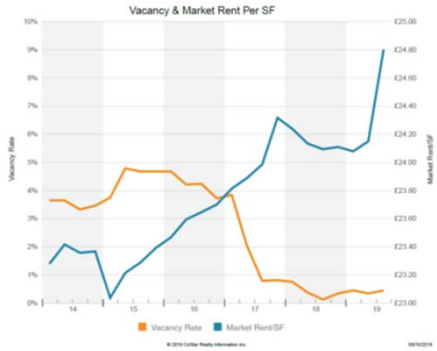
Retail



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Non-Residential

Table 5.2 Commercial Values £/m² 2019					
	Rent £/m²	Yield	Rent free period		Assumption
Offices	£200	7.00%	0.5	£2,762	£2,750
Offices - Park	£200	6.50%	0.5	£2,982	£3,000
Industrial	£100	5.50%	1.0	£1,723	£1,725
Retail (Centre)	£270	7.50%	2.0	£3,115	£3,100
Retail (elsewhere)	£150	10.00%	2.0	£1,240	£1,250
Small Supermarket	£375	6.50%	1.0	£5,417	£5,400
Retail warehouse	£300	6.50%	2.0	£4,069	£4,000
Hotel (per room)	£5,000	5.50%	0.0	£90,909	£3,700

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Land Registry Prices Paid

- Recently consented sites

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Site	ha	All Units	Aff %	£/ha	£/unit
Land adj Rochester Train Station	0.2	64	0.00%	£4,750,000	£14,844
Allhallows Golf Course	6.36	81	0.00%	£542,453	£42,593
Land west of Town Road, Cliffe	4.4	92	25.00%	£954,545	£45,652
Elm Avenue/Broadwood Road	3.39	63	25.40%	£1,081,353	£58,187
Land at 21-23 New Road, Chatham	0.07	32	25.00%	£52,368,357	£114,556
Chatham Golf Driving Range	3.3	131	9.92%	£1,022,727	£25,763
Land at Gibraltar Farm, Ham Lane, Hempstead	23.93	450	25.11%	No PPD	
Land at Walnut Tree Farm, High Halstow	2.78	66	25.76%	£1,438,849	£60,606
Land at Temple Waterfront, Roman Way, Strood	0.93	39	87.18%	£4,284,063	£102,158
Stoke Road Business Centre, Hoo	14.96	200	25.00%	£1,036,096	£77,500
Land at White House Farm, Hoo		65	24.62%	Incomplete	
Berengrave Nursery	5.83	121	24.79%	£2,624,357	£126,446
Rochester Riverside	24.5	1400	25.00%	Incomplete	
Land sout of Ratcliffe Highway, Hoo	6.71	232	25.00%	£463,189	£13,397
Land north of Commissioners Road, Strood	3.9	130	25.38%	£192,308	£5,769
Land at Brickfields, Darland Farm, Hempstead	4.2	44	0.00%	£1,335,000	£127,432
Land at Otterham Quay Lane, Rainham	10.75	300	25.00%	Incomplete	
Land south of Stoke Road, Hoo	8.26	127	25.20%	£1,117,433	£72,677
Bakersfield, Land at Station Road, Rainahm	2.8	90	24.44%	No PPD	
Land east of Mierscourt, Rainham	5.4	134	25.37%	£1,441,241	£58,080

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Residential Land - PPD

Table 6.3 Analysis of Development Land Prices Paid Data

	All		25% Affordable		25% Affordable, excluding outliers	
	£/ha	£/unit	£/ha	£/unit	£/ha	£/unit
Min	£192,308	£5,769	£192,308	£5,769	£192,308	£5,769
Average	£4,976,798	£63,044	£6,271,773	£63,287	£1,168,437	£64,575
Median	£1,117,433	£58,187	£1,099,393	£59,397	£1,099,393	£59,397
Max	£52,368,357	£127,432	£52,368,357	£126,446	£2,624,357	£127,432

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Existing Use Value £/ha

Table 6.4 Existing Use Value Land Prices £/ha

September 2019

Industrial Land	£1,600,000
Agricultural	£25,000
Paddock	£50,000

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Development Costs 1

- Construction — BCIS
  - Median £1,437/m²
  - LQ £1,275
  - Affordable 90%
- Site Costs — 5% to 15%
- Brownfield — +5%
- Fees — 8%+1%=9%
- Contingencies — 2.5% / 5%

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Development Costs 2

- S106 £5,000/unit
- Interest 6% plus fees
- Developer's Return 17.5% Market Housing
  6% Affordable
  15% Non Res
- Sales 2.5%

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Cumulative Impact of Policy

- Affordable Housing – 25% base (70:30)
- Developer Contributions – s106
- NDSS
- Accessible and Adaptable (100% + 10% wheelchair)
- Mix – SHMA
- Open space
- Charging points
- SUDS
- Climate Change / Zero Carbon
- Biodiversity 'net gain'?

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Modelling

- Strategic Sites – in due course
- Typologies
  - by area
  - based on working

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Modelling

- Density
  - 60% net
  - 35dph to 275dph

Table 8.2 Recommended Housing Mix

	Market Housing	Affordable Housing
1 bed	10%	73%
2 bed	25%	16%
3 bed	49%	8%
4+ bed	16%	3%

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			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Green 2,000	Green	Agricultural	2,000	96.15	62.50	20.80	32.00	3,138
2	Green 750	Green	Agricultural	750	36.06	23.44	20.80	32.00	3,136
3	Green 150	Green	Agricultural	150	6.25	4.69	24.00	32.00	3,128
4	Green 75	Green	Agricultural	75	2.76	2.34	27.20	32.00	3,127
5	Green 35	Green	Agricultural	35	1.37	1.17	25.50	30.00	2,895
6	Green 20	Green	Agricultural	20	0.78	0.67	25.50	30.00	2,921
7	Green 12	Green	Paddock	12	0.47	0.40	25.50	30.00	2,855
8	Green 9	Green	Paddock	9	0.30	0.30	30.00	30.00	3,237
9	Green 6	Green	Paddock	6	0.20	0.20	30.00	30.00	3,045
10	Green 3	Green	Paddock	3	0.15	0.15	20.00	20.00	2,700
11	Green Plot	Green	Paddock	1	0.05	0.04	20.00	25.00	3,750
12	Brown 300	Brown	PDL	300	11.54	7.50	26.00	40.00	3,922
13	Brown 40	Brown	PDL	40	1.18	1.00	34.00	40.00	3,930
14	Brown 25	Brown	PDL	25	0.84	0.71	29.75	35.00	3,329
15	Brown 25 HD	Brown	PDL	25	0.59	0.50	42.50	50.00	2,786
16	Brown 15	Brown	PDL	15	0.43	0.43	35.00	35.00	3,430
17	Brown 15 HD	Brown	PDL	15	0.33	0.33	45.00	45.00	2,877
18	Brown 10	Brown	PDL	10	0.31	0.31	32.00	32.00	2,858
19	Brown 8	Brown	PDL	8	0.18	0.18	45.00	45.00	4,444
20	Brown 8 HD	Brown	PDL	8	0.23	0.23	35.00	35.00	2,275
21	Brown 5	Brown	PDL	5	0.16	0.16	32.00	32.00	2,784
22	Brown 3	Brown	PDL	3	0.09	0.09	32.00	32.00	3,883
23	Brown Plot	Brown	PDL	1	0.03	0.03	30.00	30.00	4,050
24	PRS 25	Brown	PDL	25	0.92	0.78	27.20	32.00	1,821

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A Pragmatic Viability Test

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

'*Existing use value* plus'
– reality checked against market value

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

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Benchmark Land Value?

- **Brownfield Site**
  - EUV Plus 20%
- **Greenfield Sites**
  - EUV + £350,000/ha ??

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Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes

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Typologies

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Green 1,500	##	Green	Agricultural	71.43	42.86	1,500	824,139	1,373,566	58,867,095
Site 2	Large Green 400	##	Green	Agricultural	19.05	11.43	400	919,433	1,532,388	17,513,005
Site 3	Green 200	##	Green	Agricultural	9.52	5.71	200	841,502	1,402,504	8,014,307
Site 4	Green 100	##	Green	Agricultural	4.76	2.86	100	883,107	1,471,845	4,205,270
Site 5	Green 50	##	Green	Agricultural	2.38	1.43	50	846,916	1,411,527	2,016,467
Site 6	Green 30	##	Green	Agricultural	1.43	0.86	30	1,006,110	1,676,849	1,437,299
Site 7	Green 20	##	Green	Agricultural	0.95	0.57	20	1,055,416	1,759,026	1,005,158
Site 8	Green 12	##	Green	Paddock	0.57	0.34	12	1,015,863	1,693,105	580,493
Site 9	Green 8	##	Green	Paddock	0.23	0.23	8	2,381,049	2,381,049	544,240
Site 10	Green 6	##	Green	Paddock	0.17	0.17	6	2,202,005	2,202,005	377,487
Site 11	Green 4	##	Green	Paddock	0.11	0.11	4	2,684,377	2,684,377	306,786
Site 12	V High Density 400	Chatham Core	Brown	PDL	2.42	1.45	400	-568,737	-947,895	-1,378,757
Site 13	V High Density 100	Chatham Core	Brown	PDL	0.61	0.36	100	-814,805	-1,358,008	-493,821
Site 14	High Density 400	##	Brown	PDL	3.70	2.22	400	537,207	895,346	1,989,657
Site 15	High Density 100	##	Brown	PDL	0.93	0.56	100	474,560	790,933	439,407
Site 16	Medium Density 100	##	Brown	PDL	1.75	1.05	100	251,533	419,221	441,285
Site 17	Medium Density 30	##	Brown	PDL	0.53	0.32	30	215,240	358,733	113,284
Site 18	Brown 300	##	Brown	PDL	6.33	3.80	300	1,359,055	2,265,091	8,601,612
Site 19	Brown 80	##	Brown	PDL	1.69	1.01	80	1,403,113	2,338,522	2,368,124
Site 20	Brown 30	##	Brown	PDL	0.63	0.38	30	1,134,759	1,891,264	718,202
Site 21	Small Brown 12	##	Brown	PDL	0.25	0.15	12	809,912	1,349,853	205,041
Site 22	Small Brown 8	##	Brown	PDL	0.10	0.10	8	2,642,560	2,642,560	267,601
Site 23	Small Brown 5	##	Brown	PDL	0.06	0.06	5	3,180,413	3,180,413	201,292
Site 24	PRS HD 100	##	Brown	PDL	0.93	0.56	100	-3,909,286	-6,515,477	-3,619,710
Site 25	PRS MD 50	##	Brown	PDL	0.88	0.53	50	-201,092	-335,153	-176,838

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			Existing Use Value	Benchmark Land Value	Residual Value
			£/ha	£/ha	£/ha
Site 1	Large Green 1,500	##	25,000	375,000	824,139
Site 2	Large Green 400	##	25,000	375,000	919,433
Site 3	Green 200	##	25,000	375,000	841,502
Site 4	Green 100	##	25,000	375,000	883,107
Site 5	Green 50	##	25,000	375,000	846,916
Site 6	Green 30	##	25,000	375,000	1,006,110
Site 7	Green 20	##	25,000	375,000	1,055,416
Site 8	Green 12	##	50,000	400,000	1,015,863
Site 9	Green 8	##	50,000	400,000	2,381,049
Site 10	Green 6	##	50,000	400,000	2,202,005
Site 11	Green 4	##	50,000	400,000	2,684,377
Site 12	V High Density 400	Chatham Core	1,600,000	1,920,000	-568,737
Site 13	V High Density 100	Chatham Core	1,600,000	1,920,000	-814,805
Site 14	High Density 400	##	1,600,000	1,920,000	537,207
Site 15	High Density 100	##	1,600,000	1,920,000	474,560
Site 16	Medium Density 100	##	1,600,000	1,920,000	251,533
Site 17	Medium Density 30	##	1,600,000	1,920,000	215,240
Site 18	Brown 300	##	1,600,000	1,920,000	1,359,055
Site 19	Brown 80	##	1,600,000	1,920,000	1,403,113
Site 20	Brown 30	##	1,600,000	1,920,000	1,134,759
Site 21	Small Brown 12	##	1,600,000	1,920,000	809,912
Site 22	Small Brown 8	##	1,600,000	1,920,000	2,642,560
Site 23	Small Brown 5	##	1,600,000	1,920,000	3,180,413
Site 24	PRS HD 100	##	1,600,000	1,920,000	-3,909,286
Site 25	PRS MD 50	##	1,600,000	1,920,000	-201,092

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Table 10.15 Older People's Housing (Sheltered), Appraisal Results (£/ha)

		Affordable %	EUV	BLV	Residual Value
Site 2	Green	0%	50,000	400,000	2,163,141
Site 3	Green	5%	50,000	400,000	1,803,442
Site 4	Green	10%	50,000	400,000	1,445,621
Site 5	Green	15%	50,000	400,000	1,085,922
Site 6	Green	20%	50,000	400,000	728,101
Site 7	Green	25%	50,000	400,000	364,587
Site 8	Green	30%	50,000	400,000	-9,588
Site 14	Brown	0%	1,600,000	1,920,000	924,700
Site 15	Brown	5%	1,600,000	1,920,000	566,328
Site 16	Brown	10%	1,600,000	1,920,000	195,541
Site 17	Brown	15%	1,600,000	1,920,000	-182,455
Site 18	Brown	20%	1,600,000	1,920,000	-558,481
Site 19	Brown	25%	1,600,000	1,920,000	-936,477
Site 20	Brown	30%	1,600,000	1,920,000	-1,317,028

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Table 10.16 Older People's Housing (Extracare), Appraisal Results (£/ha)

		Affordable %	EUV	BLV	Residual Value
Site 2	Green	0%	50,000	400,000	1,383,693
Site 3	Green	5%	50,000	400,000	914,451
Site 4	Green	10%	50,000	400,000	443,621
Site 5	Green	15%	50,000	400,000	-47,877
Site 6	Green	20%	50,000	400,000	-540,234
Site 7	Green	25%	50,000	400,000	-1,034,562
Site 8	Green	30%	50,000	400,000	-1,531,786
Site 14	Brown	0%	1,600,000	1,920,000	-222,916
Site 15	Brown	5%	1,600,000	1,920,000	-717,244
Site 16	Brown	10%	1,600,000	1,920,000	-1,209,601
Site 17	Brown	15%	1,600,000	1,920,000	-1,711,310
Site 18	Brown	20%	1,600,000	1,920,000	-2,218,847
Site 19	Brown	25%	1,600,000	1,920,000	-2,726,383
Site 20	Brown	30%	1,600,000	1,920,000	-3,235,891

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Table 10.17 Student Housing, Appraisal Results (£/ha)					
			EUV	BLV	Residual Value
Site 1	Cluster 60	Brownfield	1,600,000	1,920,000	-7,203,013
Site 2	Cluster 175	Brownfield	1,600,000	1,920,000	-3,574,523
Site 3	Cluster 500	Brownfield	1,600,000	1,920,000	-3,151,278
Site 4	Studio 60	Brownfield	1,600,000	1,920,000	15,319,069
Site 5	Studio 175	Brownfield	1,600,000	1,920,000	8,203,441
Site 6	Studio 500	Brownfield	1,600,000	1,920,000	7,923,405

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Non-residential

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Moving Forward

- Circulate presentation
- Rough and ready first draft of report – within the next week
- Comments by Monday 4th November
- To planning.policy@medway.gov.uk

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Appendix 4 – Consultation Notes

Medway Local Plan Viability Assessment Stakeholder Workshop

Wednesday 9th October 2019 2-4pm

Medway Council Offices, Gun Wharf, Room 2

Context
Taylor Wimpey – queried that if infrastructure costs had to be included in the cost buying land could this mean that sometimes the piece of land have a negative value?
Methodology
Medway Council – does GDV bar chart indicate that we are double counting developer contributions (S.106 & CIL) - (slide 29)
Build to rent
SDH asked the question: Do the yields look appropriate? The answer was that they seem reasonable
Social rent
Comments were raised that the most of the rent is spent on covering costs in reality and very little is spent on profits
Affordable rent
Comments were provided by affordable housing providers. They suggested that affordable housing rent is capped by the LHA rate and so here are not large disparities based on location of sites most providers will aim for LHA cap as their normal rate.
Older persons housing
It was agreed that the Council will look at more examples of schemes for older persons care further afield than just Medway. This was due to a lack of examples in Medway.
Non-residential
Generally is was commented on that the demand for employment space was for industrial rather than offices in Medway with a focus of demand around the M2 & A2 corridor. The locations were there is office demand at present is around Rochester station. Speculative development is looking for £22 sq.m at the present time. Office rental income is lower that than presented in slide 51 at present.
Development costs
Tall buildings – it was felt by Peel Ports that the construction costs quoted were too low. The major concern driving up construction costs was car parking costs S.106 cost – needs to be increased to better reflect the Council's charge of £12,708.90
Cumulative impact of policy
Items that were missing that should be included are: cycle storage, SAMMs scheme and air quality mitigations Infrastructure – will strategic infrastructure only be dealt with by HIF? How will this affect other sites?
Modelling

Strategic sites – when will the list of these sites and their appraisals be made available? Will these sites have specific details or use the general assumptions used in the rest of the report? Affordable housing mix – 1 bed percentage seems too high
General questions
Will consultation response be made public? Will there be sufficient time for the consultation?

Appendix 5 – Summary of Price Paid Data

2019, 2020, 2021. Newbuild and Existing

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**1**		**1**
KINGSNORTH			1		1
CHATHAM	**279**	**398**	**654**	**1,441**	**2,772**
HORSTED		1			1
ST MARYS ISLAND	30	114	32	43	219
WALDERSLADE	12	1	3		16
WEEDS WOOD			1	7	8
(blank)	237	282	618	1,391	2,528
GILLINGHAM	**549**	**460**	**876**	**1,658**	**3,543**
BROMPTON	1			2	3
HEMPSTEAD	110	3	49	45	207
RAINHAM	122	67	246	265	700
WIGMORE	7	2	3		12
(blank)	309	388	578	1,346	2,621
ROCHESTER	**569**	**475**	**1,237**	**1,353**	**3,634**
ALLHALLOWS	7	3	26	15	51
CHATTENDEN	52	12	42	22	128
CLIFFE	18	3	43	36	100
CLIFFE WOODS	35		38	14	87
COOLING	3		4		7
CUXTON	21		54	22	97
HALLING	42	21	34	51	148
HIGH HALSTOW	36	4	15	10	65
HIGHAM	2				2
HOO	94	38	240	119	491
ISLE OF GRAIN	10		22	25	57
LOWER STOKE	4		5	11	20
LOWER UPNOR	2	10	6	2	20
MEDWAY CITY ESTATE		1		1	2
MIDDLE STOKE	1		1	3	5
ST MARY HOO	3		3	3	9
STROOD	31	27	39	71	168
UPNOR	5	1	13	8	27
UPPER HALLING			9	13	22
UPPER STOKE	6		1	2	9
WAINSCOTT	31	12	81	44	168

(blank)	166	343	561	881	1,951
SITTINGBOURNE	**1**				**1**
HARTLIP	1				1
Grand Total	**1,398**	**1,333**	**2,768**	**4,452**	**9,951**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**£269,000**		**£269,000**
KINGSNORTH			£269,000		£269,000
CHATHAM	**£423,146**	**£182,535**	**£275,595**	**£222,605**	**£249,538**
HORSTED		£68,250			£68,250
ST MARYS ISLAND	£467,233	£257,690	£361,297	£383,453	£326,227
WALDERSLADE	£466,333	£178,000	£324,167		£421,656
WEEDS WOOD			£185,000	£216,571	£212,625
(blank)	£415,379	£152,574	£271,069	£217,663	£241,994
GILLINGHAM	**£468,949**	**£170,244**	**£304,021**	**£229,360**	**£277,270**
BROMPTON	£340,000			£293,500	£309,000
HEMPSTEAD	£547,680	£166,667	£328,582	£247,922	£425,129
RAINHAM	£471,560	£154,717	£307,617	£248,807	£299,291
WIGMORE	£530,714	£142,500	£373,333		£426,667
(blank)	£438,910	£173,096	£300,049	£224,816	£258,991
ROCHESTER	**£452,961**	**£191,825**	**£308,700**	**£254,738**	**£295,920**
ALLHALLOWS	£340,857	£76,000	£267,750	£212,867	£250,363
CHATTENDEN	£409,581	£145,813	£310,347	£261,068	£326,766
CLIFFE	£459,956	£149,333	£331,849	£255,513	£321,952
CLIFFE WOODS	£479,228		£338,092	£296,714	£388,213
COOLING	£498,333		£448,750		£470,000
CUXTON	£448,667		£322,120	£270,932	£337,907
HALLING	£447,548	£195,093	£327,909	£259,884	£319,574
HIGH HALSTOW	£512,972	£179,500	£318,600	£246,450	£406,592
HIGHAM	£797,500				£797,500
HOO	£404,858	£173,406	£308,946	£275,623	£308,742
ISLE OF GRAIN	£318,280		£222,591	£178,720	£220,137
LOWER STOKE	£371,750		£227,600	£213,136	£248,475
LOWER UPNOR	£388,250	£268,550	£336,167	£399,000	£313,850
MEDWAY CITY ESTATE		£114,000		£232,500	£173,250
MIDDLE STOKE	£410,000		£275,000	£253,333	£289,000
ST MARY HOO	£603,333		£350,833	£230,000	£394,722
STROOD	£431,613	£179,073	£337,284	£278,102	£304,252
UPNOR	£497,700	£160,000	£270,731	£289,438	£314,204
UPPER HALLING			£324,111	£252,654	£281,886
UPPER STOKE	£451,667		£250,000	£260,000	£386,667

WAINSCOTT	£469,419	£198,792	£315,154	£281,375	£326,461
(blank)	£484,152	£195,647	£304,344	£250,118	£276,047
SITTINGBOURNE	**£650,000**				**£650,000**
HARTLIP	£650,000				£650,000
Grand Total	**£453,430**	**£181,604**	**£299,383**	**£234,886**	**£276,392**

2019, 2020, 2021. Existing

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**1**		**1**
KINGSNORTH			1		1
CHATHAM	**269**	**318**	**636**	**1,374**	**2,597**
ST MARYS ISLAND	28	64	31	30	153
WALDERSLADE	12	1	3		16
WEEDS WOOD			1	7	8
(blank)	229	253	601	1,337	2,420
GILLINGHAM	**478**	**270**	**856**	**1,655**	**3,259**
BROMPTON	1			2	3
HEMPSTEAD	77	3	49	45	174
RAINHAM	85	67	226	262	640
WIGMORE	7	2	3		12
(blank)	308	198	578	1,346	2,430
ROCHESTER	**460**	**345**	**1,089**	**1,291**	**3,185**
ALLHALLOWS	7	3	26	15	51
CHATTENDEN	15	12	29	18	74
CLIFFE	18	3	40	29	90
CLIFFE WOODS	24		36	14	74
COOLING	3		4		7
CUXTON	21		54	22	97
HALLING	42	12	34	51	139
HIGH HALSTOW	32	4	14	10	60
HIGHAM	2				2
HOO	41	26	133	87	287
ISLE OF GRAIN	10		22	25	57
LOWER STOKE	4		5	11	20
LOWER UPNOR	2	9	5	1	17
MEDWAY CITY ESTATE		1		1	2
MIDDLE STOKE	1		1	3	5
ST MARY HOO	3		3	3	9
STROOD	31	21	31	67	150
UPNOR	5	1	13	8	27
UPPER HALLING			9	13	22

UPPER STOKE	6		1	2	9
WAINSCOTT	31	12	81	44	168
(blank)	162	241	548	867	1,818
SITTINGBOURNE	**1**				**1**
HARTLIP	1				1
Grand Total	**1,208**	**933**	**2,582**	**4,320**	**9,043**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**£269,000**		**£269,000**
KINGSNORTH			£269,000		£269,000
CHATHAM	**£422,428**	**£167,352**	**£273,517**	**£215,804**	**£245,407**
ST MARYS ISLAND	£466,500	£245,140	£356,500	£341,366	£327,081
WALDERSLADE	£466,333	£178,000	£324,167		£421,656
WEEDS WOOD			£185,000	£216,571	£212,625
(blank)	£414,739	£147,633	£269,131	£212,983	£239,187
GILLINGHAM	**£455,384**	**£153,034**	**£302,842**	**£229,251**	**£275,433**
BROMPTON	£340,000			£293,500	£309,000
HEMPSTEAD	£510,299	£166,667	£328,582	£247,922	£385,345
RAINHAM	£461,560	£154,717	£303,469	£248,343	£286,326
WIGMORE	£530,714	£142,500	£373,333		£426,667
(blank)	£438,614	£152,364	£300,049	£224,816	£263,906
ROCHESTER	**£459,913**	**£174,032**	**£305,025**	**£251,263**	**£291,414**
ALLHALLOWS	£340,857	£76,000	£267,750	£212,867	£250,363
CHATTENDEN	£412,833	£145,813	£301,417	£254,639	£287,390
CLIFFE	£459,956	£149,333	£312,613	£249,052	£316,158
CLIFFE WOODS	£424,625		£330,486	£296,714	£354,628
COOLING	£498,333		£448,750		£470,000
CUXTON	£448,667		£322,120	£270,932	£337,907
HALLING	£447,548	£166,000	£327,909	£259,884	£325,122
HIGH HALSTOW	£522,250	£179,500	£314,571	£246,450	£404,975
HIGHAM	£797,500				£797,500
HOO	£421,939	£155,672	£298,197	£268,905	£294,083
ISLE OF GRAIN	£318,280		£222,591	£178,720	£220,137
LOWER STOKE	£371,750		£227,600	£213,136	£248,475
LOWER UPNOR	£388,250	£279,500	£326,400	£400,000	£313,176
MEDWAY CITY ESTATE		£114,000		£232,500	£173,250
MIDDLE STOKE	£410,000		£275,000	£253,333	£289,000
ST MARY HOO	£603,333		£350,833	£230,000	£394,722
STROOD	£431,613	£165,714	£323,081	£270,078	£299,805
UPNOR	£497,700	£160,000	£270,731	£289,438	£314,204
UPPER HALLING			£324,111	£252,654	£281,886

UPPER STOKE	£451,667		£250,000	£260,000	£386,667
WAINSCOTT	£469,419	£198,792	£315,154	£281,375	£326,461
(blank)	£483,915	£175,115	£303,724	£247,593	£275,963
SITTINGBOURNE	**£650,000**				**£650,000**
HARTLIP	£650,000				£650,000
Grand Total	**£449,931**	**£165,679**	**£296,526**	**£231,553**	**£272,480**

2019, 2020, 2021. Newbuild

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**10**	**80**	**18**	**67**	**175**
HORSTED		1			1
ST MARYS ISLAND	2	50	1	13	66
(blank)	8	29	17	54	108
GILLINGHAM	**71**	**190**	**20**	**3**	**284**
HEMPSTEAD	33				33
RAINHAM	37		20	3	60
(blank)	1	190			191
ROCHESTER	**109**	**130**	**148**	**62**	**449**
CHATTENDEN	37		13	4	54
CLIFFE			3	7	10
CLIFFE WOODS	11		2		13
HALLING		9			9
HIGH HALSTOW	4		1		5
HOO	53	12	107	32	204
LOWER UPNOR		1	1	1	3
STROOD		6	8	4	18
(blank)	4	102	13	14	133
Grand Total	**190**	**400**	**186**	**132**	**908**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**£442,450**	**£242,885**	**£349,022**	**£362,077**	**£310,839**
HORSTED		£68,250			£68,250
ST MARYS ISLAND	£477,500	£273,754	£510,000	£480,577	£324,245
(blank)	£433,687	£195,685	£339,553	£333,549	£304,893
GILLINGHAM	**£560,275**	**£194,701**	**£354,487**	**£289,317**	**£298,347**
HEMPSTEAD	£634,902				£634,902
RAINHAM	£494,534		£354,487	£289,317	£437,591
(blank)	£529,995	£194,701			£196,457

ROCHESTER	**£423,622**	**£239,048**	**£335,744**	**£327,080**	**£327,884**
CHATTENDEN	£408,262		£330,267	£289,998	£380,725
CLIFFE			£588,333	£282,283	£374,098
CLIFFE WOODS	£598,363		£475,000		£579,384
HALLING		£233,884			£233,884
HIGH HALSTOW	£438,745		£374,995		£425,995
HOO	£391,644	£211,829	£322,307	£293,886	£329,364
LOWER UPNOR		£170,000	£385,000	£398,000	£317,667
STROOD		£225,828	£392,320	£412,495	£341,306
(blank)	£493,746	£244,160	£330,478	£406,478	£277,189
Grand Total	**£475,678**	**£218,751**	**£339,044**	**£343,985**	**£315,360**

2019 Existing

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**97**	**169**	**255**	**587**	**1,108**
ST MARYS ISLAND	8	44	9	5	66
WALDERSLADE	5		1		6
WEEDS WOOD			1	5	6
(blank)	84	125	244	577	1,030
GILLINGHAM	**188**	**127**	**355**	**685**	**1,355**
HEMPSTEAD	32		20	16	68
RAINHAM	33	25	93	112	263
WIGMORE	2	2	1		5
(blank)	121	100	241	557	1,019
ROCHESTER	**176**	**142**	**424**	**523**	**1,265**
ALLHALLOWS	1	3	12	6	22
CHATTENDEN	5	6	7	10	28
CLIFFE	9	1	15	9	34
CLIFFE WOODS	12		14	2	28
COOLING	1				1
CUXTON	8		26	11	45
HALLING	14	3	11	23	51
HIGH HALSTOW	19	4	6	4	33
HIGHAM	1				1
HOO	20	15	41	36	112
ISLE OF GRAIN	3		11	13	27
LOWER STOKE	1		3	6	10
LOWER UPNOR	1	3	3		7
MEDWAY CITY ESTATE				1	1
MIDDLE STOKE			1	1	2
ST MARY HOO			1	1	2

STROOD	11	8	16	16	51
UPNOR	1		3	2	6
UPPER HALLING			5	6	11
UPPER STOKE	3			2	5
WAINSCOTT	12	3	38	22	75
(blank)	54	96	211	352	713
Grand Total	**461**	**438**	**1,034**	**1,795**	**3,728**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**£408,026**	**£173,315**	**£260,567**	**£210,450**	**£233,617**
ST MARYS ISLAND	£464,938	£257,841	£366,777	£300,100	£301,000
WALDERSLADE	£479,600		£245,000		£440,500
WEEDS WOOD			£185,000	£217,800	£212,333
(blank)	£398,345	£143,562	£257,023	£209,609	£228,218
GILLINGHAM	**£445,048**	**£152,840**	**£294,801**	**£223,230**	**£266,160**
HEMPSTEAD	£490,547		£312,750	£224,813	£375,728
RAINHAM	£459,015	£161,750	£298,376	£240,844	£281,045
WIGMORE	£522,500	£142,500	£400,000		£346,000
(blank)	£427,926	£150,820	£291,495	£219,642	£254,614
ROCHESTER	**£445,321**	**£171,925**	**£290,530**	**£242,950**	**£279,081**
ALLHALLOWS	£275,000	£76,000	£268,708	£224,917	£230,773
CHATTENDEN	£357,000	£143,208	£264,429	£252,050	£250,563
CLIFFE	£420,467	£108,000	£295,067	£235,278	£306,932
CLIFFE WOODS	£382,167		£331,607	£299,000	£350,946
COOLING	£395,000				£395,000
CUXTON	£414,375		£311,077	£262,545	£317,578
HALLING	£419,393	£201,333	£324,400	£246,598	£308,150
HIGH HALSTOW	£495,105	£179,500	£287,333	£220,000	£385,727
HIGHAM	£1,000,000				£1,000,000
HOO	£412,575	£171,432	£294,976	£263,278	£289,241
ISLE OF GRAIN	£231,600		£201,545	£170,500	£189,937
LOWER STOKE	£425,000		£250,000	£215,417	£246,750
LOWER UPNOR	£416,500	£309,167	£335,667		£335,857
MEDWAY CITY ESTATE				£232,500	£232,500
MIDDLE STOKE			£275,000	£250,000	£262,500
ST MARY HOO			£317,500	£223,000	£270,250
STROOD	£417,364	£170,250	£307,469	£246,172	£290,417
UPNOR	£411,000		£306,667	£357,500	£341,000
UPPER HALLING			£271,600	£248,917	£259,227
UPPER STOKE	£415,000			£260,000	£353,000
WAINSCOTT	£457,958	£201,333	£305,276	£263,841	£313,393

(blank)	£489,399	£171,158	£285,316	£241,117	£263,582
Grand Total	**£437,362**	**£166,928**	**£284,607**	**£224,796**	**£260,872**

2020 Existing

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**1**		**1**
KINGSNORTH			1		1
CHATHAM	**95**	**98**	**244**	**521**	**958**
ST MARYS ISLAND	13	10	18	17	58
WALDERSLADE	3	1	1		5
WEEDS WOOD				1	1
(blank)	79	87	225	503	894
GILLINGHAM	**161**	**94**	**300**	**610**	**1,165**
BROMPTON	1				1
HEMPSTEAD	27	1	19	11	58
RAINHAM	26	28	85	84	223
WIGMORE	3		2		5
(blank)	104	65	194	515	878
ROCHESTER	**162**	**142**	**398**	**447**	**1,149**
ALLHALLOWS	4		6	5	15
CHATTENDEN	5	5	16	7	33
CLIFFE	3	2	18	11	34
CLIFFE WOODS	5		9	5	19
COOLING	1		3		4
CUXTON	5		12	7	24
HALLING	16	6	15	19	56
HIGH HALSTOW	8		5	4	17
HOO	11	9	56	33	109
ISLE OF GRAIN	4		4	9	17
LOWER STOKE	2		2	4	8
LOWER UPNOR	1	6		1	8
MIDDLE STOKE	1			2	3
ST MARY HOO	3		2	2	7
STROOD	16	5	6	26	53
UPNOR	1	1	5	4	11
UPPER HALLING			2	5	7
UPPER STOKE	3		1		4
WAINSCOTT	12	7	26	11	56
(blank)	61	101	210	292	664
SITTINGBOURNE	**1**				**1**
HARTLIP	1				1

Grand Total	**419**	**334**	**943**	**1,578**	**3,274**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
ASHFORD			**£269,000**		**£269,000**
KINGSNORTH			£269,000		£269,000
CHATHAM	**£417,400**	**£154,921**	**£277,952**	**£212,593**	**£243,650**
ST MARYS ISLAND	£454,807	£224,400	£352,639	£319,146	£343,612
WALDERSLADE	£485,000	£178,000	£300,000		£386,600
WEEDS WOOD				£217,000	£217,000
(blank)	£408,677	£146,670	£271,879	£208,983	£236,395
GILLINGHAM	**£454,398**	**£149,904**	**£300,740**	**£227,816**	**£271,621**
BROMPTON	£340,000				£340,000
HEMPSTEAD	£538,222	£147,500	£335,816	£263,091	£413,000
RAINHAM	£455,827	£143,796	£298,891	£253,758	£280,714
WIGMORE	£493,333		£360,000		£440,000
(blank)	£432,255	£152,572	£297,505	£222,831	£258,936
ROCHESTER	**£455,921**	**£173,914**	**£306,841**	**£250,802**	**£289,631**
ALLHALLOWS	£333,750		£260,333	£210,500	£263,300
CHATTENDEN	£413,500	£165,150	£312,100	£252,857	£292,632
CLIFFE	£540,000	£170,000	£316,833	£246,591	£305,162
CLIFFE WOODS	£411,000		£318,389	£260,300	£327,474
COOLING	£420,000		£436,667		£432,500
CUXTON	£392,000		£329,083	£302,571	£334,458
HALLING	£455,625	£149,250	£323,400	£259,676	£320,899
HIGH HALSTOW	£511,250		£287,000	£278,000	£390,412
HOO	£410,318	£136,777	£293,134	£268,386	£284,557
ISLE OF GRAIN	£358,250		£244,250	£175,722	£234,794
LOWER STOKE	£375,000		£194,000	£211,750	£248,125
LOWER UPNOR	£360,000	£264,667		£400,000	£293,500
MIDDLE STOKE	£410,000			£255,000	£306,667
ST MARY HOO	£603,333		£367,500	£233,500	£430,286
STROOD	£450,563	£159,000	£309,000	£292,173	£329,330
UPNOR	£600,000	£160,000	£247,900	£254,500	£274,318
UPPER HALLING			£414,500	£250,600	£297,429
UPPER STOKE	£488,333		£250,000		£428,750
WAINSCOTT	£456,167	£190,500	£307,385	£288,773	£321,000
(blank)	£475,363	£173,535	£308,446	£244,527	£275,150
SITTINGBOURNE	**£650,000**				**£650,000**
HARTLIP	£650,000				£650,000
Grand Total	**£447,065**	**£161,584**	**£297,385**	**£229,301**	**£269,872**

2021 Existing

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**77**	**51**	**137**	**266**	**531**
ST MARYS ISLAND	7	10	4	8	29
WALDERSLADE	4		1		5
WEEDS WOOD				1	1
(blank)	66	41	132	257	496
GILLINGHAM	**129**	**49**	**201**	**360**	**739**
BROMPTON				2	2
HEMPSTEAD	18	2	10	18	48
RAINHAM	26	14	48	66	154
WIGMORE	2				2
(blank)	83	33	143	274	533
ROCHESTER	**122**	**61**	**267**	**321**	**771**
ALLHALLOWS	2		8	4	14
CHATTENDEN	5	1	6	1	13
CLIFFE	6		7	9	22
CLIFFE WOODS	7		13	7	27
COOLING	1		1		2
CUXTON	8		16	4	28
HALLING	12	3	8	9	32
HIGH HALSTOW	5		3	2	10
HIGHAM	1				1
HOO	10	2	36	18	66
ISLE OF GRAIN	3		7	3	13
LOWER STOKE	1			1	2
LOWER UPNOR			2		2
MEDWAY CITY ESTATE		1			1
STROOD	4	8	9	25	46
UPNOR	3		5	2	10
UPPER HALLING			2	2	4
WAINSCOTT	7	2	17	11	37
(blank)	47	44	127	223	441
Grand Total	**328**	**161**	**605**	**947**	**2,041**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**£446,776**	**£171,480**	**£289,724**	**£233,909**	**£273,181**
ST MARYS ISLAND	£489,999	£209,999	£350,749	£414,375	£353,379

WALDERSLADE	£435,750		£427,500		£434,100
WEEDS WOOD				£210,000	£210,000
(blank)	£442,860	£162,085	£286,831	£228,385	£266,998
GILLINGHAM	**£471,679**	**£159,541**	**£320,180**	**£243,142**	**£298,446**
BROMPTON				£293,500	£293,500
HEMPSTEAD	£503,528	£176,250	£346,500	£259,194	£365,552
RAINHAM	£470,523	£164,000	£321,442	£254,176	£303,470
WIGMORE	£595,000				£595,000
(blank)	£462,163	£156,636	£317,917	£239,062	£289,856
ROCHESTER	**£486,266**	**£179,209**	**£325,334**	**£265,451**	**£314,306**
ALLHALLOWS	£388,000		£271,875	£197,750	£267,286
CHATTENDEN	£468,000	£64,750	£316,083	£293,000	£353,404
CLIFFE	£479,167		£339,357	£265,833	£347,409
CLIFFE WOODS	£507,143		£337,654	£322,071	£377,556
COOLING	£680,000		£485,000		£582,500
CUXTON	£518,375		£334,844	£238,625	£373,536
HALLING	£469,625	£164,167	£341,188	£294,278	£359,563
HIGH HALSTOW	£643,000		£415,000	£236,250	£493,250
HIGHAM	£595,000				£595,000
HOO	£453,450	£122,500	£309,741	£281,111	£318,033
ISLE OF GRAIN	£351,667		£243,286	£223,333	£263,692
LOWER STOKE	£312,000			£205,000	£258,500
LOWER UPNOR			£312,500		£312,500
MEDWAY CITY ESTATE		£114,000			£114,000
STROOD	£395,000	£165,375	£360,222	£262,400	£276,196
UPNOR	£492,500		£272,000	£291,250	£342,000
UPPER HALLING			£365,000	£269,000	£317,000
WAINSCOTT	£511,786	£224,000	£349,118	£309,045	£361,216
(blank)	£488,713	£187,375	£326,497	£261,831	£297,205
Grand Total	**£471,259**	**£170,775**	**£315,558**	**£248,111**	**£297,864**

2019 Newbuild

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**8**	**50**	**4**	**43**	**105**
HORSTED		1			1
ST MARYS ISLAND	2	34	1	8	45
(blank)	6	15	3	35	59
GILLINGHAM	**34**	**172**	**15**		**221**
HEMPSTEAD	2				2
RAINHAM	31		15		46
(blank)	1	172			173

ROCHESTER	**53**	**93**	**85**	**47**	**278**
CHATTENDEN	23		13	4	40
CLIFFE				7	7
CLIFFE WOODS	10		2		12
HALLING		9			9
HIGH HALSTOW	1		1		2
HOO	16	12	59	22	109
LOWER UPNOR		1	1	1	3
STROOD		6	8	4	18
(blank)	3	65	1	9	78
Grand Total	**95**	**315**	**104**	**90**	**604**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**£462,938**	**£239,235**	**£389,375**	**£329,189**	**£298,837**
HORSTED		£68,250			£68,250
ST MARYS ISLAND	£477,500	£271,507	£510,000	£462,813	£319,972
(blank)	£458,083	£177,483	£349,167	£298,646	£286,625
GILLINGHAM	**£495,522**	**£194,896**	**£369,650**		**£253,007**
HEMPSTEAD	£600,000				£600,000
RAINHAM	£487,670		£369,650		£449,185
(blank)	£529,995	£194,896			£196,833
ROCHESTER	**£426,398**	**£233,710**	**£331,425**	**£324,316**	**£315,641**
CHATTENDEN	£390,737		£330,267	£289,998	£361,010
CLIFFE				£282,283	£282,283
CLIFFE WOODS	£595,699		£475,000		£575,583
HALLING		£233,884			£233,884
HIGH HALSTOW	£399,995		£374,995		£387,495
HOO	£357,512	£211,829	£312,951	£291,965	£304,124
LOWER UPNOR		£170,000	£385,000	£398,000	£317,667
STROOD		£225,828	£392,320	£412,495	£341,306
(blank)	£511,663	£239,433	£565,000	£403,966	£273,062
Grand Total	**£454,214**	**£213,393**	**£339,167**	**£326,644**	**£289,802**

2020 Newbuild

Sample Size

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**2**	**30**	**5**	**24**	**61**
ST MARYS ISLAND		16		5	21
(blank)	2	14	5	19	40

GILLINGHAM	**27**	**18**	**5**	**3**	**53**
HEMPSTEAD	21				21
RAINHAM	6		5	3	14
(blank)		18			18
ROCHESTER	**55**	**21**	**61**	**15**	**152**
CHATTENDEN	14				14
CLIFFE			3		3
CLIFFE WOODS	1				1
HIGH HALSTOW	3				3
HOO	36		46	10	92
(blank)	1	21	12	5	39
Grand Total	**84**	**69**	**71**	**42**	**266**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached	Terraced	Grand Total
CHATHAM	**£360,498**	**£248,969**	**£354,387**	**£421,001**	**£328,951**
ST MARYS ISLAND		£278,528		£509,000	£333,402
(blank)	£360,498	£215,188	£354,387	£397,843	£326,615
GILLINGHAM	**£616,101**	**£192,845**	**£308,998**	**£289,317**	**£424,885**
HEMPSTEAD	£640,702				£640,702
RAINHAM	£529,998		£308,998	£289,317	£399,495
(blank)		£192,845			£192,845
ROCHESTER	**£421,736**	**£238,317**	**£341,786**	**£335,741**	**£355,824**
CHATTENDEN	£437,054				£437,054
CLIFFE			£588,333		£588,333
CLIFFE WOODS	£625,000				£625,000
HIGH HALSTOW	£451,662				£451,662
HOO	£407,132		£333,755	£298,112	£358,594
(blank)	£439,995	£238,317	£310,934	£410,999	£287,971
Grand Total	**£482,753**	**£231,086**	**£340,364**	**£381,145**	**£363,421**

2021. Newbuild

Sample Size

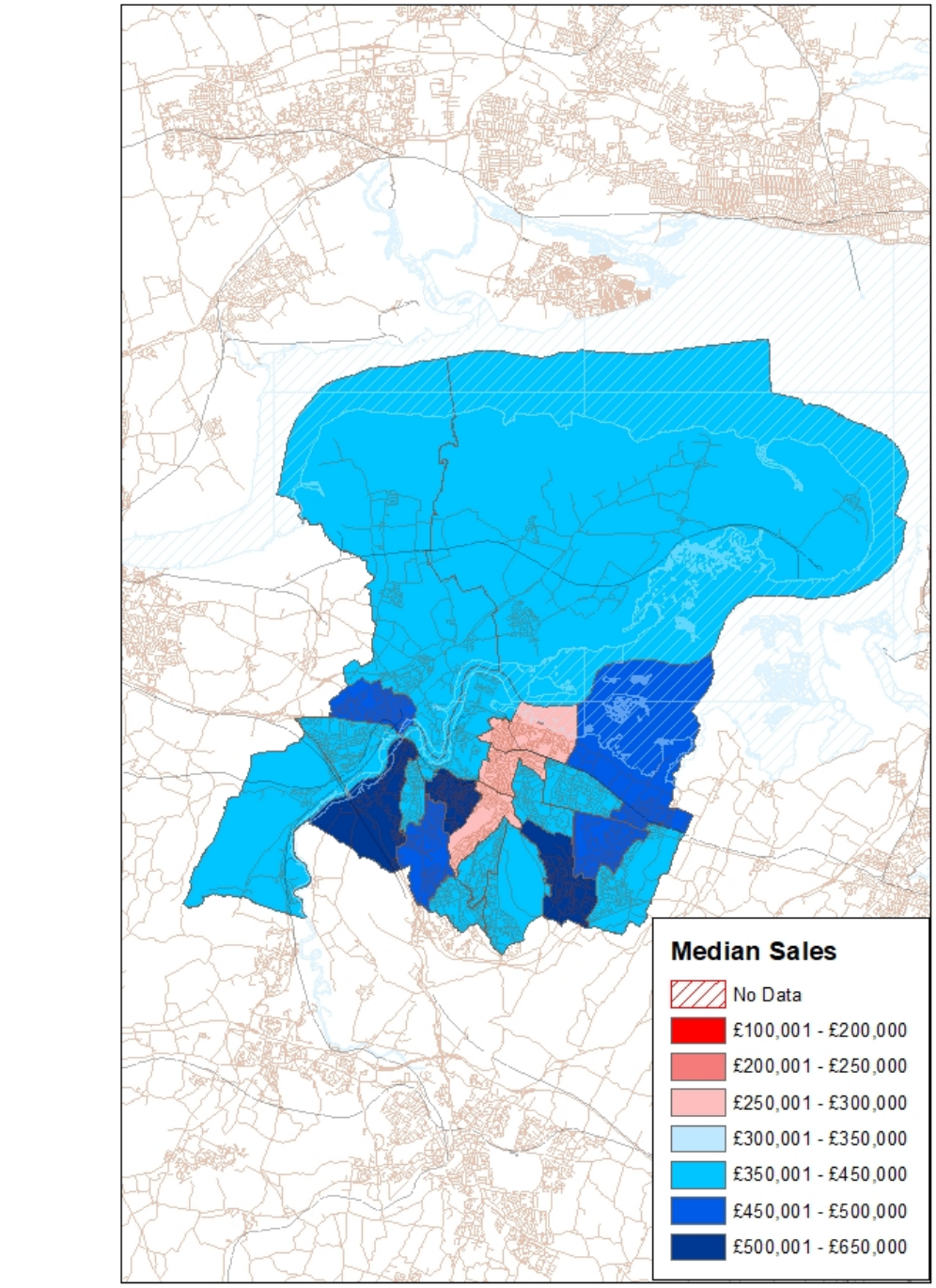
Row Labels	Detached	Flat	Semi-detached		Grand Total
CHATHAM			**9**		**9**
(blank)			9		9
GILLINGHAM	**10**				**10**
HEMPSTEAD	10				10
ROCHESTER	**1**	**16**	**2**		**19**
HOO	1		2		3

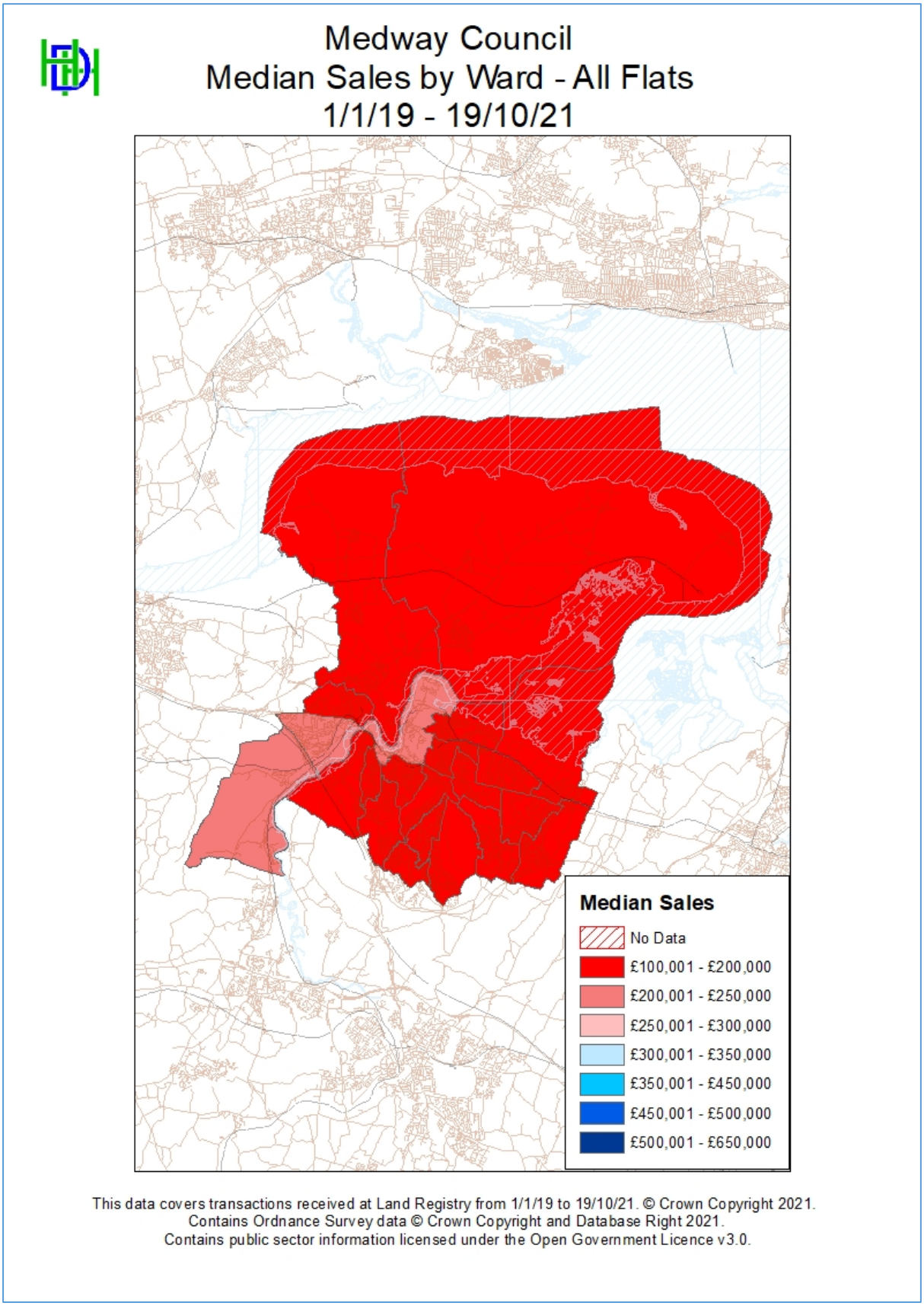
(blank)		16			16
Grand Total	**11**	**16**	**11**		**38**

Average Price Paid

Row Labels	Detached	Flat	Semi-detached		Grand Total
CHATHAM			**£328,107**		**£328,107**
(blank)			£328,107		£328,107
GILLINGHAM	**£629,700**				**£629,700**
HEMPSTEAD	£629,700				£629,700
ROCHESTER	**£380,182**	**£271,031**	**£334,995**		**£283,509**
HOO	£380,182		£334,995		£350,057
(blank)		£271,031			£271,031
Grand Total	**£607,017**	**£271,031**	**£329,359**		**£385,175**

Appendix 6 – Price Maps




Medway Council
Median Sales by Ward - All Flats
1/1/19 - 19/10/21
Median Sales
No Data
£100,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £350,000
£350,001 - £450,000
£450,001 - £500,000
£500,001 - £650,000
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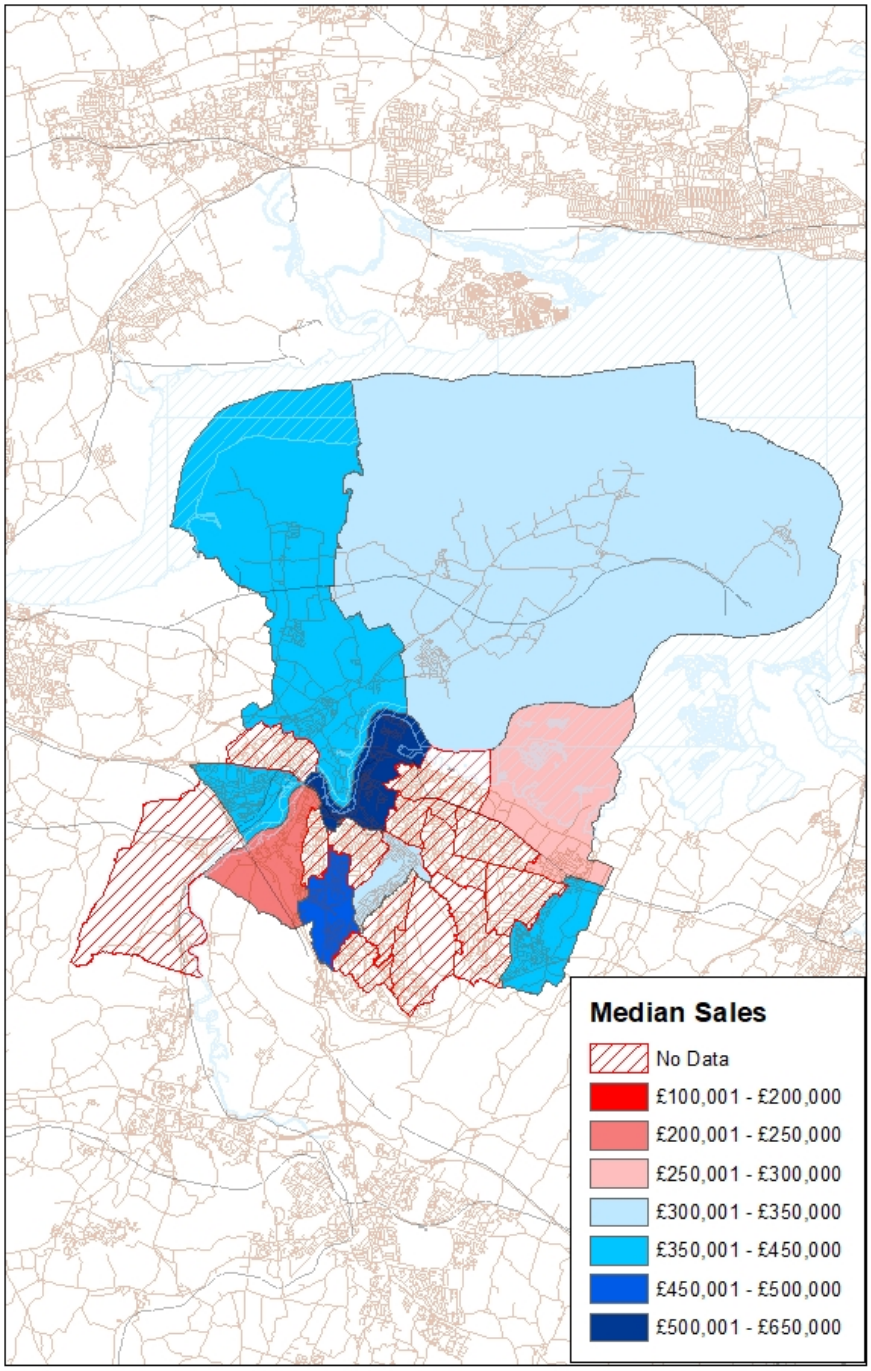
Medway Council
Median Sales by Ward - All Semis
1/1/19 - 19/10/21



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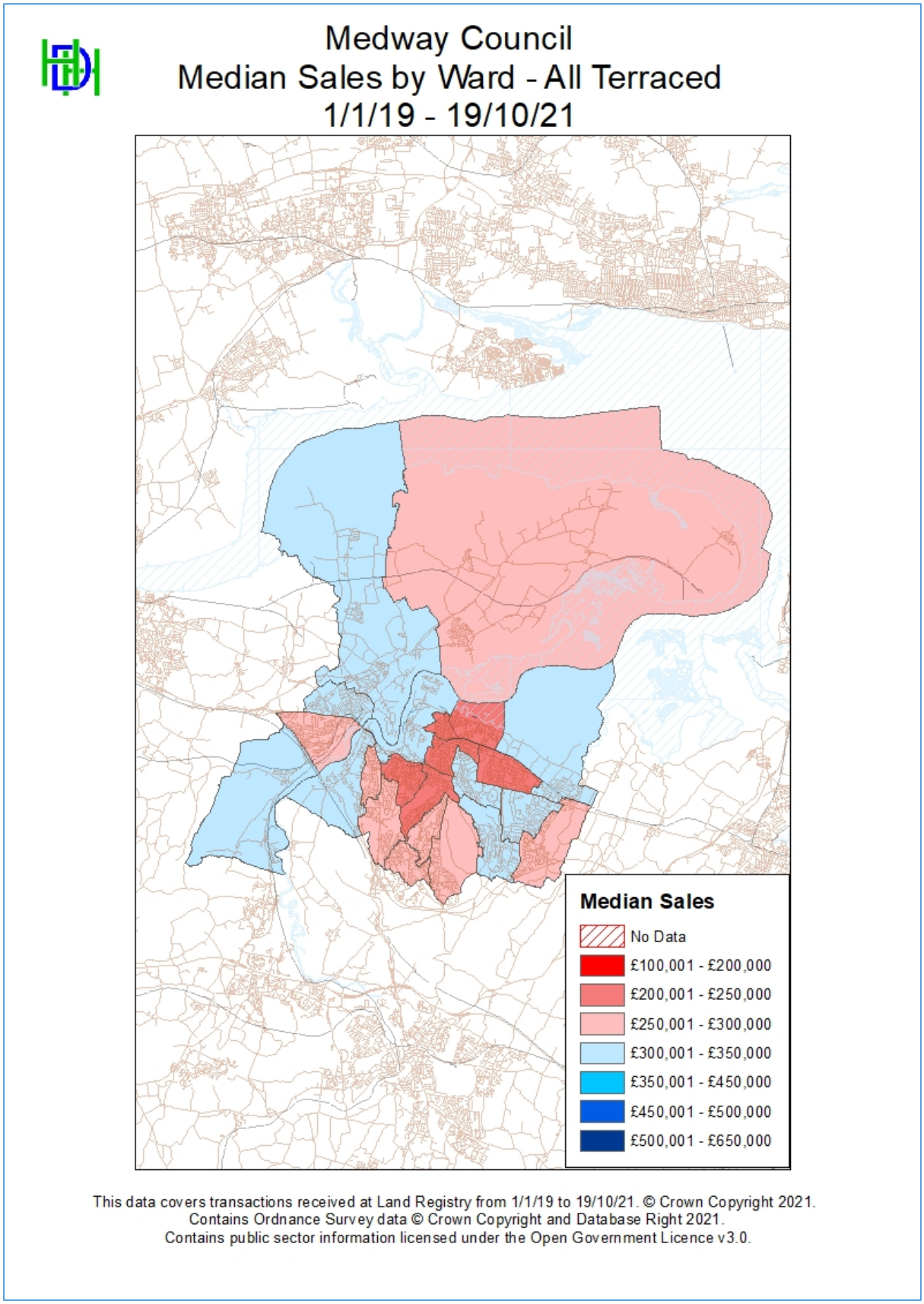
Medway Council
Median Sales by Ward - All Terraced
1/1/19 - 19/10/21
Median Sales
No Data
£100,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £350,000
£350,001 - £450,000
£450,001 - £500,000
£500,001 - £650,000
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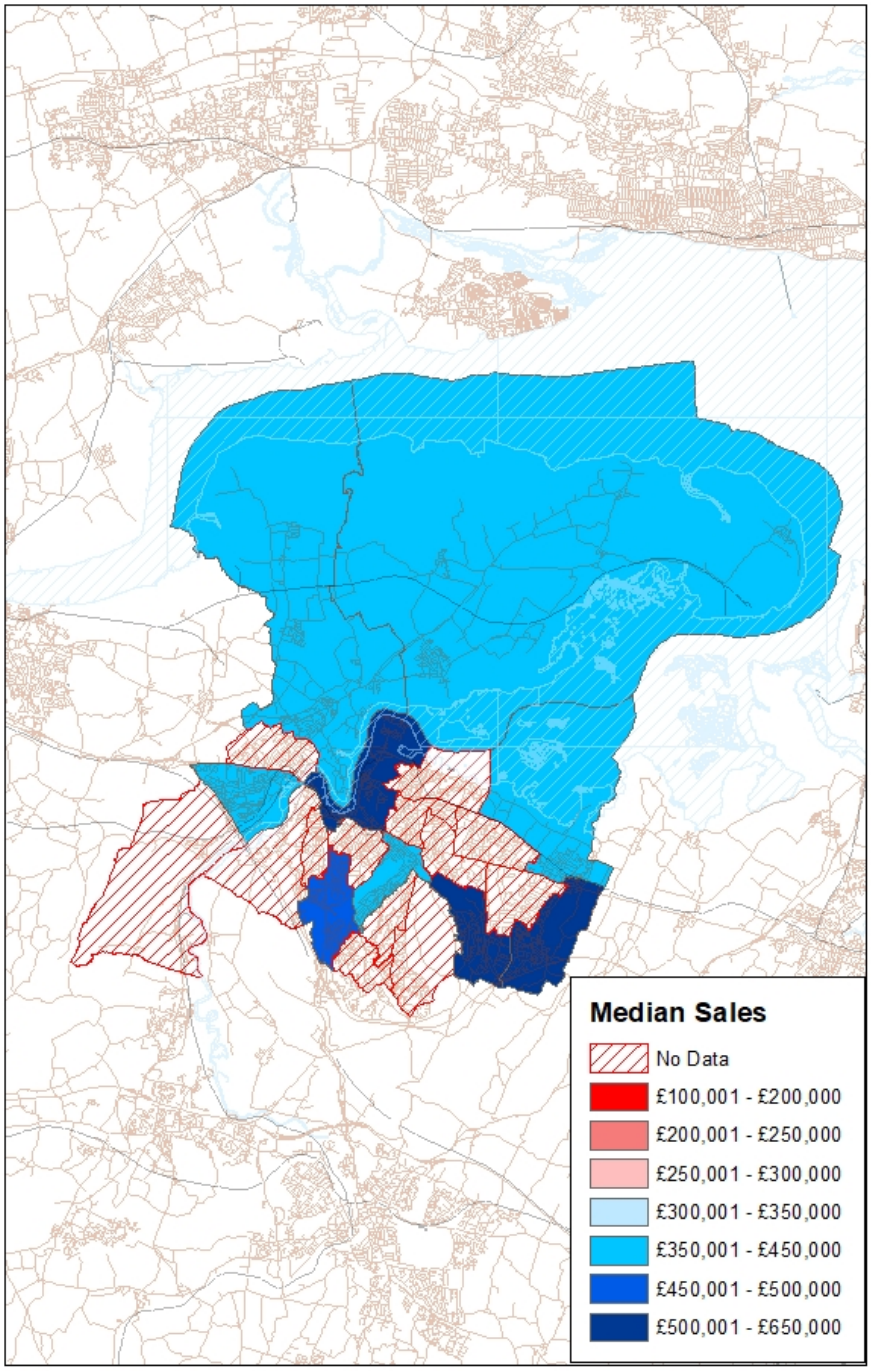
Medway Council
Median Sales by Ward - Newbuild Detached
1/1/19 - 19/10/21



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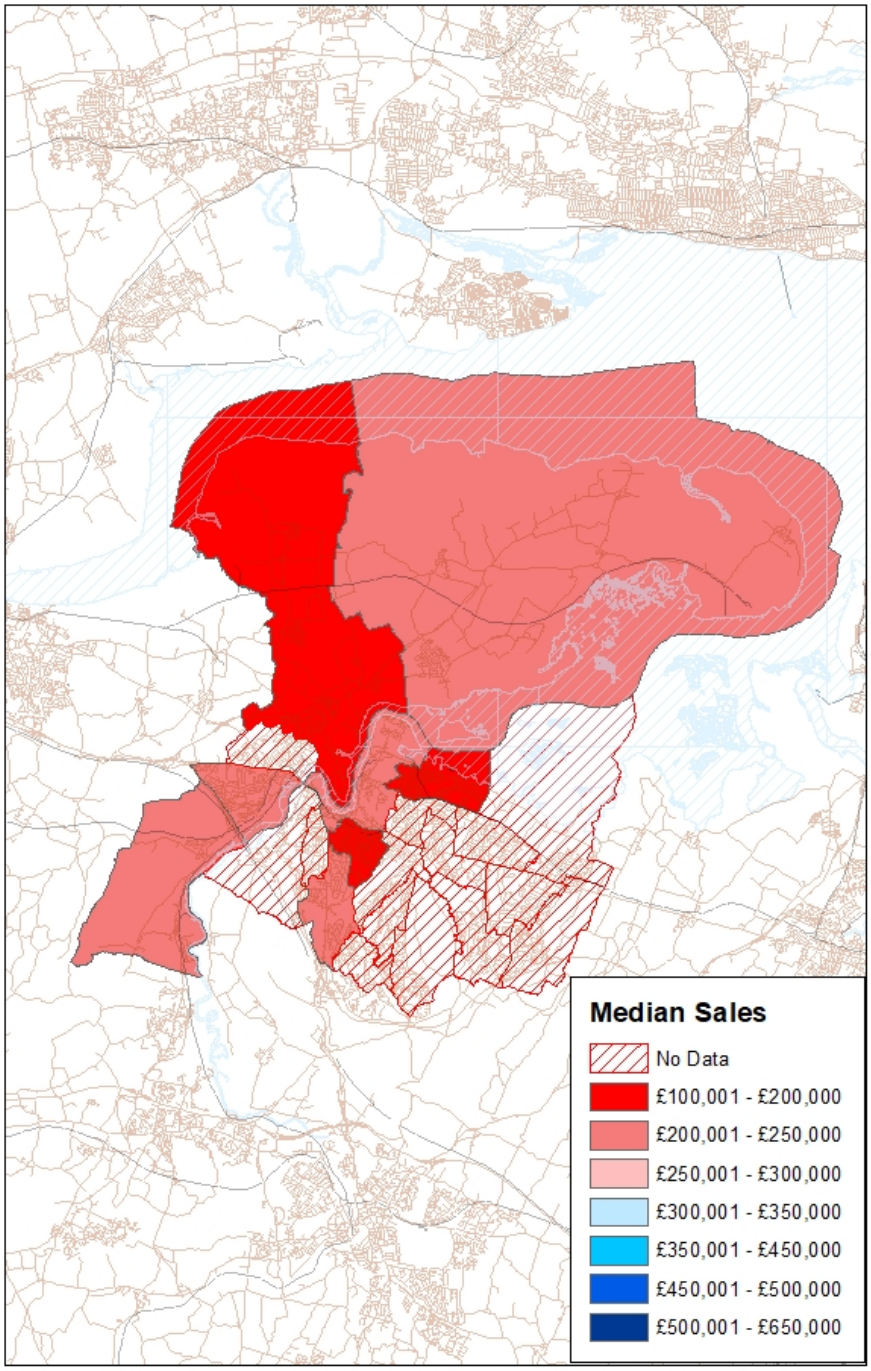
Medway Council
Median Sales by Ward - Newbuild Flats
1/1/19 - 19/10/21



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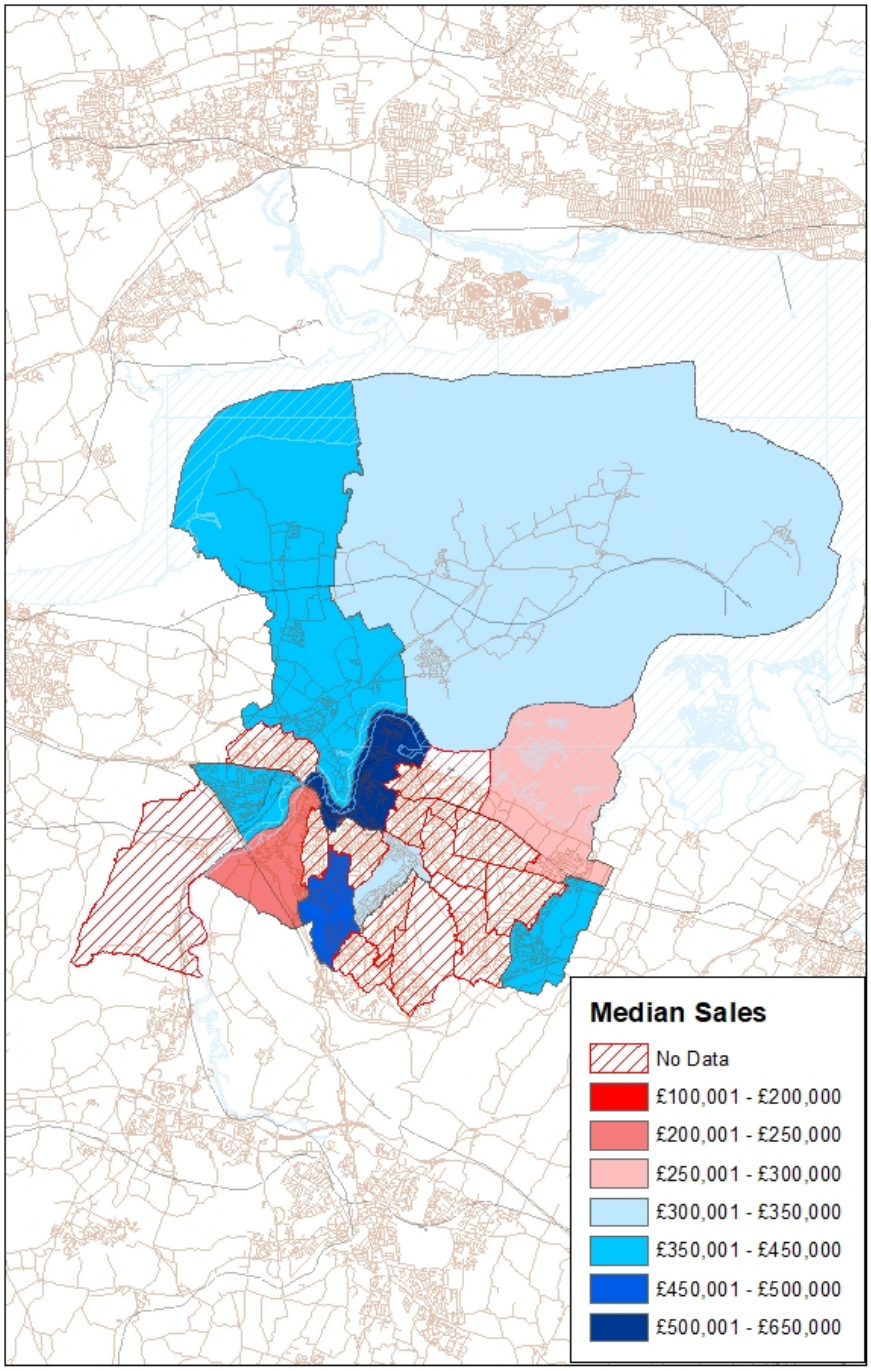
Medway Council
Median Sales by Ward - Newbuild Semis
1/1/19 - 19/10/21



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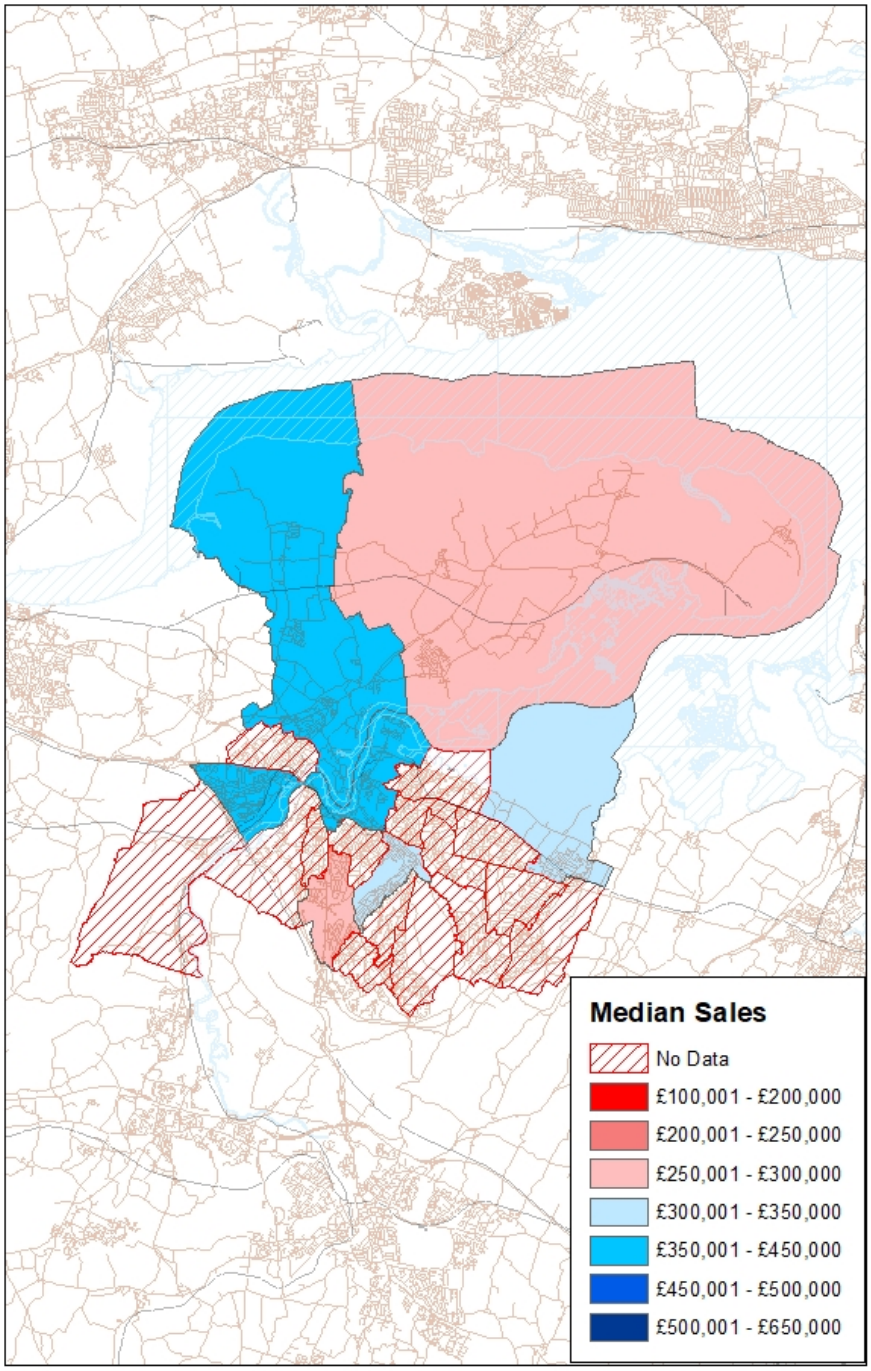
Medway Council
Median Sales by Ward - Newbuild Terraced
1/1/19 - 19/10/21



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Appendix 7 – Land Registry PPD and EPC Data

Date	Type	SAON	PAON	Street	Locality	Town	Postcode	Price Paid	m2	£/m2
29/10/2020	Detached		14	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£305,000	91	£3,352
24/05/2019	Detached		8	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£325,000	92	£3,533
05/07/2019	Detached		8	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£325,000	92	£3,533
30/08/2019	Detached		14	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£325,495	90	£3,617
28/01/2020	Detached		29	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£332,500	92	£3,614
01/02/2019	Detached		9	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£334,995	95	£3,526
12/07/2019	Detached		18	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£335,000	92	£3,641
21/10/2019	Detached		2	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£335,000		
27/03/2020	Detached		10	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£335,000	92	£3,641
28/06/2019	Detached		2	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£336,995	95	£3,547
25/01/2019	Detached		7	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£336,995	90	£3,744
18/10/2019	Detached		32	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£337,000	90	£3,744
06/09/2019	Detached		20	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£339,995	92	£3,696
22/08/2019	Detached		1	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£340,000	92	£3,696
11/10/2019	Detached		7	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£340,000	92	£3,696
03/10/2019	Detached		9	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£340,000	92	£3,696
29/03/2019	Detached		6	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£344,995	92	£3,750
20/09/2019	Detached		12	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£344,995	90	£3,833
11/09/2020	Detached		45	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£345,000	92	£3,750
15/11/2019	Detached		16	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£346,000	92	£3,761
03/07/2019	Detached		1	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£346,995	95	£3,653
08/06/2020	Detached		7	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£349,995	91	£3,846
06/07/2020	Detached		1	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£349,995	90	£3,889
30/08/2019	Detached		18	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£349,995	90	£3,889
11/09/2020	Detached		1	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£350,000	92	£3,804
11/09/2020	Detached		3	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£350,000	92	£3,804
18/09/2020	Detached		13	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£350,000	92	£3,804
24/01/2020	Detached		5	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£350,000	92	£3,804
05/08/2020	Detached		4	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£350,000	111	£3,153
04/12/2020	Detached		74	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£353,500	92	£3,842
22/10/2019	Detached		32	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£354,995	95	£3,737
07/01/2020	Detached		12	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£354,995	92	£3,859
25/09/2020	Detached		29	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£354,995	104	£3,413
29/08/2019	Detached		34	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£358,995	95	£3,779
06/11/2020	Detached		10	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£359,995	95	£3,789
13/12/2019	Detached		1	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	101	£3,564
10/07/2020	Detached		24	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	102	£3,529
28/08/2020	Detached		26	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	102	£3,529
13/12/2019	Detached		48	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	101	£3,564

14/08/2020	Detached		22	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£364,995	102	£3,578
28/08/2020	Detached		27	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£364,995	102	£3,578
28/02/2020	Detached		9	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£365,000	93	£3,925
11/09/2020	Detached		17	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£368,500	93	£3,962
20/07/2020	Detached		7	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£369,995	95	£3,895
24/07/2020	Detached		2	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£370,995	111	£3,342
26/02/2021	Detached		25	HERBERT CUCKOW GROVE	HOO	ROCHESTER	ME3 9XS	£380,182	108	£3,520
27/03/2020	Detached		11	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£384,000	108	£3,556
25/04/2019	Detached		11	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£385,000	113	£3,407
23/12/2019	Detached		5	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£385,750	108	£3,572
31/01/2020	Detached		3	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£387,000	108	£3,583
04/12/2020	Detached		80	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£388,995	108	£3,602
25/01/2019	Detached		19	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£389,995	99	£3,939
24/10/2019	Detached		25	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£390,000	113	£3,451
18/04/2019	Detached		2	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£394,995	113	£3,496
03/01/2020	Detached		19	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£394,995	110	£3,591
11/12/2020	Detached		84	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£394,995	108	£3,657
10/04/2019	Detached		4	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£395,000	113	£3,496
20/12/2019	Detached		2	GREEN TOP COURT	RAINHAM	GILLINGHAM	ME8 7EQ	£399,950	96	£4,166
20/12/2019	Detached		2	WICKET AVENUE	RAINHAM	GILLINGHAM	ME8 7EZ	£399,950	96	£4,166
22/11/2019	Detached		9	HAGELSTOWE AVENUE	HIGH HALSTOW	ROCHESTER	ME3 8FU	£399,995	97	£4,124
19/07/2019	Detached		10	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£399,995	113	£3,540
18/10/2019	Detached		2	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£399,995	113	£3,540
13/12/2019	Detached		27	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£399,995	113	£3,540
26/07/2019	Detached		29	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£399,995	99	£4,040
15/02/2019	Detached		54	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£399,995	99	£4,040
15/03/2019	Detached		64	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£399,995	99	£4,040
19/02/2020	Detached		33	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£400,000	113	£3,540
28/02/2019	Detached		17	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£400,000	109	£3,670
11/12/2020	Detached		19	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£404,225	113	£3,577
21/02/2020	Detached		17	HAGELSTOWE AVENUE	HIGH HALSTOW	ROCHESTER	ME3 8FU	£404,995	97	£4,175
05/07/2019	Detached		25	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£404,995	119	£3,403
18/04/2019	Detached		33	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£404,995	99	£4,091
02/10/2020	Detached		4	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£405,000	113	£3,584
13/08/2020	Detached		9	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£405,000	113	£3,584
21/08/2020	Detached		11	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£405,000	113	£3,584
22/11/2019	Detached		6	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£409,995	97	£4,227
30/04/2019	Detached		16	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£410,000	127	£3,228
22/03/2019	Detached		1	WHINCHAT WAY	ST MARYS ISLAND	CHATHAM	ME4 3AF	£415,000	108	£3,843
18/12/2020	Detached		21	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£416,500	113	£3,686
20/12/2019	Detached		1	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£419,995	116	£3,621
18/12/2020	Detached		23	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£419,995	116	£3,621
22/12/2020	Detached		31	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£420,000	116	£3,621
23/01/2020	Detached		4	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£421,150	126	£3,342
03/01/2020	Detached		12	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£425,000	127	£3,346

25/10/2019	Detached		23	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£425,000	127	£3,346
28/02/2020	Detached		31	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£428,000	127	£3,370
18/12/2020	Detached		29	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£428,995	116	£3,698
25/04/2019	Detached		13	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£429,995	127	£3,386
18/12/2019	Detached		49	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£432,000	120	£3,600
19/02/2020	Detached		35	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£434,000	127	£3,417
08/03/2019	Detached		14	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£434,995	127	£3,425
14/03/2019	Detached		18	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£434,995	127	£3,425
25/01/2019	Detached		1	CHALLENGER CLOSE	RAINHAM	GILLINGHAM	ME8 8FH	£434,995	104	£4,183
09/05/2019	Detached		5	CHALLENGER CLOSE	RAINHAM	GILLINGHAM	ME8 8FH	£434,995	104	£4,183
18/10/2019	Detached		4	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£435,000	127	£3,425
09/12/2019	Detached		10	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£435,000	127	£3,425
21/02/2020	Detached		6	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£435,000	120	£3,625
23/04/2019	Detached		12	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£435,995	127	£3,433
19/06/2020	Detached		18	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£438,750	127	£3,455
30/05/2019	Detached		5	CHINON GROVE	STROOD	ROCHESTER	ME2 2ZL	£439,995	104	£4,231
06/03/2020	Detached		4	MOLAY DRIVE	STROOD	ROCHESTER	ME2 2ZN	£439,995	98	£4,490
19/06/2020	Detached		17	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£439,995	120	£3,667
18/12/2020	Detached		25	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£439,995	126	£3,492
18/04/2019	Detached		35	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£439,995	104	£4,231
31/07/2020	Detached		5	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£440,000	127	£3,465
28/02/2020	Detached		14	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£440,000	127	£3,465
28/02/2020	Detached		4	BATSMAN AVENUE	RAINHAM	GILLINGHAM	ME8 7GF	£440,000	106	£4,151
21/06/2019	Detached		1	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£444,995	104	£4,279
20/05/2019	Detached		31	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£444,995	112	£3,973
20/08/2020	Detached		7	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£445,000	127	£3,504
26/10/2020	Detached		8	GOLDFINCH GROVE	CHATTENDEN	ROCHESTER	ME3 8FX	£445,000	127	£3,504
29/03/2019	Detached		14	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£445,000	146	£3,048
29/03/2019	Detached		2	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£463,500	148	£3,132
12/04/2019	Detached		72	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£464,995	115	£4,043
27/03/2020	Detached		10	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£465,000	145	£3,207
31/01/2020	Detached		1	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£465,000	125	£3,720
28/02/2019	Detached		10	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£465,000	146	£3,185
27/08/2020	Detached		7	HAGELSTOWE AVENUE	HIGH HALSTOW	ROCHESTER	ME3 8FU	£469,995	121	£3,884
06/03/2019	Detached		2	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£469,995	145	£3,241
06/09/2019	Detached		76	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£469,995	115	£4,087
04/09/2020	Detached		18	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£470,000	126	£3,730
04/09/2019	Detached		9	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£475,000	261	£1,820
26/06/2020	Detached		20	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£475,000	145	£3,276
24/07/2020	Detached		25	HAGELSTOWE AVENUE	HIGH HALSTOW	ROCHESTER	ME3 8FU	£479,995	119	£4,034
19/06/2020	Detached		16	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£479,995	133	£3,609
12/11/2020	Detached		20	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£482,995	126	£3,833
29/03/2019	Detached		8	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£485,000	148	£3,277
21/08/2020	Detached		22	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£485,995	126	£3,857
17/07/2020	Detached		18	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£489,995	132	£3,712

29/03/2019	Detached		6	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£490,000	148	£3,311
10/07/2020	Detached		23	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£494,995	132	£3,750
06/03/2019	Detached		5	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£495,000	130	£3,808
18/04/2019	Detached		7	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£495,000	130	£3,808
15/02/2019	Detached		6	CHINON GROVE	STROOD	ROCHESTER	ME2 2ZL	£499,995	127	£3,937
31/07/2020	Detached		19	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£499,995	143	£3,496
21/08/2020	Detached		50	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£500,000		
26/06/2020	Detached		8	BATSMAN AVENUE	RAINHAM	GILLINGHAM	ME8 7GF	£510,000	126	£4,048
12/04/2019	Detached		4	MINSTREL CLOSE	RAINHAM	GILLINGHAM	ME8 8FJ	£515,000	143	£3,601
17/06/2019	Detached		41	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£524,995	127	£4,134
21/06/2019	Detached		1	JESTER DRIVE	RAINHAM	GILLINGHAM	ME8 8BW	£529,995	131	£4,046
21/06/2019	Detached		37	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£529,995	127	£4,173
16/08/2019	Detached		10	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£529,995	110	£4,818
04/10/2019	Detached		78	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£529,995	131	£4,046
20/05/2020	Detached		80	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£530,000	143	£3,706
30/07/2019	Detached		43	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£533,000	131	£4,069
23/08/2019	Detached		8	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£534,995	127	£4,213
21/02/2020	Detached		47	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£539,995	143	£3,776
31/07/2019	Detached		54	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£540,000	186	£2,903
21/02/2020	Detached		4	JESTER DRIVE	RAINHAM	GILLINGHAM	ME8 8BW	£549,995	143	£3,846
21/06/2019	Detached		2	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£549,995	129	£4,264
19/06/2019	Detached		4	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£549,995	127	£4,331
25/11/2019	Detached		70	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£549,995	143	£3,846
11/09/2020	Detached		16	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£550,000	184	£2,989
30/10/2020	Detached		41	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£550,000	184	£2,989
01/04/2020	Detached		5	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£560,000	143	£3,916
22/03/2019	Detached		4	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£565,000	161	£3,509
06/03/2020	Detached		3	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£565,000	143	£3,951
10/11/2020	Detached		10	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£565,000	143	£3,951
31/07/2020	Detached		28	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£570,000	143	£3,986
16/10/2020	Detached		9	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£570,500	143	£3,990
29/03/2019	Detached		6	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£575,000	161	£3,571
17/09/2020	Detached		21	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£575,000	143	£4,021
12/03/2021	Detached		16	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£580,000	143	£4,056
16/08/2019	Detached		3	JESTER DRIVE	RAINHAM	GILLINGHAM	ME8 8BW	£584,995	152	£3,849
19/06/2020	Detached		8	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£585,000	170	£3,441
12/03/2021	Detached		19	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£587,000	143	£4,105
19/12/2019	Detached		39	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£589,995	179	£3,296
22/11/2019	Detached		84	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£589,995	152	£3,882
29/01/2021	Detached		22	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£590,000	143	£4,126
30/09/2019	Detached		28	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£595,000	164	£3,628
20/12/2019	Detached		3	BANKSVIEW DRIVE	HEMPSTEAD	GILLINGHAM	ME7 3AZ	£600,000	168	£3,571
11/09/2020	Detached		2	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£600,000	172	£3,488
11/12/2019	Detached		32	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£600,000	168	£3,571
22/10/2019	Detached		45	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£609,995	179	£3,408

12/03/2020	Detached		49	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£609,995	179	£3,408
21/08/2020	Detached		10	BANKSVIEW DRIVE	HEMPSTEAD	GILLINGHAM	ME7 3AZ	£610,000	172	£3,547
30/10/2020	Detached		4	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£616,750	172	£3,586
18/10/2019	Detached		3	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£620,000	179	£3,464
30/10/2020	Detached		30	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£620,000	168	£3,690
15/01/2020	Detached		8	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£625,000	179	£3,492
14/08/2020	Detached		5	BANKSVIEW DRIVE	HEMPSTEAD	GILLINGHAM	ME7 3AZ	£625,000	172	£3,634
22/12/2020	Detached		24	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£630,000	168	£3,750
04/12/2020	Detached		29	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£630,000	172	£3,663
04/03/2021	Detached		33	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£630,000	143	£4,406
08/07/2020	Detached		6	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£633,000	172	£3,680
27/01/2021	Detached		7	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£635,000	172	£3,692
25/03/2021	Detached		14	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£635,000	168	£3,780
23/03/2021	Detached		15	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£635,000	168	£3,780
24/03/2021	Detached		13	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£640,000	168	£3,810
12/03/2021	Detached		18	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£640,000	172	£3,721
21/12/2020	Detached		23	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£640,000	172	£3,721
26/07/2019	Detached		2	JESTER DRIVE	RAINHAM	GILLINGHAM	ME8 8BW	£649,995	179	£3,631
12/08/2019	Detached		HAWTHORN HOUSE	MERRYBOYS ROAD	CLIFFE WOODS	ROCHESTER	ME3 7TP	£657,000	185	£3,551
10/05/2019	Detached		HONEYSUCKLE HOUSE	MERRYBOYS ROAD	CLIFFE WOODS	ROCHESTER	ME3 7TP	£675,000	185	£3,649
26/07/2019	Detached		ROWAN HOUSE	MERRYBOYS ROAD	CLIFFE WOODS	ROCHESTER	ME3 7TP	£699,995	198	£3,535
14/06/2019	Detached		RUBENS HOUSE	MERRYBOYS ROAD	CLIFFE WOODS	ROCHESTER	ME3 7TP	£699,995	198	£3,535
11/11/2020	Detached		1	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£705,000	205	£3,439
17/01/2020	Detached		2	BANKSVIEW DRIVE	HEMPSTEAD	GILLINGHAM	ME7 3AZ	£707,500	205	£3,451
10/03/2020	Detached		31	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£707,500	205	£3,451
04/11/2020	Detached		20	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£715,000	209	£3,421
28/05/2020	Detached		4	BANKSVIEW DRIVE	HEMPSTEAD	GILLINGHAM	ME7 3AZ	£725,000	205	£3,537
22/03/2021	Detached		17	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£725,000	209	£3,469
31/07/2020	Detached		34	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£725,000	205	£3,537
18/09/2020	Detached		8	BRICKMAKERS WAY	HEMPSTEAD	GILLINGHAM	ME7 3BF	£730,000	205	£3,561
03/04/2020	Flat	29	CLOUDESLEY HOUSE	CORPORATION STREET	ROCHESTER	ROCHESTER	ME1 1FR	£62,488	71	£880
17/01/2020	Flat	15	CLOUDESLEY HOUSE	CORPORATION STREET	ROCHESTER	ROCHESTER	ME1 1FR	£65,625	71	£924
25/10/2019	Flat	25	CLOUDESLEY HOUSE	CORPORATION STREET	ROCHESTER	ROCHESTER	ME1 1FR	£66,875	71	£942
27/06/2019	Flat	1	BAROMETRE HOUSE	BEAUFIGHTER CLOSE	CHATHAM	CHATHAM	ME4 6FZ	£68,250	73	£935
30/04/2019	Flat		4 BAROMETRE HOUSE	BEAUFIGHTER CLOSE	CHATHAM	CHATHAM	ME4 6FZ	£68,250	72	£948

13/06/2019	Flat		4 POBJOY HOUSE	BEAUFIGHTER CLOSE	CHATHAM	CHATHAM	ME4 6FD	£69,000	72	£958
20/06/2019	Flat		5 POBJOY HOUSE	BEAUFIGHTER CLOSE	CHATHAM	CHATHAM	ME4 6FD	£69,000	72	£958
17/06/2019	Flat	3	POBJOY HOUSE	BEAUFIGHTER CLOSE	CHATHAM	CHATHAM	ME4 6FD	£69,750	72	£969
13/06/2019	Flat	6	LOCKYER COURT	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BU	£70,500	70	£1,007
11/07/2019	Flat		10	CORPORATION STREET	ROCHESTER	ROCHESTER	ME1 1NN	£90,000		
16/12/2019	Flat	1	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£113,540	37	£3,069
16/12/2019	Flat	2	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£113,540	37	£3,069
18/11/2019	Flat	7	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£117,917	37	£3,187
18/11/2019	Flat	14	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£117,917	37	£3,187
25/11/2019	Flat	15	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£120,539	37	£3,258
25/11/2019	Flat	22	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£120,539	37	£3,258
02/12/2019	Flat	23	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£122,293	37	£3,305
02/12/2019	Flat	30	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£122,293	37	£3,305
09/12/2019	Flat	31	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£124,916	37	£3,376
09/12/2019	Flat	38	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£124,916	37	£3,376
16/12/2019	Flat	39	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£127,538	37	£3,447
16/12/2019	Flat	46	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£127,538	37	£3,447
16/12/2019	Flat	4	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£131,914	47	£2,807
16/12/2019	Flat	5	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£131,914	47	£2,807
18/11/2019	Flat	10	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£136,291	47	£2,900
18/11/2019	Flat	11	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£136,291	47	£2,900
14/10/2019	Flat	30	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£136,350	37	£3,685
21/10/2019	Flat	48	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£138,443	37	£3,742

28/10/2019	Flat	75	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£138,447	37	£3,742
25/11/2019	Flat	18	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£138,913	47	£2,956
25/11/2019	Flat	19	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£138,913	47	£2,956
28/10/2019	Flat	66	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£140,545	37	£3,799
04/11/2019	Flat	93	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£140,545	37	£3,799
02/12/2019	Flat	26	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£140,667	47	£2,993
02/12/2019	Flat	27	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£140,667	47	£2,993
04/11/2019	Flat	84	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£142,638	37	£3,855
09/12/2019	Flat	34	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£143,290	47	£3,049
09/12/2019	Flat	35	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£143,290	47	£3,049
16/12/2019	Flat	42	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£145,912	47	£3,105
16/12/2019	Flat	43	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£145,912	47	£3,105
16/12/2019	Flat	3	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£147,666	51	£2,895
20/01/2020	Flat	21	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£148,999	37	£4,027
12/08/2019	Flat	2	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£149,000	37	£4,027
12/08/2019	Flat	3	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£149,000	45	£3,311
17/09/2019	Flat	12	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£149,380	37	£4,037
16/09/2019	Flat	13	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£149,380	37	£4,037
04/03/2020	Flat	12	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£153,595	37	£4,151
04/03/2020	Flat	39	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£153,595	37	£4,151
29/07/2019	Flat	1	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£154,000	65	£2,369
16/09/2019	Flat	4	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£155,800	47	£3,315
31/07/2019	Flat	8	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£155,820	37	£4,211

07/10/2019	Flat	15	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£157,326	47	£3,347
07/10/2019	Flat	16	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£157,326	47	£3,347
05/08/2019	Flat	18	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£158,300	37	£4,278
02/08/2019	Flat	11	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£159,000	36	£4,417
16/12/2019	Flat	6	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£159,032	58	£2,742
13/11/2019	Flat	1	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	46	£3,466
13/11/2019	Flat	3	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	84	£1,898
07/10/2019	Flat	4	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
07/10/2019	Flat	9	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
07/10/2019	Flat	10	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
07/10/2019	Flat	11	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
14/10/2019	Flat	23	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
14/10/2019	Flat	33	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
14/10/2019	Flat	34	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
14/10/2019	Flat	38	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£159,420	47	£3,392
14/10/2019	Flat	27	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
14/10/2019	Flat	28	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
14/10/2019	Flat	29	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
21/10/2019	Flat	41	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
21/10/2019	Flat	52	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
21/10/2019	Flat	56	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£161,522	47	£3,437
04/08/2020	Flat	FLAT 5	1	OLD ROAD	CHATHAM	CHATHAM	ME4 6BJ	£162,500	50	£3,250
05/08/2019	Flat	27	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£163,050	37	£4,407

13/11/2019	Flat	2	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£163,615	53	£3,087
21/10/2019	Flat	45	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£163,615	47	£3,481
21/10/2019	Flat	46	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£163,615	47	£3,481
21/10/2019	Flat	47	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£163,615	47	£3,481
28/10/2019	Flat	59	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£163,620	47	£3,481
28/10/2019	Flat	70	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£163,620	47	£3,481
28/10/2019	Flat	74	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£163,620	47	£3,481
02/08/2019	Flat	14	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£163,930	44	£3,726
28/09/2020	Flat	FLAT 6	1	OLD ROAD	CHATHAM	CHATHAM	ME4 6BJ	£164,995	50	£3,300
20/08/2019	Flat	45	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£165,000	37	£4,459
28/10/2019	Flat	63	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
28/10/2019	Flat	64	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
28/10/2019	Flat	65	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
04/11/2019	Flat	77	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
04/11/2019	Flat	87	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
04/11/2019	Flat	88	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£165,717	47	£3,526
04/11/2019	Flat	81	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£167,811	47	£3,570
04/11/2019	Flat	82	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£167,811	47	£3,570
04/11/2019	Flat	83	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£167,811	47	£3,570
11/11/2019	Flat	96	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£167,811	47	£3,570
19/02/2020	Flat	5	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£168,000	47	£3,574
12/08/2019	Flat	30	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£169,000	45	£3,756
13/08/2019	Flat	21	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£169,750	45	£3,772

07/08/2019	Flat	22	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£169,750	47	£3,612
14/08/2020	Flat	FLAT 14	1	OLD ROAD	CHATHAM	CHATHAM	ME4 6BJ	£169,995	50	£3,400
12/07/2019	Flat	FLAT 2	CASTLE VIEW HOUSE	ORDNANCE YARD	LOWER UPNOR	ROCHESTER	ME2 4WW	£170,000	80	£2,125
12/08/2019	Flat	31	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£174,600	47	£3,715
09/01/2020	Flat	36	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£174,600	37	£4,719
27/01/2020	Flat	60	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£175,500	47	£3,734
27/11/2019	Flat	20	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£180,000	47	£3,830
21/05/2020	Flat	92	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£181,700	47	£3,866
19/06/2020	Flat	26	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£182,500	45	£4,056
29/01/2020	Flat	78	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£182,687	47	£3,887
23/10/2019	Flat	51	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£182,875	47	£3,891
19/09/2019	Flat		49	ROGALLO PLACE	RURAL S	CHATHAM	ME4 6FE	£183,750	55	£3,341
13/07/2020	Flat	24	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£184,251	47	£3,920
04/09/2019	Flat	39	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£185,000	45	£4,111
19/08/2019	Flat	40	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£185,000	47	£3,936
12/02/2020	Flat	42	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£185,000	47	£3,936
30/03/2020	Flat	69	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£187,000	47	£3,979
30/07/2019	Flat	6	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£188,000	44	£4,273
20/01/2020	Flat	6	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£189,995	47	£4,042
09/08/2019	Flat	25	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£190,000	47	£4,043
09/01/2020	Flat	17	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£190,950	47	£4,063
14/10/2019	Flat	22	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£192,983	57	£3,386
15/11/2019	Flat	FLAT 7	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£194,995	64	£3,047

28/07/2020	Flat	FLAT 1	1	OLD ROAD	CHATHAM	CHATHAM	ME4 6BJ	£195,000	61	£3,197
01/08/2019	Flat	7	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£196,000	37	£5,297
20/11/2019	Flat	FLAT 4	CURTISS COURT, 248	BELLS LANE	HOO	ROCHESTER	ME3 9UP	£197,000	72	£2,736
21/10/2019	Flat	40	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£197,178	57	£3,459
16/12/2019	Flat	97	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£198,995	47	£4,234
28/02/2020	Flat	FLAT 2	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£199,995	51	£3,921
27/09/2019	Flat	FLAT 16	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£200,000	51	£3,922
27/09/2019	Flat	FLAT 22	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£200,000	51	£3,922
27/09/2019	Flat	FLAT 4	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£200,000	51	£3,922
28/10/2019	Flat	58	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£201,374	57	£3,533
20/08/2019	Flat	44	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£201,600	45	£4,480
14/11/2019	Flat	FLAT 5	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£202,995	64	£3,172
15/11/2019	Flat	FLAT 6	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£202,995	62	£3,274
29/11/2019	Flat	FLAT 8	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£204,995	64	£3,203
13/08/2019	Flat	34	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£205,000	47	£4,362
04/11/2019	Flat	76	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£205,531	57	£3,606
16/10/2020	Flat		13	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£207,500	60	£3,458
14/08/2019	Flat	35	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£209,500	45	£4,656
27/09/2019	Flat	FLAT 24	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£209,995	51	£4,118
01/03/2019	Flat	FLAT 1	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£209,995	59	£3,559
26/04/2019	Flat	FLAT 6	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£209,995	62	£3,387
26/04/2019	Flat	FLAT 7	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£209,995	62	£3,387
29/04/2019	Flat	FLAT 7	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£209,995	62	£3,387

03/06/2019	Flat	FLAT 8	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£209,995	62	£3,387
20/06/2019	Flat	FLAT 2	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£209,995	61	£3,443
14/11/2019	Flat	FLAT 4	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£209,995	64	£3,281
26/07/2019	Flat	FLAT 1	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£210,000	51	£4,118
09/10/2020	Flat		9	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£210,000	51	£4,118
19/08/2019	Flat	43	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£210,000	47	£4,468
09/10/2020	Flat		17	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£212,500	51	£4,167
17/03/2020	Flat	FLAT 13	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£214,065	51	£4,197
30/09/2019	Flat	FLAT 30	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£214,995	51	£4,216
29/03/2019	Flat	FLAT 1	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£214,995	59	£3,644
29/03/2019	Flat	FLAT 2	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£214,995	59	£3,644
20/06/2019	Flat	FLAT 2	3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£214,995	61	£3,525
24/05/2019	Flat	FLAT 2	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£214,995	72	£2,986
17/05/2019	Flat	FLAT 2	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£214,995	72	£2,986
18/11/2019	Flat	FLAT 3	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£214,995	62	£3,468
14/11/2019	Flat	FLAT 9	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£214,995	62	£3,468
29/07/2019	Flat	FLAT 4	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£215,000	51	£4,216
25/07/2019	Flat	FLAT 5	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£215,000	51	£4,216
26/02/2021	Flat	FLAT 2	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£215,000	50	£4,300
27/09/2019	Flat	FLAT 19	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£215,000	52	£4,135
27/09/2019	Flat	FLAT 7	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£215,000	52	£4,135
18/11/2019	Flat	8	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£215,023	67	£3,209
18/11/2019	Flat	9	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£215,023	67	£3,209
18/11/2019	Flat	12	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£215,023	67	£3,209

18/11/2019	Flat	13	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£215,023	67	£3,209
20/11/2019	Flat	FLAT 1	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£216,995	64	£3,391
15/11/2019	Flat	FLAT 2	DUNNE HOUSE	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UJ	£216,995	64	£3,391
19/03/2020	Flat	FLAT 10	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£217,000	51	£4,255
24/07/2019	Flat	FLAT 8	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£217,500	51	£4,265
24/07/2019	Flat	FLAT 9	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£217,500	51	£4,265
09/03/2021	Flat	FLAT 6	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£217,500	51	£4,265
27/09/2019	Flat	FLAT 10	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£217,500	73	£2,979
30/04/2019	Flat		58	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£217,500	55	£3,955
30/08/2019	Flat		118	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£217,500	55	£3,955
16/12/2019	Flat		124	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£217,500	55	£3,955
13/11/2020	Flat		22	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£219,000	48	£4,563
25/11/2019	Flat	16	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£219,400	67	£3,275
25/11/2019	Flat	17	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£219,400	67	£3,275
25/11/2019	Flat	20	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£219,400	67	£3,275
25/11/2019	Flat	21	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£219,400	67	£3,275
23/08/2019	Flat	FLAT 3	16	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZA	£219,995	52	£4,231
21/06/2019	Flat	FLAT 1	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£219,995	61	£3,606
21/06/2019	Flat	FLAT 1	3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£219,995	61	£3,606
24/05/2019	Flat	FLAT 1	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£219,995	72	£3,055
17/05/2019	Flat	FLAT 1	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£219,995	72	£3,055
27/02/2020	Flat	FLAT 6	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£220,000	51	£4,314
30/04/2019	Flat		82	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£220,000	55	£4,000
31/05/2019	Flat		100	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£220,000	55	£4,000
02/07/2020	Flat	FLAT 9	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£220,000	71	£3,099
27/02/2020	Flat	FLAT 8	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£222,000	51	£4,353

04/03/2020	Flat	FLAT 9	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£222,000	51	£4,353
07/10/2019	Flat	8	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£222,351	66	£3,369
07/10/2019	Flat	19	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£222,351	66	£3,369
14/10/2019	Flat	37	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£222,351	66	£3,369
31/05/2019	Flat		76	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£222,500	55	£4,045
30/04/2019	Flat		88	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£222,500	55	£4,045
18/11/2019	Flat		130	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£222,500	55	£4,045
02/12/2019	Flat	24	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£223,776	67	£3,340
02/12/2019	Flat	25	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£223,776	67	£3,340
02/12/2019	Flat	28	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£223,776	67	£3,340
02/12/2019	Flat	29	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£223,776	67	£3,340
07/10/2019	Flat	18	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£224,452	69	£3,253
14/10/2019	Flat	36	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£224,452	69	£3,253
19/12/2019	Flat	FLAT 6	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£224,950	78	£2,884
22/02/2019	Flat	8	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£224,995	70	£3,214
17/05/2019	Flat	FLAT 12	16	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZA	£224,995	67	£3,358
23/07/2019	Flat	FLAT 12	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£225,000	51	£4,412
23/07/2019	Flat	FLAT 13	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£225,000	51	£4,412
18/03/2021	Flat	FLAT 16	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£225,000	51	£4,412
21/02/2020	Flat	FLAT 12	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£225,000	51	£4,412
14/02/2020	Flat	FLAT 13	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£225,000	51	£4,412
20/09/2019	Flat	FLAT 6	ATLAS PLACE	WILKEY WAY	ST MARYS ISLAND	CHATHAM	ME4 3AN	£225,000	71	£3,169
29/03/2019	Flat		64	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£225,000	55	£4,091
03/07/2019	Flat		106	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£225,000	81	£2,778
15/11/2019	Flat		136	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£225,000	55	£4,091
28/06/2019	Flat	FLAT 4	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£225,000	71	£3,169

31/07/2020	Flat	FLAT 11	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£225,450	78	£2,890
01/08/2019	Flat	10	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£226,000	65	£3,477
14/10/2019	Flat	26	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£226,546	66	£3,433
21/10/2019	Flat	55	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£226,546	55	£4,119
29/03/2019	Flat		70	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£227,500	55	£4,136
30/04/2019	Flat		94	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£227,500	55	£4,136
12/06/2020	Flat	FLAT 16	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£227,950	71	£3,211
09/12/2019	Flat	32	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£228,153	67	£3,405
09/12/2019	Flat	33	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£228,153	67	£3,405
09/12/2019	Flat	36	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£228,153	67	£3,405
09/12/2019	Flat	37	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£228,153	67	£3,405
21/10/2019	Flat	54	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£228,648	69	£3,314
27/03/2020	Flat	FLAT 10	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£229,950	78	£2,948
31/03/2020	Flat	FLAT 2	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£229,950	78	£2,948
21/02/2019	Flat	3	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£229,995	71	£3,239
22/02/2019	Flat	5	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£229,995	70	£3,286
30/08/2019	Flat		18	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£229,995	72	£3,194
13/08/2020	Flat	FLAT 11	1	OLD ROAD	CHATHAM	CHATHAM	ME4 6BJ	£229,995	61	£3,770
28/02/2019	Flat	8	HANGER COURT	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6EZ	£230,000	71	£3,239
06/08/2019	Flat	20	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£230,000	65	£3,538
12/08/2019	Flat	23	ADMIRALTY DRIVE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£230,000	44	£5,227
21/10/2019	Flat	44	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£230,741	66	£3,496
28/10/2019	Flat	73	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£230,741	66	£3,496
04/11/2019	Flat	91	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£230,741	66	£3,496

28/10/2019	Flat	72	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£230,746	69	£3,344
30/09/2020	Flat	FLAT 13	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£230,950	71	£3,253
16/12/2019	Flat	40	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£233,397	67	£3,484
16/12/2019	Flat	41	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£233,397	67	£3,484
16/12/2019	Flat	44	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£233,397	67	£3,484
16/12/2019	Flat	45	ENSIGN HOUSE	PEGASUS WAY	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GQ	£233,397	67	£3,484
28/10/2019	Flat	62	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£234,937	66	£3,560
04/11/2019	Flat	90	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£234,937	69	£3,405
09/01/2020	Flat	FLAT 15	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£234,950	78	£3,012
21/02/2019	Flat	1	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£234,995	71	£3,310
21/02/2019	Flat	2	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£234,995	71	£3,310
25/02/2019	Flat	4	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£234,995	71	£3,310
22/02/2019	Flat	6	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£234,995	71	£3,310
28/06/2019	Flat		15	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£234,995	72	£3,264
30/04/2019	Flat		112	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£235,000	55	£4,273
27/11/2020	Flat	FLAT 10	26	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£235,000	78	£3,013
29/03/2019	Flat	1	NIMBUS HOUSE	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6FQ	£235,000	71	£3,310
12/08/2019	Flat	32	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£235,000	44	£5,341
28/08/2020	Flat	FLAT 20	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£235,950	71	£3,323
15/08/2019	Flat	38	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£236,000	65	£3,631
23/10/2019	Flat	FLAT 1	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£237,950	71	£3,351
30/08/2019	Flat	FLAT 3	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£237,950	78	£3,051
12/09/2019	Flat	15	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£238,000	64	£3,719
09/08/2019	Flat	29	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£238,000	65	£3,662

19/02/2020	Flat	7	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£238,000	66	£3,606
04/11/2019	Flat	80	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£239,132	66	£3,623
11/11/2019	Flat	99	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£239,132	69	£3,466
11/11/2019	Flat	100	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£239,132	66	£3,623
28/06/2019	Flat	FLAT 7	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£239,950	78	£3,076
22/02/2019	Flat	7	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£239,995	71	£3,380
22/02/2019	Flat	9	CHENETTE HOUSE	GERMANDER AVENUE	HALLING	ROCHESTER	ME2 1FS	£239,995	71	£3,380
02/12/2019	Flat	FLAT 2	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£239,995	71	£3,380
31/01/2020	Flat	FLAT 22	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£240,000	71	£3,380
01/08/2019	Flat	9	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£240,000	36	£6,667
29/10/2019	Flat	47	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£244,000	65	£3,754
05/08/2019	Flat	19	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£244,150	65	£3,756
09/08/2019	Flat	24	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£244,150	64	£3,815
30/07/2019	Flat	41	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£245,000	44	£5,568
29/07/2019	Flat	5	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£246,000	64	£3,844
07/10/2019	Flat	14	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£247,523	75	£3,300
28/06/2019	Flat	FLAT 17	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£248,240	71	£3,496
30/07/2019	Flat	28	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£248,900	65	£3,829
31/01/2020	Flat	25	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£249,095	66	£3,774
01/03/2019	Flat	FLAT 3	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£249,995	73	£3,425
29/03/2019	Flat	FLAT 3	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£249,995	71	£3,521
29/03/2019	Flat	FLAT 4	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£249,995	71	£3,521
12/04/2019	Flat	FLAT 5	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£249,995	71	£3,521

05/04/2019	Flat	FLAT 6	22	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£249,995	71	£3,521
14/08/2019	Flat	37	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£250,000	65	£3,846
06/03/2019	Flat	FLAT 62	ATLAS PLACE	WILKEY WAY	ST MARYS ISLAND	CHATHAM	ME4 3AN	£251,250	65	£3,865
07/10/2019	Flat	13	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£251,718	82	£3,070
14/10/2019	Flat	32	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£251,718	75	£3,356
09/08/2019	Flat	FLAT 21	24	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£252,950	78	£3,243
19/06/2019	Flat	FLAT 6	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£254,749	72	£3,538
01/03/2019	Flat	FLAT 4	20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£254,995	71	£3,591
01/03/2019	Flat		FLAT 5, 20	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZB	£254,995	71	£3,591
20/06/2019	Flat	FLAT 4	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£254,995	61	£4,180
20/06/2019	Flat	FLAT 4	3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£254,995	72	£3,542
15/08/2019	Flat	FLAT 4	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£254,995	72	£3,542
21/04/2020	Flat	FLAT 6	3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£254,995	72	£3,542
01/10/2020	Flat		18	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£255,000	68	£3,750
14/10/2019	Flat	31	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£255,914	82	£3,121
21/10/2019	Flat	50	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£255,914	75	£3,412
12/02/2020	Flat	43	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£259,000	66	£3,924
05/08/2019	Flat	FLAT 3	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£259,995	61	£4,262
14/06/2019	Flat	FLAT 3	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£259,995	72	£3,611
07/06/2019	Flat	FLAT 3	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£259,995	72	£3,611
20/06/2019	Flat	FLAT 6	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£259,995	61	£4,262
24/05/2019	Flat	FLAT 6	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£259,995	72	£3,611
12/03/2020	Flat	FLAT 3	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£260,000	63	£4,127
21/10/2019	Flat	49	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£260,109	82	£3,172

28/10/2019	Flat	68	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£260,109	75	£3,468
30/09/2019	Flat	FLAT 5	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£260,400	73	£3,567
08/02/2019	Flat	FLAT 13	16	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZA	£261,050	75	£3,481
14/08/2019	Flat	33	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£262,000	64	£4,094
30/09/2019	Flat	FLAT 20	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£263,705	75	£3,516
05/09/2019	Flat	46	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£263,840	65	£4,059
28/10/2019	Flat	67	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£264,304	82	£3,223
04/11/2019	Flat	86	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£264,304	75	£3,524
29/03/2019	Flat	FLAT 9	16	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZA	£264,995	75	£3,533
27/03/2020	Flat	FLAT 4	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£264,995	72	£3,680
21/06/2019	Flat	FLAT 5	3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£264,995	72	£3,680
14/06/2019	Flat	FLAT 5	5	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£264,995	72	£3,680
19/06/2019	Flat	FLAT 5	7	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£264,995	72	£3,680
18/10/2019	Flat		FLAT 6, 3	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£264,995	72	£3,680
05/03/2021	Flat	FLAT 3	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£265,000	63	£4,206
10/03/2021	Flat	FLAT 7	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£265,000	64	£4,141
10/03/2021	Flat	FLAT 8	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£265,000	64	£4,141
19/08/2019	Flat	42	ADMIRALTY COURT	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GP	£265,000	64	£4,141
30/04/2020	Flat	61	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£266,745	66	£4,042
04/11/2019	Flat	85	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£268,500	82	£3,274
11/11/2019	Flat	95	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£268,500	75	£3,580
27/06/2019	Flat	FLAT 5	1	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZF	£269,995	61	£4,426
05/03/2021	Flat	FLAT 13	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£270,000	64	£4,219

13/03/2021	Flat	FLAT 15	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£270,000	63	£4,286
01/04/2021	Flat	FLAT 12	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£275,000	64	£4,297
30/09/2019	Flat	FLAT 11	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£275,000	73	£3,767
27/09/2019	Flat	FLAT 14	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£275,000	75	£3,667
29/05/2020	Flat		128	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£275,000	78	£3,526
24/04/2020	Flat		126	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£279,995	78	£3,590
18/03/2021	Flat	FLAT 17	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£280,000	64	£4,375
10/07/2020	Flat	FLAT 1	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£280,000	71	£3,944
06/03/2020	Flat	FLAT 11	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£280,000	63	£4,444
25/02/2020	Flat	FLAT 7	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£280,000	63	£4,444
30/09/2019	Flat	FLAT 9	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£284,050	102	£2,785
23/08/2019	Flat	FLAT 2	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£285,000	71	£4,014
19/07/2019	Flat	FLAT 3	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£285,000	71	£4,014
05/03/2021	Flat	FLAT 4	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£285,000	70	£4,071
27/09/2019	Flat	FLAT 23	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£285,000	73	£3,904
30/04/2020	Flat		134	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£285,000	78	£3,654
31/07/2020	Flat		138	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£285,000	78	£3,654
07/10/2019	Flat	17	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£285,281	93	£3,068
11/11/2019	Flat	101	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£285,281	85	£3,356
28/10/2019	Flat	35	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£289,477	93	£3,113
07/08/2020	Flat	FLAT 10	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£290,000	71	£4,085
16/06/2020	Flat		132	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£290,000	78	£3,718
21/02/2020	Flat		122	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£292,500	78	£3,750
21/10/2019	Flat	53	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GS	£293,672	93	£3,158
12/09/2019	Flat	FLAT 7	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£297,500	71	£4,190
27/09/2019	Flat	FLAT 26	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£297,500	75	£3,967

28/10/2019	Flat	71	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£297,867	93	£3,203
25/03/2021	Flat	FLAT 19	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£299,000	70	£4,271
31/03/2020	Flat	FLAT 4	STANLEY APARTMENTS, 6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£299,500	71	£4,218
31/03/2020	Flat	FLAT 6	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£299,500	71	£4,218
27/03/2020	Flat		92	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£299,950	81	£3,703
18/09/2020	Flat		62	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£299,995	78	£3,846
16/08/2019	Flat		68	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£299,995	78	£3,846
30/04/2019	Flat		74	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£299,995	78	£3,846
09/03/2021	Flat	FLAT 5	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£300,000	70	£4,286
11/03/2021	Flat	FLAT 9	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£300,000	70	£4,286
27/09/2019	Flat	FLAT 3	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£300,000	102	£2,941
18/11/2020	Flat		24	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£300,000	84	£3,571
29/03/2019	Flat		56	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£300,000	78	£3,846
22/07/2019	Flat		90	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£300,000	78	£3,846
28/01/2020	Flat		116	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£300,000	78	£3,846
04/11/2019	Flat	89	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£302,063	93	£3,248
11/03/2021	Flat	FLAT 10	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£302,500	70	£4,321
15/03/2021	Flat	FLAT 14	4	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GL	£302,500	70	£4,321
23/07/2019	Flat	FLAT 11	46	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GF	£305,000	71	£4,296
29/03/2019	Flat		60	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£305,000	78	£3,910
30/09/2019	Flat		104	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£305,000	78	£3,910
13/03/2020	Flat	FLAT 12	6	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GN	£307,500	71	£4,331
23/10/2020	Flat		15	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£307,500	70	£4,393
29/03/2019	Flat		66	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£307,500	78	£3,942
30/10/2019	Flat		86	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£307,500	81	£3,796
31/07/2019	Flat		96	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£307,500	78	£3,942
18/09/2020	Flat		10	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£310,000	84	£3,690
29/03/2019	Flat		72	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£310,000	78	£3,974
22/08/2019	Flat		108	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£310,000	78	£3,974
11/11/2019	Flat	98	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£310,453	93	£3,338
29/03/2019	Flat		78	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£312,500	78	£4,006
26/09/2019	Flat		98	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£312,500	81	£3,858

31/05/2019	Flat		102	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£312,500	78	£4,006
31/03/2020	Flat	FLAT 1	8	CORYS ROAD	ROCHESTER	ROCHESTER	ME1 1GP	£315,000	87	£3,621
27/09/2019	Flat	FLAT 21	1	LIMEHOUSE WHARF	ROCHESTER	ROCHESTER	ME1 1GQ	£315,000	102	£3,088
30/04/2019	Flat		114	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£320,000	78	£4,103
30/09/2020	Flat		16	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£330,000	96	£3,438
31/10/2019	Flat		120	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£330,000	119	£2,773
18/09/2020	Flat		20	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£332,500	96	£3,464
02/11/2020	Flat		8	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£335,000	96	£3,490
30/04/2019	Flat		80	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£340,000	123	£2,764
30/04/2019	Flat		84	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£350,000	138	£2,536
11/11/2019	Flat	94	MARITIME HOUSE	OCEAN DRIVE	GILLINGHAM (DOCKS)	GILLINGHAM	ME7 1GT	£377,584	123	£3,070
24/01/2020	Semi-detached		49	HILL ROAD	ROCHESTER	ROCHESTER	ME1 3NN	£122,500	137	£894
24/01/2020	Semi-detached		45	HILL ROAD	ROCHESTER	ROCHESTER	ME1 3NN	£140,000	137	£1,022
31/01/2020	Semi-detached		55	HILL ROAD	ROCHESTER	ROCHESTER	ME1 3NN	£140,000	137	£1,022
07/05/2019	Semi-detached		17	AVIATION WALK	CHATHAM	CHATHAM	ME4 6FN	£142,500	84	£1,696
24/01/2020	Semi-detached		47	HILL ROAD	ROCHESTER	ROCHESTER	ME1 3NN	£243,750	115	£2,120
18/04/2019	Semi-detached		11	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£244,995	61	£4,016
20/05/2019	Semi-detached		5	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£248,000	61	£4,066
12/07/2019	Semi-detached		8	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£266,995	69	£3,869
31/07/2019	Semi-detached		11	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£267,995	69	£3,884
06/10/2020	Semi-detached		28	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£269,995	69	£3,913
01/08/2019	Semi-detached		10	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£269,995	69	£3,913
19/12/2019	Semi-detached		21	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£270,000	69	£3,913
22/10/2019	Semi-detached		20	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£270,000	69	£3,913
28/09/2020	Semi-detached		50	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£273,556	65	£4,209
31/07/2019	Semi-detached		22	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£274,000	69	£3,971
31/07/2020	Semi-detached		3	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£274,995	88	£3,125

31/07/2020	Semi-detached		99	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£274,995	88	£3,125
14/02/2020	Semi-detached		9	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£277,495	69	£4,022
16/10/2020	Semi-detached		56	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£277,500	65	£4,269
31/07/2019	Semi-detached		4	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£277,600	69	£4,023
31/07/2019	Semi-detached		7	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£278,000	69	£4,029
20/12/2019	Semi-detached		8	WICKET AVENUE	RAINHAM	GILLINGHAM	ME8 7EZ	£279,950	71	£3,943
20/12/2019	Semi-detached		10	WICKET AVENUE	RAINHAM	GILLINGHAM	ME8 7EZ	£279,950	96	£2,916
20/12/2019	Semi-detached		17	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£279,995	69	£4,058
26/07/2019	Semi-detached		18	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£279,995	69	£4,058
08/01/2019	Semi-detached		4	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£279,995	69	£4,058
08/01/2019	Semi-detached		6	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£279,995	69	£4,058
31/07/2019	Semi-detached		6	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£280,000	69	£4,058
31/07/2019	Semi-detached		10	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£280,000	69	£4,058
23/07/2020	Semi-detached		9	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£282,000	69	£4,087
19/12/2019	Semi-detached		23	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£282,995	69	£4,101
29/03/2019	Semi-detached		32	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£282,995	78	£3,628
14/08/2019	Semi-detached		8	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£282,995	69	£4,101
20/12/2019	Semi-detached		4	GREEN TOP COURT	RAINHAM	GILLINGHAM	ME8 7EQ	£284,950	71	£4,013
31/07/2019	Semi-detached		13	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£285,995	69	£4,145
29/03/2019	Semi-detached		30	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£287,995	78	£3,692
29/03/2019	Semi-detached		31	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£287,995	78	£3,692
21/02/2020	Semi-detached		14	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£289,995	81	£3,580
20/02/2020	Semi-detached		15	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£289,995	81	£3,580

31/10/2019	Semi-detached		26	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£292,995	69	£4,246
25/02/2021	Semi-detached		3	BIRKDALE CLOSE	CHATHAM	CHATHAM	ME5 0FL	£294,995	91	£3,242
10/12/2020	Semi-detached		4	TROON WALK	CHATHAM	CHATHAM	ME5 0FN	£295,000	91	£3,242
31/07/2020	Semi-detached		9	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£299,995	88	£3,409
04/08/2020	Semi-detached		105	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£300,000	88	£3,409
28/01/2021	Semi-detached		34	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£304,000	91	£3,341
21/06/2019	Semi-detached		19	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£307,995	87	£3,540
12/02/2021	Semi-detached		36	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£308,995	91	£3,396
05/02/2021	Semi-detached		32	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£309,995	91	£3,407
12/06/2020	Semi-detached		19	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£310,000	90	£3,444
28/02/2019	Semi-detached		24	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£312,995	90	£3,478
31/01/2019	Semi-detached		13	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£314,995	90	£3,500
29/03/2019	Semi-detached		29	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£314,995	87	£3,621
31/10/2019	Semi-detached		7	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£315,000	107	£2,944
22/10/2019	Semi-detached		9	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£315,000	107	£2,944
20/05/2019	Semi-detached		22	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£316,995	87	£3,644
21/06/2019	Semi-detached		26	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£317,995	90	£3,533
12/04/2019	Semi-detached		27	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£317,995	90	£3,533
31/01/2019	Semi-detached		11	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£318,995	90	£3,544
26/02/2019	Semi-detached		14	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£318,995	90	£3,544
23/01/2020	Semi-detached		6	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£319,650	92	£3,474
31/01/2019	Semi-detached		20	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£321,995	90	£3,578
24/04/2019	Semi-detached		25	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£321,995	90	£3,578

29/01/2019	Semi-detached		22	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£322,995	90	£3,589
05/09/2019	Semi-detached		24	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£323,995	90	£3,600
03/04/2020	Semi-detached		28	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£324,000	92	£3,522
25/01/2019	Semi-detached		16	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£324,995	90	£3,611
25/01/2019	Semi-detached		18	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£324,995	90	£3,611
27/10/2020	Semi-detached		7	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£325,000	92	£3,533
28/05/2019	Semi-detached		23	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£326,995	90	£3,633
10/05/2019	Semi-detached		28	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£326,995	90	£3,633
30/08/2019	Semi-detached		16	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£326,995	90	£3,633
28/06/2019	Semi-detached		4	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£328,995	90	£3,656
28/06/2019	Semi-detached		6	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£328,995	90	£3,656
01/12/2020	Semi-detached		9	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£329,196	90	£3,658
30/08/2019	Semi-detached		15	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£329,995	90	£3,667
30/08/2019	Semi-detached		17	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£329,995	90	£3,667
25/02/2021	Semi-detached		2	LYTHAM CLOSE	CHATHAM	CHATHAM	ME5 0FR	£329,995	97	£3,402
08/11/2019	Semi-detached		14	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£330,000	92	£3,587
05/11/2020	Semi-detached		11	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£330,000	90	£3,667
27/03/2020	Semi-detached		15	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£330,000	92	£3,587
20/12/2019	Semi-detached		10	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£330,000	92	£3,587
20/12/2019	Semi-detached		12	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£330,750	92	£3,595
14/10/2020	Semi-detached		52	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£331,995	92	£3,609
29/01/2020	Semi-detached		3	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£332,995	91	£3,659
26/07/2019	Semi-detached		3	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£332,995	90	£3,700

25/10/2019	Semi-detached		28	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£332,995	90	£3,700
28/10/2019	Semi-detached		30	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£332,995	90	£3,700
16/11/2020	Semi-detached		12	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£332,995	90	£3,700
11/12/2019	Semi-detached		13	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£332,995	90	£3,700
13/11/2020	Semi-detached		14	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£332,995	90	£3,700
18/12/2019	Semi-detached		17	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£332,995	90	£3,700
20/02/2020	Semi-detached		22	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£332,995	92	£3,620
20/03/2020	Semi-detached		24	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£332,995	92	£3,620
27/03/2020	Semi-detached		26	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£332,995	92	£3,620
14/10/2020	Semi-detached		54	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£332,995	92	£3,620
19/02/2021	Semi-detached		33	HERBERT CUCKOW GROVE	HOO	ROCHESTER	ME3 9XS	£332,995	92	£3,620
14/08/2020	Semi-detached		11	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£334,995	92	£3,641
26/07/2019	Semi-detached		5	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£334,995	90	£3,722
15/11/2019	Semi-detached		13	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£334,995	92	£3,641
07/09/2020	Semi-detached		4	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£334,995	96	£3,490
19/12/2019	Semi-detached		5	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£334,995	96	£3,490
28/08/2020	Semi-detached		21	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£334,995	96	£3,490
31/10/2019	Semi-detached		6	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£335,000	107	£3,131
20/12/2019	Semi-detached		7	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£335,000	93	£3,602
10/08/2020	Semi-detached		13	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9UT	£335,000	92	£3,641
19/02/2021	Semi-detached		31	HERBERT CUCKOW GROVE	HOO	ROCHESTER	ME3 9XS	£336,995	92	£3,663
03/04/2020	Semi-detached		11	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£338,995	92	£3,685
23/05/2019	Semi-detached		21	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£339,000	97	£3,495

31/01/2020	Semi-detached		5	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£339,995	91	£3,736
13/11/2020	Semi-detached		5	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£339,995	92	£3,696
12/07/2019	Semi-detached		6	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£340,000	107	£3,178
24/07/2020	Semi-detached		13	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£340,995	91	£3,747
31/05/2019	Semi-detached		20	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£340,995	97	£3,515
24/07/2020	Semi-detached		15	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£342,995	91	£3,769
06/11/2020	Semi-detached		6	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£342,995	92	£3,728
25/09/2020	Semi-detached		8	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£342,995	92	£3,728
29/11/2019	Semi-detached		8	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£344,995	107	£3,224
28/01/2021	Semi-detached		24	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£344,995	115	£3,000
31/07/2020	Semi-detached		1	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£345,000	111	£3,108
20/11/2020	Semi-detached		4	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£345,995	92	£3,761
13/05/2020	Semi-detached		11	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£346,995	90	£3,856
18/09/2020	Semi-detached		9	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£347,995	92	£3,783
22/11/2019	Semi-detached		36	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£348,000	95	£3,663
21/01/2021	Semi-detached		28	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£348,995	113	£3,088
22/02/2019	Semi-detached		4	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£349,995	107	£3,271
18/09/2019	Semi-detached		3	SONGBIRD CRESCENT	CHATTENDEN	ROCHESTER	ME3 8GD	£349,995	92	£3,804
13/12/2019	Semi-detached		2	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£349,995	104	£3,365
18/12/2019	Semi-detached		3	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£349,995	104	£3,365
11/09/2020	Semi-detached		30	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£349,995	104	£3,365
07/08/2020	Semi-detached		107	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£350,000	111	£3,153
16/10/2020	Semi-detached		52	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7DD	£350,000	96	£3,646

05/07/2019	Semi-detached		3	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£352,500	107	£3,294
01/04/2019	Semi-detached		1	LINNET CLOSE	CHATTENDEN	ROCHESTER	ME3 8FW	£354,995	107	£3,318
29/01/2021	Semi-detached		26	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£354,995	115	£3,087
18/12/2020	Semi-detached		20	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£355,995	113	£3,150
11/12/2020	Semi-detached		22	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£355,995	113	£3,150
22/01/2021	Semi-detached		30	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£355,995	113	£3,150
30/10/2020	Semi-detached		46	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£358,495	132	£2,716
01/09/2020	Semi-detached		1	MOLAY DRIVE	STROOD	ROCHESTER	ME2 2ZN	£359,995	90	£4,000
02/11/2020	Semi-detached		9	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£359,995	95	£3,789
13/11/2020	Semi-detached		25	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	102	£3,529
19/12/2019	Semi-detached		47	BRAEBURN DRIVE	HOO	ROCHESTER	ME3 9US	£359,995	102	£3,529
21/06/2019	Semi-detached		3	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£364,995	88	£4,148
21/06/2019	Semi-detached		5	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FF	£364,995	88	£4,148
09/08/2019	Semi-detached		14	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£368,000	121	£3,041
19/12/2019	Semi-detached		4	WICKET AVENUE	RAINHAM	GILLINGHAM	ME8 7EZ	£369,950	87	£4,252
29/10/2020	Semi-detached		5	TROON WALK	CHATHAM	CHATHAM	ME5 0FN	£369,995	113	£3,274
23/01/2019	Semi-detached		50	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£369,995	90	£4,111
24/01/2019	Semi-detached		52	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£369,995	90	£4,111
26/06/2020	Semi-detached		14	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£372,995	110	£3,391
06/12/2019	Semi-detached		13	HAGELSTOWE AVENUE	HIGH HALSTOW	ROCHESTER	ME3 8FU	£374,995	88	£4,261
09/08/2019	Semi-detached		12	SPARROW DRIVE	CHATTENDEN	ROCHESTER	ME3 8GB	£374,995	122	£3,074
26/10/2020	Semi-detached		12	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£374,995	110	£3,409
13/03/2020	Semi-detached		31	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£374,995	117	£3,205

22/02/2019	Semi-detached		60	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£374,995	111	£3,378
22/03/2019	Semi-detached		66	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£374,995	90	£4,167
26/04/2019	Semi-detached		68	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£374,995	90	£4,167
21/06/2019	Semi-detached		34	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZD	£378,592	115	£3,292
25/09/2020	Semi-detached		3	NUNNERY WAY	STROOD	ROCHESTER	ME2 2QF	£379,995	109	£3,486
21/02/2020	Semi-detached		4	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£379,995	90	£4,222
03/04/2020	Semi-detached		25	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£379,995	116	£3,276
20/03/2020	Semi-detached		27	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£379,995	116	£3,276
15/02/2019	Semi-detached		56	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£379,995	111	£3,423
22/02/2019	Semi-detached		62	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£379,995	111	£3,423
21/08/2020	Semi-detached		2	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£380,000	71	£5,352
11/03/2019	Semi-detached		1	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£384,995	102	£3,774
09/04/2020	Semi-detached		2	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£384,995	90	£4,278
08/02/2019	Semi-detached		3	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£384,995	102	£3,774
31/05/2019	Semi-detached		9	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£384,995	102	£3,774
23/09/2019	Semi-detached		11	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£384,995	102	£3,774
24/02/2020	Semi-detached		5	MOLAY DRIVE	STROOD	ROCHESTER	ME2 2ZN	£384,995	90	£4,278
25/02/2020	Semi-detached		6	MOLAY DRIVE	STROOD	ROCHESTER	ME2 2ZN	£384,995	90	£4,278
21/06/2019	Semi-detached	4	CASTLE REACH ROW	ORDNANCE YARD	LOWER UPNOR	ROCHESTER	ME2 4WU	£385,000	118	£3,263
31/03/2020	Semi-detached		2	MOLAY DRIVE	STROOD	ROCHESTER	ME2 2ZN	£389,995	90	£4,333
06/03/2019	Semi-detached		58	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£389,995	127	£3,071
30/04/2020	Semi-detached		15	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4GA	£394,950	125	£3,160
27/02/2019	Semi-detached		26	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZD	£399,995	115	£3,478

27/03/2020	Semi-detached		6	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£399,995	116	£3,448
31/03/2020	Semi-detached		8	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£399,995	116	£3,448
28/03/2019	Semi-detached		5	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£409,995	124	£3,306
28/03/2019	Semi-detached		7	CRUSADE WAY	STROOD	ROCHESTER	ME2 2ZH	£409,995	124	£3,306
28/02/2019	Semi-detached		12	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£445,000	146	£3,048
29/03/2019	Semi-detached		16	WINDSOCK ROAD	CHATHAM	CHATHAM	ME4 6EQ	£460,000	146	£3,151
02/05/2019	Semi-detached		1	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£475,000	111	£4,279
27/03/2019	Semi-detached		2	BERRY WOOD CLOSE	CLIFFE WOODS	ROCHESTER	ME3 7TB	£475,000	111	£4,279
22/07/2019	Semi-detached		4	SAMPHIRE WAY	ST MARYS ISLAND	CHATHAM	ME4 3AT	£510,000	147	£3,469
30/09/2019	Semi-detached		27	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£565,000	146	£3,870
23/08/2019	Semi-detached		26	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£575,000	146	£3,938
13/09/2019	Semi-detached		74	BRAMLING WAY	RAINHAM	GILLINGHAM	ME8 8FG	£584,995	152	£3,849
06/03/2020	Semi-detached		6	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£685,000	229	£2,991
17/04/2020	Semi-detached		5	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£700,000	229	£3,057
14/11/2019	Terrace		3	ROOKERY MEWS	CLIFFE	ROCHESTER	ME3 7BF	£96,000	83	£1,157
08/11/2019	Terrace		5	ROOKERY MEWS	CLIFFE	ROCHESTER	ME3 7BF	£96,000	83	£1,157
01/04/2019	Terrace		28	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BF	£100,500	100	£1,005
28/03/2019	Terrace		30	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BF	£100,500	100	£1,005
25/03/2019	Terrace		32	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BF	£100,500	100	£1,005
03/04/2019	Terrace		26	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BF	£102,000	102	£1,000
25/03/2019	Terrace		34	PILOTS VIEW	CHATHAM	CHATHAM	ME4 6BF	£102,000	100	£1,020
15/08/2019	Terrace		9	ELMTREE DRIVE	ROCHESTER	ROCHESTER	ME1 3NL	£120,000	98	£1,224
15/11/2019	Terrace		4	ROOKERY MEWS	CLIFFE	ROCHESTER	ME3 7BF	£144,000	83	£1,735
06/09/2019	Terrace		6	ELMTREE DRIVE	ROCHESTER	ROCHESTER	ME1 3NL	£147,500	91	£1,621
29/04/2019	Terrace		24	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£249,995	84	£2,976
09/01/2020	Terrace		234	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£249,995	69	£3,623
26/07/2019	Terrace		16	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£250,000	69	£3,623
27/09/2019	Terrace		22	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£250,000	69	£3,623
30/09/2019	Terrace		244	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£252,995	69	£3,667
30/04/2019	Terrace		22	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£254,995	84	£3,036
06/03/2020	Terrace		236	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£254,995	69	£3,696
25/07/2019	Terrace		242	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£254,995	69	£3,696

15/01/2019	Terrace		10	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£262,995	69	£3,812
28/08/2020	Terrace		9	MAIDEN ROAD	RAINHAM	GILLINGHAM	ME8 7FE	£263,000	71	£3,704
26/07/2019	Terrace		14	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£264,995	69	£3,841
27/09/2019	Terrace		20	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£264,995	69	£3,841
21/09/2020	Terrace		18	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£265,000	69	£3,841
04/09/2020	Terrace		16	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£267,995	69	£3,884
11/01/2019	Terrace		8	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£269,995	69	£3,913
29/10/2020	Terrace		30	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£274,995	69	£3,985
11/10/2019	Terrace		24	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£274,995	69	£3,985
23/12/2019	Terrace		16	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£275,000	65	£4,231
28/02/2019	Terrace		4	BOMBARDIER WALK	CHATHAM	CHATHAM	ME4 6FL	£275,000	84	£3,274
08/08/2019	Terrace		12	CODY CLOSE	HOO	ROCHESTER	ME3 9UD	£278,495	69	£4,036
11/12/2020	Terrace		78	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£278,500	65	£4,285
15/10/2020	Terrace		11	MAIDEN ROAD	RAINHAM	GILLINGHAM	ME8 7FE	£279,950	71	£3,943
19/12/2019	Terrace		19	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£279,995	69	£4,058
24/02/2020	Terrace		19	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£293,000	85	£3,447
11/07/2019	Terrace		39	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£294,950	85	£3,470
12/07/2019	Terrace		41	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£294,995	85	£3,471
27/09/2019	Terrace		16	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£295,000	87	£3,391
12/07/2019	Terrace		25	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,950	85	£3,529
20/01/2020	Terrace		31	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,950	85	£3,529
13/08/2019	Terrace		35	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,950	85	£3,529
19/07/2019	Terrace		23	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,995	85	£3,529
22/07/2019	Terrace		33	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,995	85	£3,529
19/07/2019	Terrace		37	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£299,995	85	£3,529
11/10/2019	Terrace		17	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£300,000	87	£3,448
12/07/2019	Terrace		27	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£300,000	85	£3,529
12/07/2019	Terrace		29	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£300,000	85	£3,529
11/10/2019	Terrace		21	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£302,500	85	£3,559
03/07/2019	Terrace		17	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£304,950	85	£3,588
16/08/2019	Terrace		43	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£304,995	85	£3,588
31/07/2019	Terrace		238	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£305,800	92	£3,324
26/07/2019	Terrace		232	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£307,995	92	£3,348
15/02/2019	Terrace		12	FARMAN DRIVE	HOO	ROCHESTER	ME3 9UE	£309,995	90	£3,444
25/07/2019	Terrace		240	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£311,495	92	£3,386
26/07/2019	Terrace		246	BELLS LANE	HOO	ROCHESTER	ME3 9GD	£312,995	92	£3,402
25/10/2019	Terrace		28	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£314,995	90	£3,500
23/01/2020	Terrace		8	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£319,650	92	£3,474
27/01/2020	Terrace		15	VOISIN CLOSE	HOO	ROCHESTER	ME3 9UQ	£322,995	90	£3,589
28/10/2019	Terrace		30	SOPWITH DRIVE	HOO	ROCHESTER	ME3 9UH	£324,995	90	£3,611
18/12/2019	Terrace		20	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£325,000	107	£3,037
20/12/2019	Terrace		14	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£325,000	92	£3,533
27/11/2020	Terrace		71	BLOOMFIELDS	RAINHAM	GILLINGHAM	ME8 7BZ	£325,000	96	£3,385
20/12/2019	Terrace		18	HOGARTH CLOSE	HOO	ROCHESTER	ME3 9XQ	£328,500	92	£3,571
30/04/2019	Terrace		26	DUNNOCK DRIVE	CHATTENDEN	ROCHESTER	ME3 8FY	£330,000	107	£3,084

30/10/2020	Terrace		11	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FG	£334,995	115	£2,913
27/11/2020	Terrace		9	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FG	£338,995	115	£2,948
14/10/2019	Terrace		15	MARTINSYDE GROVE	HOO	ROCHESTER	ME3 9UF	£339,995	97	£3,505
27/11/2020	Terrace		7	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FG	£339,995	115	£2,956
10/09/2020	Terrace		8	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£339,995	115	£2,956
09/09/2020	Terrace		6	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£342,000	115	£2,974
20/08/2020	Terrace		10	GOLVE DRIVE	CHATHAM	CHATHAM	ME5 0FP	£345,995	115	£3,009
02/12/2019	Terrace		36	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GD	£350,000	116	£3,017
27/08/2019	Terrace		1	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
27/08/2019	Terrace		2	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
27/08/2019	Terrace		3	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
27/08/2019	Terrace		4	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
27/08/2019	Terrace		5	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		6	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		7	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		8	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		9	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		10	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		11	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
06/08/2019	Terrace		12	BUCKLEY CLOSE	CHATHAM	CHATHAM	ME4 4GP	£350,000	116	£3,017
25/09/2020	Terrace		14	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£359,950	109	£3,302
21/06/2019	Terrace		18	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£360,000	109	£3,303
28/08/2020	Terrace		11	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4GA	£369,950	125	£2,960
24/07/2020	Terrace		3	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4GA	£370,000	125	£2,960
02/12/2020	Terrace		20	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£372,000	116	£3,207
23/10/2020	Terrace		26	CAUDRON WAY	HOO	ROCHESTER	ME3 9UB	£374,995	116	£3,233
17/01/2020	Terrace		4	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£375,500	104	£3,611
10/10/2019	Terrace		4	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£379,950	109	£3,486
31/10/2019	Terrace		8	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4FZ	£379,950	109	£3,486
09/04/2020	Terrace		7	STARBOARD CRESCENT	CHATHAM (DOCKS)	CHATHAM	ME4 4GA	£389,950	125	£3,120
04/02/2019	Terrace		5 CASTLE REACH ROW	ORDNANCE YARD	LOWER UPNOR	ROCHESTER	ME2 4WU	£398,000	118	£3,373
12/12/2019	Terrace		38	KHARTOUM PARADE	CHATHAM	CHATHAM	ME4 4GE	£399,950	116	£3,448
19/02/2020	Terrace		30	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£399,995	104	£3,846
17/12/2019	Terrace		8	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£399,995	105	£3,809
18/12/2019	Terrace		9	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£399,995	105	£3,809
23/01/2020	Terrace		12	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£400,000	106	£3,774
24/01/2020	Terrace		18	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£400,000	106	£3,774
26/02/2020	Terrace		22	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£400,000	104	£3,846
30/05/2019	Terrace		13	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZE	£404,995	127	£3,189
31/01/2020	Terrace		14	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£405,000	106	£3,821
30/01/2020	Terrace		20	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£405,000	106	£3,821
18/12/2019	Terrace		10	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£409,995	105	£3,905
29/03/2019	Terrace		14	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZD	£414,995	115	£3,609
10/05/2019	Terrace		17	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZE	£414,995	127	£3,268

23/04/2019	Terrace		19	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZE	£414,995	127	£3,268
31/01/2020	Terrace		26	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£415,000	104	£3,990
27/09/2019	Terrace		17	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FX	£423,195	140	£3,023
26/03/2020	Terrace		2	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FY	£425,000	104	£4,087
29/04/2020	Terrace		21	KNIGHTS TEMPLAR WAY	STROOD	ROCHESTER	ME2 2ZE	£429,995	127	£3,386
18/12/2019	Terrace		7	MANOR FARM CLOSE	CLIFFE	ROCHESTER	ME3 7DY	£429,995	105	£4,095
28/02/2020	Terrace		6	GREENWELL RISE	CHATHAM	CHATHAM	ME4 4GQ	£429,995	158	£2,721
24/09/2019	Terrace		7	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FX	£430,000	133	£3,233
29/03/2019	Terrace		17	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£435,000	147	£2,959
04/01/2019	Terrace		2	WILKEY WAY	ST MARYS ISLAND	CHATHAM	ME4 3AQ	£437,500	147	£2,976
30/08/2019	Terrace		9	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£437,500	147	£2,976
29/03/2019	Terrace		15	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£437,500	147	£2,976
30/09/2019	Terrace		19	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FX	£440,000	140	£3,143
30/09/2019	Terrace		21	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FX	£440,000	140	£3,143
31/05/2019	Terrace		7	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£442,500	147	£3,010
31/05/2019	Terrace		11	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£442,500	147	£3,010
29/03/2019	Terrace		13	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3BL	£442,500	147	£3,010
16/03/2020	Terrace		10	GREENWELL RISE	CHATHAM	CHATHAM	ME4 4GQ	£454,995	158	£2,880
30/09/2019	Terrace		35	THALIA WAY	ROCHESTER	ROCHESTER	ME1 1FX	£455,000	140	£3,250
14/08/2020	Terrace		5	GREENWELL RISE	CHATHAM	CHATHAM	ME4 4GQ	£461,250	158	£2,919
28/02/2020	Terrace		1	GREENWELL RISE	CHATHAM	CHATHAM	ME4 4GQ	£465,000	158	£2,943
24/07/2020	Terrace		1	EARL KITCHENER VIEW	CHATHAM	CHATHAM	ME4 4GS	£470,000	163	£2,883
28/06/2019	Terrace		44	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£480,000	143	£3,357
01/08/2019	Terrace		41	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£485,000	143	£3,392
29/07/2019	Terrace		42	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£485,000	143	£3,392
26/07/2019	Terrace		35	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£495,000	157	£3,153
13/09/2019	Terrace		36	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£495,000	151	£3,278
14/08/2020	Terrace		6	EARL KITCHENER VIEW	CHATHAM	CHATHAM	ME4 4GS	£495,000	182	£2,720
06/09/2019	Terrace		29	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£500,000	143	£3,497
06/09/2019	Terrace		32	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£500,000	143	£3,497
27/03/2020	Terrace		5	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£500,000	167	£2,994
31/07/2020	Terrace		4	EARL KITCHENER VIEW	CHATHAM	CHATHAM	ME4 4GS	£500,000	182	£2,747
21/08/2020	Terrace		5	EARL KITCHENER VIEW	CHATHAM	CHATHAM	ME4 4GS	£500,000	182	£2,747
30/03/2020	Terrace		5	TIGRIS CRESCENT	ST MARYS ISLAND	CHATHAM	ME4 3AR	£510,000	167	£3,054
14/04/2020	Terrace		6	TIGRIS CRESCENT	ST MARYS ISLAND	CHATHAM	ME4 3AR	£510,000	167	£3,054
03/07/2020	Terrace		7	TIGRIS CRESCENT	ST MARYS ISLAND	CHATHAM	ME4 3AR	£510,000	167	£3,054
04/05/2020	Terrace		8	TIGRIS CRESCENT	ST MARYS ISLAND	CHATHAM	ME4 3AR	£515,000	167	£3,084
01/10/2019	Terrace		3	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£520,000	186	£2,796
27/11/2019	Terrace		1	AUGUSTUS WAY	ST MARYS ISLAND	CHATHAM	ME4 3AX	£525,000	186	£2,823
28/06/2019	Terrace		34	COMMON CREEK WHARF	ROCHESTER	ROCHESTER	ME1 1GE	£540,000	143	£3,776
23/08/2019	Terrace		40	RIPPLEWATERS	ST MARYS ISLAND	CHATHAM	ME4 3AY	£540,000	186	£2,903

Appendix 8 – Residential Newbuild Asking Prices

August 2019

Agent	Development	Address		Type	Beds	m2		Flat		House	
						Flat	House	Asking Price	£/m2	Asking Price	£/m2
Redrow	Temple Wharf	Roman Way	Rochester	Riverside Court B4	2	62		£264,995	£4,274		
				Grantham Mid	4		108			£374,995	£3,472
				Grantham End	4		108			£384,995	£3,565
Redrow	Heronden Grange	Brittania Road	High Halstow	Ludlow	3		88			£374,995	£4,261
				Oxford	3		133			£489,995	£3,684
				Oxford	4		133			£494,995	£3,722
				Leamington	3		126			£519,995	£4,127
				Henley	4					£639,995	
				Highgate	5		170			£639,995	£3,765
				Harrogate	4		135			£549,995	£4,074
				Highgate	5		170			£599,995	£3,529
Orbit	Orbit at Victory Pier	Marina Heights	Gillingham	Manhattan	1			£167,500			
					1			£187,500			
					2			£265,000			
					3			£350,000			
Homegroup	Kitchener Barracks	Brompton	Gillingham	Broughton	3		116			£390,000	£3,374
West Kent Housing Assoc	Acres Green	Walderslade	Chatham	7	3					£355,000	
				8	3					£325,000	
				9	3					£350,000	
				10	3					£390,000	
				13	2					£275,000	
				14	4					£470,000	
				15	4					£480,000	
				16	4					£450,000	
				17	4					£480,000	
				18	4					£450,000	
Currell	The Auditorium	Manor Road	Chatham		2	68		£195,000	£2,867		
Currell	Limeburners Drive	Halling	Rochester		2	66		£210,000	£3,184		
X1	Chatham Waters	Gillingham Gate Road	Gillingham		1	50		£190,000	£3,800		
					2	72		£210,000	£2,929		
					3	93		£330,000	£3,533		
Acorn New Homes	Beaulieu Park	Station Road	Rainham		?					£279,995	
					2			£200,000			
Countryside	Azure	St Mary's Island	Chatham	Marina A1	1	55		£220,000	£3,987		

				Marina Duplex B	2						
				Marina Duplex A	2			£307,500			
				Marina B2	2	75		£307,500	£4,096		
				Marina B1	2	77		£310,000	£4,001		
				Marina A2	1						
				Basin Mews A	2						
				Marina Mews B	3	97		£325,000	£3,360		
				Sandpiper	4		168			£500,000	£2,970
Countryside	Rochester Riverside	Corys Road	Rochester	Corys Crown	2	71		£300,000	£4,255		
				Corys Crown	1	51		£222,000	£4,329		
				Corys Crown	2	63		£280,000	£4,472		
Persimmon	Colonial Wharf	Chatham Quayside	Chatham	Greyfriars Corner x3	3		98			£379,950	£3,877
				Wolvesey x3	4		120			£395,950	£3,300
				Cavalier x6	2			£249,950			
Linden	Berengrave Gardens		Rainham	Elmslie x3	3		86			£369,950	£4,302
				Becket x2	3		100			£399,950	£4,008
				Mylne x2	4		112			£489,950	£4,375
				Pembroke	4		132			£529,950	£4,015
Mulberry Homes	Castle Reach	Upnor Road	Rochester	x12	3		156				
				Castle View House x7	1						
				Castle View House x9	2	71		£260,000	£3,688		
Bellway	Crown Fields	Street End Road	Chatham	Rose	1			£149,995			
				Cantlay	1			£159,995			
				Harding	2	70		£174,995	£2,500		
				Johnson	2			£174,995			
				Stenson	1	48		£183,995	£3,833		
				Vardon	3		90			£324,995	£3,611
				Morris x3	4		105			£340,000	£3,238
				Hagan x2	4		105			£355,995	£3,390
				Lehman	4		90			£370,000	£4,111
Bellway	Nightingale Rise	Hoo St Werburgh		Pipit	2		68			£289,995	£4,265
				Bunting	3		89			£334,995	£3,764
				Grebe	3		90			£339,995	£3,778
				Plover	3		90			£342,995	£3,811
				Curlew	4		101			£369,995	£3,663
				Guillemot	4		100			£372,995	£3,730
				Curlew	4		101			£379,995	£3,762
Esquire Developments	Appleyard Quarter	Stoke Road	Hoo	Laurel	3						
				Maple	3		85			£354,995	£4,176
				Chestnut	3		99			£359,995	£3,636

				Cherry	3		92			£334,995	£3,641
				Sycamore	4		118			£439,995	£3,729
				Mulberry	4		140			£494,995	£3,536
Abbey New Homes	Four Elms Place	Peninsula Way	Chattenden	Carmack	3		98			£325,000	£3,316
				Bromstone	4		115			£440,000	£3,826
				Fernwood	4		117			£450,000	£3,846
				Dendy	3		90			£355,000	£3,944
				Stewart	5		170			£570,000	£3,353
				Claremont	5		184			£580,000	£3,152
Abbey New Homes	Darland View	Pear Tree Lane	Hempstead	Blackthorne	5		200			£715,000	£3,575
				Clarence	4		165			£625,000	£3,788
				Dalton	4		165			£630,000	£3,818
				Claremont	5		184			£620,000	£3,370
				Maxwell	4		130			£565,000	£4,346
Taylor Wimpey	Church View	Stoke Road	Hoo	Huxford	4		107			£392,995	£3,675
				Kingdale	3		96			£368,500	£3,855
				Byford	3		91			£332,995	£3,669
				Canford	2		64			£279,995	£4,368
Ashberry Homes	Willow Fields	Bells Lane	Hoo St Werburgh	Nelson	3		90			£337,995	£3,739
				Bunsen	3		95			£364,995	£3,829
				Centurion	4		126			£485,995	£3,855
				Brace	3		87				
				Skipper	2		80				
Wards	Safety Bay	Warwick Crescent	Rochester	Warwick x2	4		205			£625,000	£3,044
Wards	Safety Bay	Warwick Crescent	Rochester	Medway x3	4		199			£615,000	£3,094
Wards	Safety Bay	Warwick Crescent	Rochester	Rochester x2	4		187			£560,000	£2,995

October 2021

Developer / Agent	**Development**	**Address**	**Address**	**House Type**	**No beds**	**Type**	**m2**	**Asking Price**	£/m2
Bellway Homes	Buckland Rise	Peters Village	Wouldham	Type 1	2	Flat	73.00	£245,995	£3,370
Bellway Homes	Crown Fields		Chatham	Vardon	3	Detached	90.00	£361,995	£4,022
				McIlroy	1	Flat	45.00	£175,995	£3,911
				Fleetwood	2	Flat	70.00	£205,995	£2,943
				Lowry	2	Flat	60.00	£208,995	£3,483
				Woods	2	S-Detached	70.00	£293,995	£4,200
				Braid	4	S-Detached	112.00	£399,995	£3,571
Bellway Homes	Kingfisher Green		Rainham						
Bellway Homes	Nightingale Rise	Hoo St Werburgh		Grebe	3	Detached	90.00	£385,995	£4,289
				Lapwing	3	Detached	90.00	£395,995	£4,400
				Cormorant	4	Detached	123.00	£499,995	£4,065

				Pipit	2	S-Detached	68.00	£295,995	£4,353
				Goldcrest	3	S-Detached	90.00	£364,995	£4,056
				Grebe	3	S-Detached	90.00	£372,995	£4,144
				Bunting	3	S-Detached	90.00	£374,995	£4,167
Berkeley Homes	Holborough Lakes	Walters Close	Snodland	x2	2	Flat	55.00	£290,000	£5,273
Bovis	Osprey Rise	Peters Village	Wouldham	Chestnut	4	Detached	115.00	£499,995	£4,348
			Wouldham	Aspen	4	Detached	130.00	£494,995	£3,808
			Wouldham	Cypress x2	3	Detached	105.00	£429,995	£4,095
			Wouldham	Florence x2		Flat		£239,995	
			Wouldham	Hawthorn x3	2	S-Detached	62.00	£339,995	£5,484
Cooke & Co		Poplar Road	Rochester	x 5	4	Terraced		£375,000	
Countryside	Rochester Riverside	Corys Road	Rochester	Anchor House	2	Flat	72.28	£312,500	£4,324
			Rochester	Headland House	1	Flat	49.89	£250,000	£5,011
			Rochester	Anchor House	1	Flat	50.17	£235,000	£4,684
			Rochester	Anchor House	2	Flat	72.28	£307,500	£4,254
			Rochester	Headland House	2	Flat	64.57	£325,000	£5,033
			Rochester	Anchor House	2	Flat	70.33	£285,000	£4,052
Countryside	The Docks at Azure	Augustus Way	St Mary's Island	Maritime Mews	2	Flat	80.92	£325,000	£4,016
			St Mary's Island	Maritime Mews	1	Flat	51.65	£235,000	£4,549
			St Mary's Island	Maritime Mews	2	Flat	133.04	£360,000	£2,706
			St Mary's Island	Maritime Mews	1	Flat	59.83	£240,000	£4,011
			St Mary's Island	Lark	3	Terraced	147.72	£485,000	£3,283
			St Mary's Island	Sandpiper	4	Terraced	168.34	£575,000	£3,416
Esquire Developments	Riverbourne	Chattenden	Rochester						
JAGS Property	Cobden Terrace		Rochester	x8	3	Terraced		£410,000	
JLL	Garrison Point	Whiffens Avenue	Chatham		1	Flat	50.17	£185,000	£3,688
			Chatham		2	Flat	71.72	£298,000	£4,155
			Chatham		2	Flat	69.96	£279,000	£3,988
			Chatham		1	Flat	50.45	£202,000	£4,004
Linden Homes	Berengrave Gardens		Rainham	Fletcher	5	Detached	154.00	£619,000	£4,019
			Rainham	Elmslie x3	3	S-Detached	86.00	£399,000	£4,640
			Rainham	Mylne	4	S-Detached	112.00	£499,000	£4,455
			Rainham	Elmslie	3	S-Detached	86.00	£419,000	£4,872
Moxy		Napier Road	Gillingham	x4	3	S-Detached	116.50	£370,000	£3,176
Orbit	Victory Pier	Marina Heights	Gillingham	Charter Quay x3	2	Flat	74.08	£300,000	£4,050
			Gillingham	The Portway x5	2	Flat	64.94	£272,000	£4,189
Persimmon	Colonial Wharf	Chatham Quayside	Chatham	Victory House x3	1	Flat	50.00	£200,000	£4,000
			Chatham	Victory House x 5	2	Flat	77.00	£250,000	£3,247
			Chatham	Victory House x1	2	Flat	70.00	£258,000	£3,686
			Chatham	Greyfriars	3	Terraced	92.00	£425,000	£4,620
			Chatham	Longford	4	Terraced	131.00	£450,000	£3,435
			Chatham	Longford	4	Terraced	131.00	£455,000	£3,473
Persimmon Homes	Otterham Park	Otterham Quay Lane	Rainham	Chedworth x2	4	Detached	100.00	£472,450	£4,725
			Rainham	Linton x3	3	S-Detached	85.00	£394,950	£4,646
			Rainham	Singleton x2	2	Terraced	81.00	£325,000	£4,012
Redrow Homes	Manor Court		Rainham	Oxford	4	Detached	133.00	£539,995	£4,060
			Rainham	Stratford	4	Detached	115.00	£484,995	£4,217

			Rainham	Marlow	4	Detached	126.00	£504,995	£4,008
			Rainham	Cambridge	4	Detached	126.00	£569,995	£4,524
			Rainham	Letchworth	3	S-Detached	92.00	£399,995	£4,348
	Oakleigh Fields	Cliffe Woods	Rochester						
	Temple Wharf		Rochester						
	Temple Woods	Strood	Rochester						
Sage Housing	Otterham Park	Otterham Quay Lane	Rainham	x2	3	Terraced	86.54	£370,000	£4,275
Taylor Wimpey	Church View	Hoo St Werburgh	Rochester	Trusdale	4	Detached	113.90	£450,995	£3,960
			Rochester	Manford	4	Detached	127.09	£479,250	£3,771
			Rochester	Byford x2	3	S-Detached	89.00	£357,500	£4,017
X1	X1 Chatham Waters		Chatham		1	Flat	58.60	£220,000	£3,754
			Chatham		2	Flat	83.20	£275,000	£3,305
			Chatham		3	Flat	108.00	£367,000	£3,398

Appendix 9 – Student Housing

2019

Agent	Halls	Address	Address	Postcode	Number beds	Cluster?	Room type	Self Catering	Inclusive	Contract length months	Contract length (weeks)	£ per week	£ per month
Libert Living	Liberty Quays	Blake Avenue	Medway	ME7 1FL	992)	y	classic ensuite	y	y		39	£154	
					)	y	classic ensuite	y	y		51	£148	
					)	y	classic ensuite	y	y		42	£152	
					114)	n	premium studio	y	y		51	£183	
					)	n	premium studio	y	y		42	£195	
					)	n	classic studio	y	y		51	£167	
					)	n	classic studio	y	y		42	£172	
Student Tenant		Saunders St	Gillingham	ME7 1HY	4	n	house	y	y	11			£425
Student Tenant		St Bartholomews Terrace	Rochester	ME1 1BX	3	n	house	y	y	12			£330
Student Tenant		Balfour Road	Chatham	ME4 6QT	4	n	house	y	n	12			£325
Student Tenant		Cressy Court	Chatham	ME4 6TW	4	n	house	y	y	11			£455
Student Tenant		Mill Road	Gillingham	ME7 1HW	4	n	house	y	y	10			£365
Student Tenant		Castle Avenue	Rochester	ME1 2DU	3	n	house	y	y	12			£460
Student Tenant		Corporation Road	Gillingham	ME7 1RG	4	n	house	y	y	10 to 36			£340
Student Tenant		Milner Road	Gillingham	ME7 1RB	4	n	house	y	y	10			£420
Student Tenant		Milner Road	Gillingham	ME7 1RB	4	n	house	y	y	10			£350
Student Tenant		Pagitt St	Chatham	ME4 6RF	6	n	house	y	y	12			£455
Student Tenant		Castle Avenue	Chatham	ME1 2DU	4	n	house	y	n	12			£338
Student Tenant		Maidstone Road	Rochester	ME1 1RR	4	n	house	y	n	10			£270

2021

Owned by	University	Building	Address	Postcode	Number of Bedrooms	Cluster or Studio		Cluster size	Contract length	Weekly £	Total £
Unite Students	Kent	Pier Quays (was Liberty Quays)	Medway	ME7 1FL	1016 in total	cluster	12m2	5 - 8 per flat	39	£130	£5,070
						cluster			51	£124	£6,324
						studio x12	15m2		51	£177	£9,027
						studio x13			39	£185	£7,215
						Premium Studio x12	15m2		51	£177	£9,027
						Premium Studio x13			39	£185	£7,215
						Classic assessible studio x11	15m2		51	£161	£8,211
						Classic assessible studio x12			39	£166	£6,474

Appendix 10 - CoStar Non-Residential Data

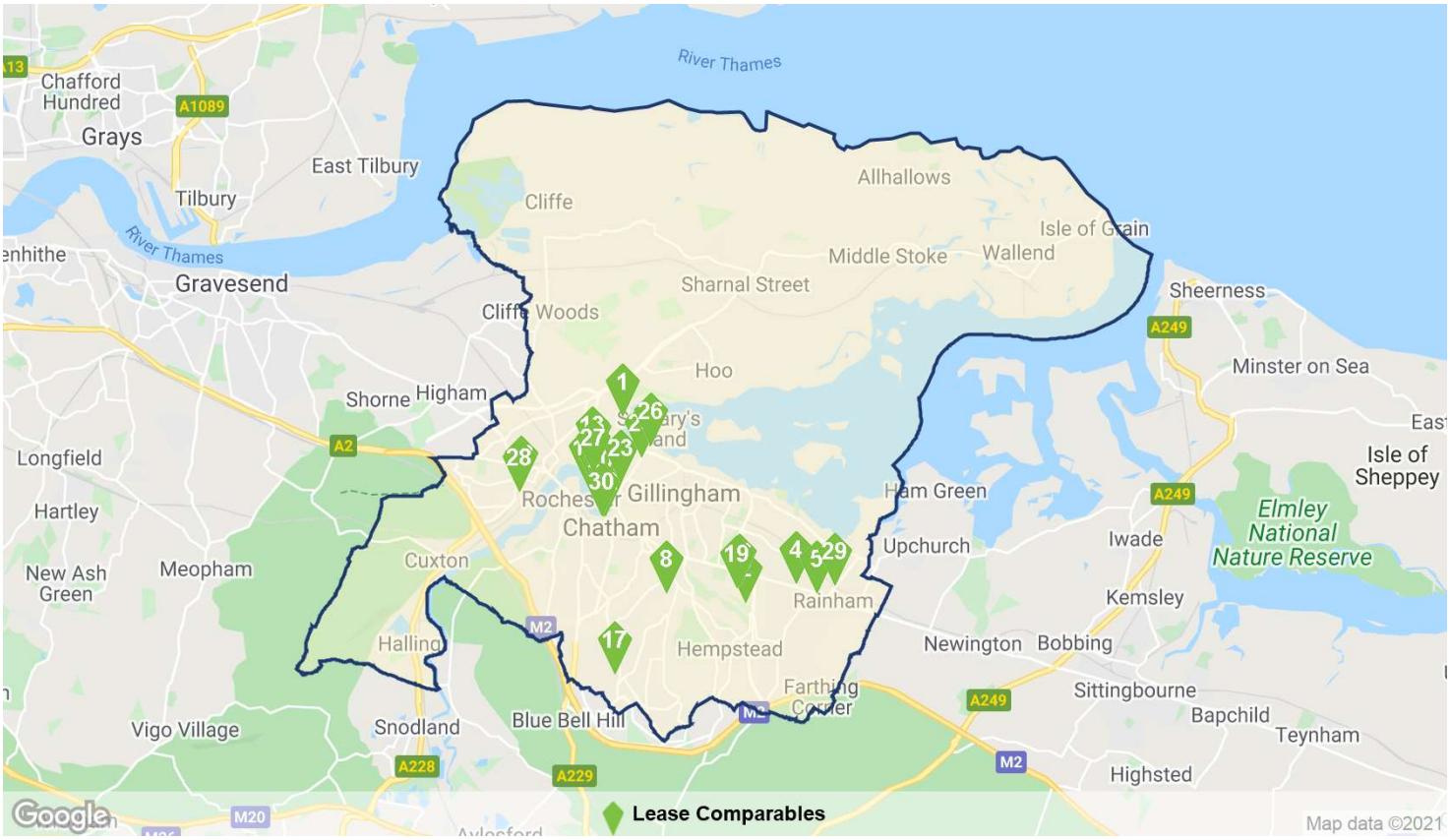
The pages in this appendix are not numbered.

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
40	£12.35	£12.29	11

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£7.55	£12.35	£13.25	£29.00
Achieved Rent Per SF	23	£7.78	£12.29	£12.36	£17.89
Net Effective Rent Per SF	7	£8.90	£11.86	£10.82	£17.89
Asking Rent Discount	23	-14.8%	3.3%	0.0%	39.0%
TI Allowance	-	-	-	-	-
Rent Free Months	1	2	2	2	2

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	38	1	11	9	62
Deal Size	40	241	1,803	1,232	7,334
Lease Deal in Months	19	12.0	66.0	60.0	180.0
Floor Number	40	GRND	GRND	GRND	7

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	**Magazine B** Upnor Rd	★★☆☆☆	1,099	GRND	10/4/2021	New	£14.55	Starting
2	**Courtyard** Campus Way	★★☆☆☆	1,533	GRND	9/24/2021	New	£13.54	Starting
1	**Magazine B** Upnor Rd	★★☆☆☆	1,087	GRND	9/21/2021	New	£14.95	Starting
3	**Cliffe House** Anthonys Way	★★☆☆☆	241	GRND	9/16/2021	New	£29.00	Asking
4	**2 Bloors Ln**	★★☆☆☆	924	GRND,1	9/14/2021	New	£7.93	Starting
5	**29-31 High St**	★★★☆☆	2,157	GRND,1	1/26/2021	New	£13.90	Asking
6	**Sir Thomas Longley Rd**	★★★☆☆	6,540	GRND,1	1/14/2021	New	£7.55	Asking
7	**Beaufort House** Sir Thomas Longley Rd	★★☆☆☆	1,109	2nd	1/6/2021	New	£9.91	Starting
8	**Park House** 94 Hopewell Dr	★★★☆☆	1,285	1st	12/2/2020	New	£7.78	Starting
9	**Riverside Estate** Sir Thomas Longley Rd	★★☆☆☆	1,652	GRND	12/2/2020	New	£8.72	Asking
10	**6-8 Chestnut Ave**	★★☆☆☆	620	1st	11/13/2020	New	£20.96	Asking
11	**77 High St**	★★☆☆☆	1,512	1-2	10/26/2020	New	£11.90	Starting
9	**Riverside Estate** Sir Thomas Longley Rd	★★☆☆☆	1,258	GRND,1	10/22/2020	New	£7.95	Asking
1	**Magazine B** Upnor Rd	★★☆☆☆	1,119	GRND	10/6/2020	New	£14.30	Asking
12	**Knight Rd**	★★☆☆☆	2,056	GRND,1	7/29/2020	New	£9.48	Starting
13	**Spectrum Business Centre** A9-A10 Meddway City Ce…	★★★☆☆	2,129	GRND,1	7/2/2020	New	£8.92	Asking
14	**Gamma House** Culpeper Close	★★★☆☆	904	GRND	7/1/2020	New	£12.17	Asking
9	**Riverside Estate** Sir Thomas Longley Rd	★★☆☆☆	569	GRND	6/19/2020	New	£8.72	Asking
15	**Alpha House** Culpeper Close	★★★☆☆	1,632	GRND	1/20/2020	New	£11.95	Starting
16	**Sabre Ct**	★★☆☆☆	1,374	GRND	12/23/2019	New	£9.81	Effective
17	**6 Chestnut Ave**	★★☆☆☆	408	GRND	12/11/2019	New	£17.89	Starting

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Lease Comps Summary

Lease Comps Report

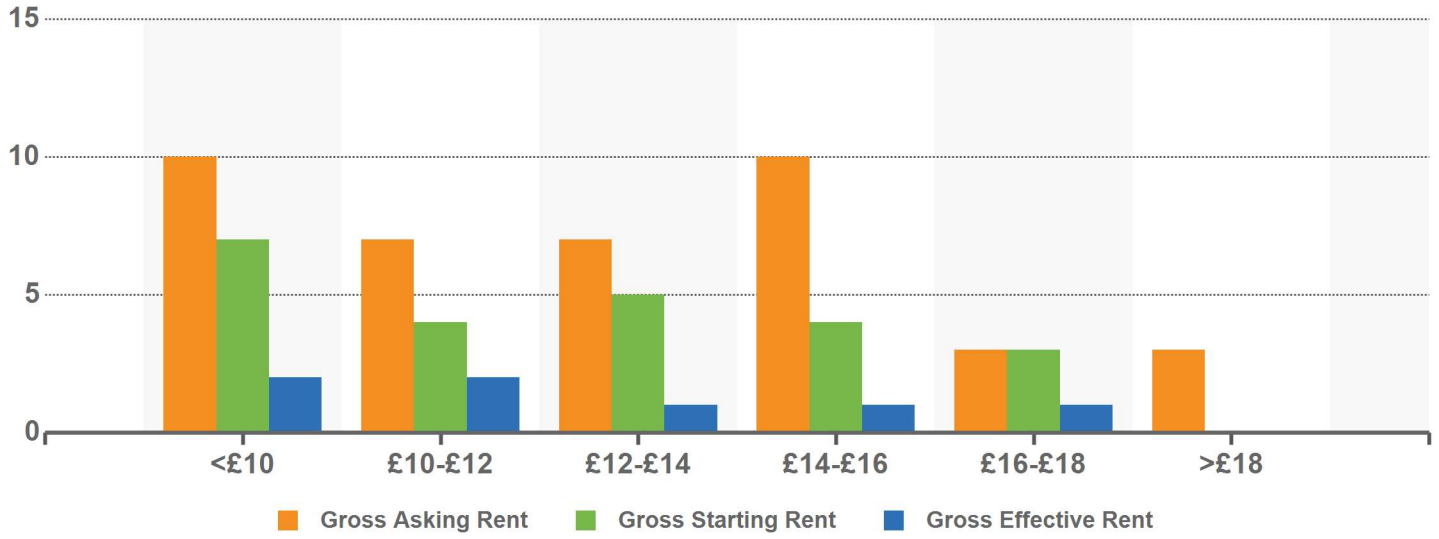
Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
18 **Sir Thomas Longley Road**	★★☆☆☆	1,981	GRND,1	11/12/2019	New	£9.00	Asking
19 **Valentine Close**	★★☆☆☆	1,069	GRND	11/4/2019	New	£8.90	Effective
1 **Magazine B** 10 Upnor Rd	★★☆☆☆	1,304	GRND	10/7/2019	New	£14.04	Asking
20 **Ashford House** Beaufort Ct	★★★☆☆	821	GRND	9/26/2019	New	£12.00	Asking
21 **83 High St**	★★☆☆☆	1,819	GRND,1	8/13/2019	New	£12.36	Starting
22 **85 High St**	★★★☆☆	1,826	GRND	7/29/2019	New	£13.69	Effective
23 **The Guard House** Church Ln	★★☆☆☆	1,000	GRND	6/17/2019	New	£16.00	Effective
24 **Compass Centre North** Chatham Maritime	★★★☆☆	4,088	GRND,1	5/16/2019	New	£14.00	Starting
24 **Compass Centre North** Chatham Maritime	★★★☆☆	7,334	GRND,1	5/10/2019	New	£15.00	Starting
25 **Compass Centre North** Chatham Maritime	★★★☆☆	7,334	GRND,1	5/10/2019	New	£15.00	Asking
1 **Magazine B** 8-9 Upnor Rd	★★☆☆☆	2,421	GRND	5/1/2019	New	£10.82	Effective
26 **Victory House** Quayside	★★★☆☆	1,206	GRND	4/11/2019	New	£17.50	Starting
27 **Centre Court** Sir Thomas Longley Rd	★★★☆☆	320	GRND	3/15/2019	New	£12.50	Starting
28 **Kight Rd**	★★★☆☆	520	GRND	2/27/2019	New	£13.50	Asking
29 **127 Station Rd**	★★★☆☆	762	GRND	1/7/2019	New	£15.74	Asking
28 **Knight Rd**	★★★☆☆	415	GRND	1/1/2019	New	£23.00	Asking
30 **Anchorage House** 45-47 High	★★★☆☆	5,220	7th	12/21/2018	New	£8.50	Starting
17 **6 Chestnut Ave**	★★☆☆☆	408	GRND	12/18/2018	New	£17.89	Effective
19 **Valentine Close**	★★☆☆☆	1,088	GRND	12/17/2018	New	£10.57	Effective

Rents

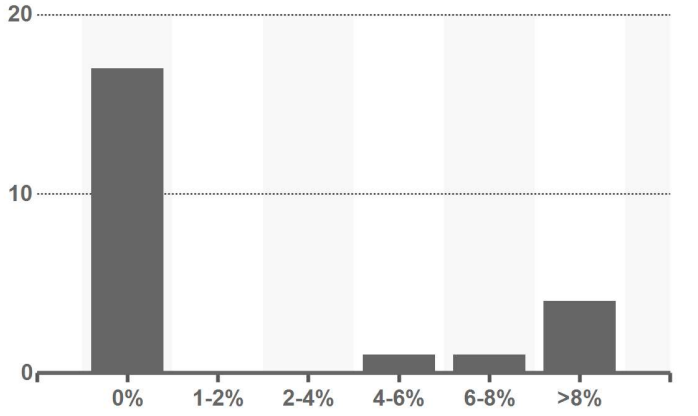
Lease Comps Report

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£12.35	£12.29	£11.86	2.0

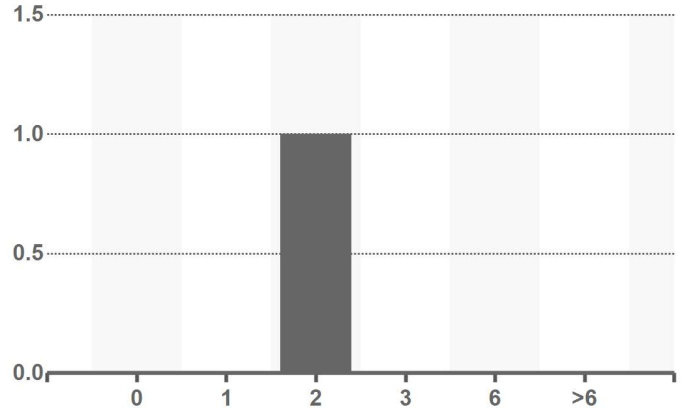
DEALS BY GROSS ASKING, GROSS STARTING, AND GROSS EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Office					
Price					
For Sale & UC/Pending	£145,000	£145,000	£145,000	£145,000	1
Sold Transactions	£55,000	£690,833	£232,500	£4,900,000	12
NIA					
For Sale & UC/Pending	1,228 SF	1,228 SF	1,228 SF	1,228 SF	1
Sold Transactions	1,000 SF	5,958 SF	1,981 SF	56,181 SF	15
Price per SF					
For Sale & UC/Pending	£118.08	£118.08	£118.08	£118.08	1
Sold Transactions	£55.00	£100.48	£93.38	£669.22	12
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	249	249	249	249	1
Sold Transactions	94	368	504	533	7
Sale Price to Asking Price Ratio					
Sold Transactions	88.00%	89.06%	88.66%	90.91%	4
Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£73,750	£95,375	£95,375	£117,000	2
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	428 SF	662 SF	723 SF	776 SF	4
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£161.83	£165.73	£167.07	£172.31	2
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	68	317	208	784	4
Sale Price to Asking Price Ratio					
Sold Transactions	80.69%	88.21%	88.21%	95.73%	2

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17/10/2021

Quick Stats Report

	Low	Average	Median	High	Count
Totals					
For Sale & UC/Pending	Asking Price Total:	£145,000		Total For Sale Transactions:	1
Sold Transactions	Total Sales Volume:	£8,480,750		Total Sales Transactions:	19
	Total Included in Analysis:	£8,625,750		Total Included in Analysis:	20

Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 17/10/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Medway (Kent)

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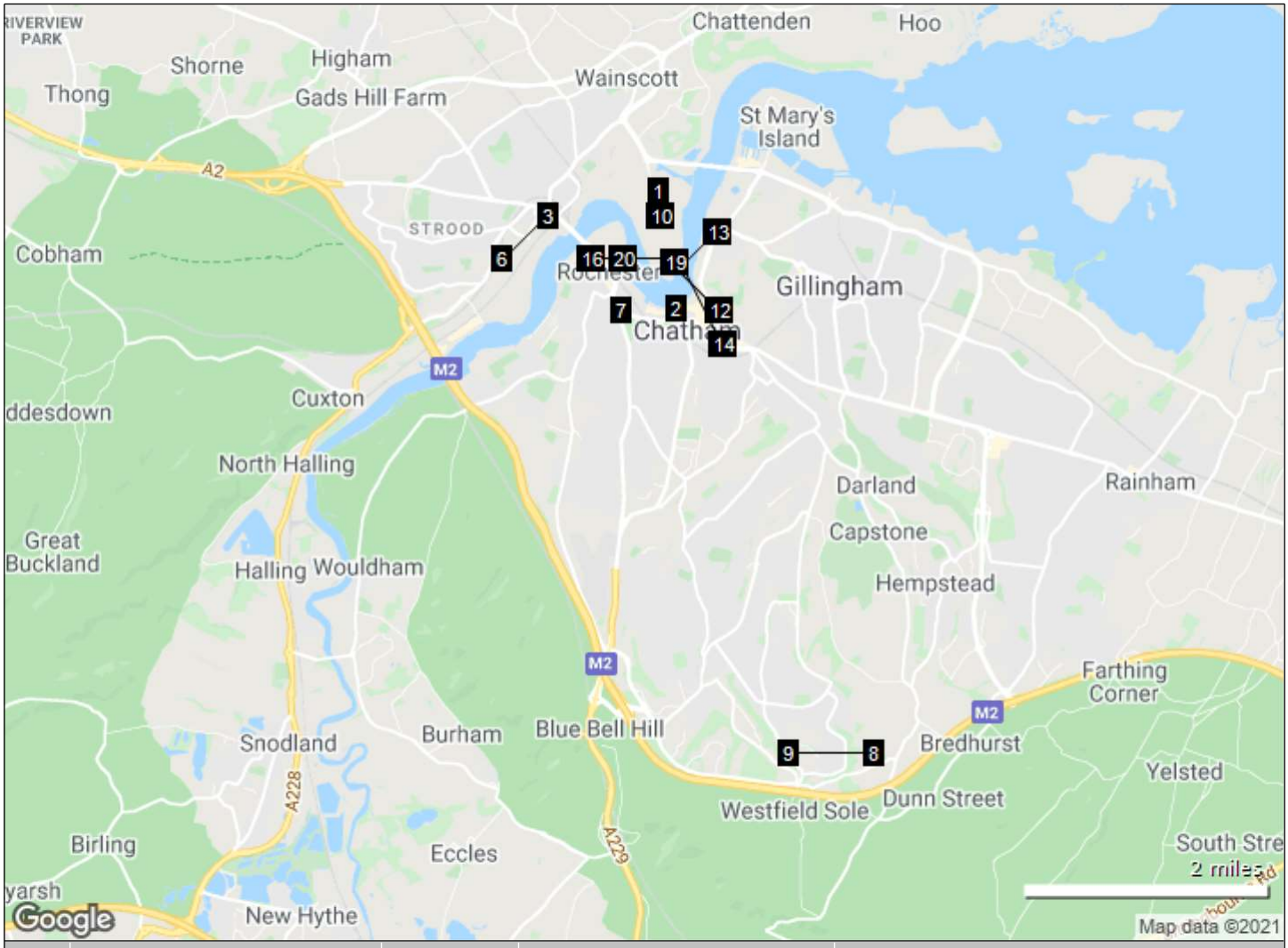
17/10/2021



	Address	City	Property Info	Sale Info
1	Anthonys Way	Rochester	1,228 SF Office	Pending: w/Asking Price of £145,000 (£118.08/SF)
2	Anchorage House, 45-47 High St	Chatham	56,181 SF Office/Office Building	Sold: £4,900,000 (£87.22/SF)
3	Knight Rd	Rochester	428 SF Industrial/Service	Sold: £73,750 (£172.31/SF)
4	Knight Rd	Rochester	776 SF Industrial/Service	Sold: -
5	Knight Rd	Rochester	723 SF Industrial/Service	Sold: £117,000 (£161.83/SF)
6	Knight Rd	Rochester	723 SF Industrial/Service	Sold: -
7	New Court, 1 New Rd	Rochester	1,569 SF Office	Sold: £1,050,000 (£669.22/SF)
8	Revenge Rd	Chatham	3,530 SF Office	Sold: £450,000 (£127.48/SF)
9	Revenge Rd	Chatham	5,834 SF Office	Sold: £450,000 (£77.13/SF)
10	Limen House, Sir Thomas Longley Rd	Rochester	3,014 SF Office	Sold: -
11	Sir Thomas Longley Rd, 1st Floor (Part of Multi-Unit Sale)	Rochester	1,946 SF Office	Sold: -
12	Sir Thomas Longley Rd, Ground (Part of Multi-Unit Sale)	Rochester	1,912 SF Office	Sold: -
13	Sir Thomas Longley Rd	Rochester	3,873 SF Office	Sold: £375,000 (£96.82/SF)
14	Sir Thomas Longley Rd	Rochester	2,590 SF Office	Sold: £245,000 (£94.59/SF)

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15	Christchurch House, Sir Thomas Longley Rd	Rochester	1,130 SF Office	Sold: £95,000 (£84.07/SF)
16	Christchurch House, Sir Thomas Longley Rd	Rochester	1,000 SF Office	Sold: £55,000 (£55/SF)
17	Ashford House, Sir Thomas Longley Rd	Rochester	1,302 SF Office	Sold: £120,000 (£92.17/SF)
18	Ashford House, Sir Thomas Longley Rd	Rochester	1,200 SF Office	Sold: £127,500 (£106.25/SF)
19	Ashford House, Sir Thomas Longley Rd	Rochester	2,314 SF Office	Sold: £202,500 (£87.51/SF)
20	Sir Thomas Longley Rd	Rochester	1,981 SF Office	Sold: £220,000 (£111.06/SF)

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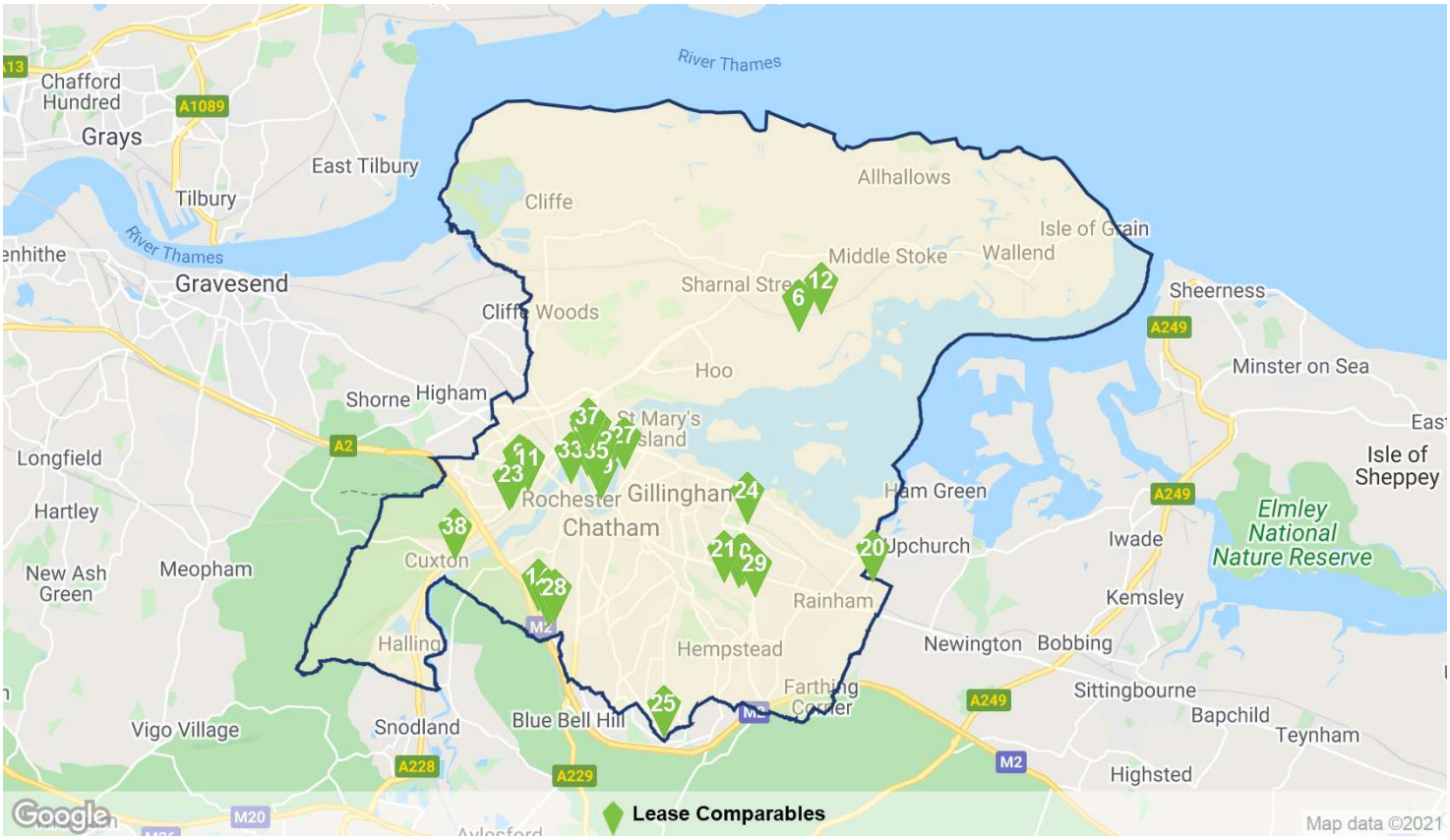
Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
88	£8.50	£7.69	11

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	71	£3.47	£8.50	£10.27	£19.19
Achieved Rent Per SF	57	£2.95	£7.69	£10.00	£19.19
Net Effective Rent Per SF	27	£2.95	£7.21	£9.60	£13.20
Asking Rent Discount	47	-21.4%	1.4%	0.0%	20.0%
TI Allowance	-	-	-	-	-
Rent Free Months	9	0	4	3	8

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	76	1	11	7	50
Deal Size	88	240	9,016	2,756	150,000
Lease Deal in Months	63	12.0	90.0	72.0	300.0
Floor Number	88	GRND	GRND	GRND	MEZZ

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	Neptune Close	★★★☆☆	2,095	GRND	9/24/2021	New	£0.00	Effective
1	Neptune Close	★★★☆☆	240	1st	9/24/2021	New	£0.00	Effective
2	Maidstone Rd	★★★☆☆	1,657	GRND,1	8/27/2021	New	£12.67	Starting
2	Maidstone Rd	★★★☆☆	2,026	GRND	8/21/2021	New	£12.77	Starting
3	5-6 Saracen Close	★★★☆☆	13,721	GRND	8/5/2021	New	£10.05	Starting
4	Valentine Close	★★★☆☆	651	GRND	6/29/2021	New	£11.87	Effective
5	Saxon Pl	★★★☆☆	5,994	GRND,1	6/22/2021	New	£10.51	Starting
6	17B Kingsnorth Industri...	★★★☆☆	4,003	GRND	6/18/2021	New	£6.87	Asking
7	Culpeper Close	★★★☆☆	1,035	GRND,1	5/11/2021	New	£10.39	Starting
8	Knight Rd	★★★☆☆	24,205	GRND,...	5/7/2021	New	£5.44	Asking
9	Knight Rd	★★★☆☆	18,427	GRND,...	4/23/2021	New	-	-
10	Sabre Ct	★★☆☆☆	1,522	GRND	4/1/2021	New	£10.50	Asking
11	Drainage Centre Knight Rd	★★☆☆☆	2,411	GRND	3/31/2021	New	£12.44	Asking
12	Stoke Rd	★★★★☆	50,094	GRND	3/10/2021	New	£2.95	Effective
13	Sir Thomas Longley Rd	★★★☆☆	1,617	GRND	3/1/2021	New	£10.51	Starting
13	Sir Thomas Longley Rd	★★★☆☆	3,050	GRND	2/24/2021	New	£8.50	Starting
14	M2M Park Maidtone Rd	★★★☆☆	4,400	GRND,...	2/22/2021	New	£11.00	Asking
15	691 Maidstone Rd	★★☆☆☆	12,926	GRND	2/22/2021	New	£10.00	Starting
16	Former Builders Mercha... George Summers Close	★★★☆☆	12,375	GRND,...	2/19/2021	New	£9.70	Starting
17	Trident Close	★★★☆☆	1,014	GRND	2/19/2021	New	£13.75	Starting
18	Trident Close	★★★☆☆	5,016	GRND,1	2/12/2021	New	£5.88	Asking

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19	Sir Thomas Longley Rd	★★☆☆☆	1,308	GRND	1/26/2021	New	£10.03	Asking
20	Canterbury Ln	★★★☆☆	2,920	GRND	1/14/2021	New	£9.78	Asking
20	Canterbury Ln	★★★☆☆	2,297	GRND	1/14/2021	New	£9.36	Asking
21	Wozair Ltd 29-32 Grosvenor Rd	★★☆☆☆	86,127	1st	12/14/2020	-	-	-
22	Lakeside Neptune Close	★★★☆☆	2,751	GRND,1	11/24/2020	New	£12.54	Starting
23	Saxon Pl	★★★☆☆	11,383	GRND	11/10/2020	New	£10.00	Starting
20	Canterbury Ln	★★★☆☆	2,329	GRND	10/29/2020	New	£9.62	Effective
24	MBS House Bredgar Rd	★★☆☆☆	43,120	GRND	10/5/2020	New	£6.50	Starting
25	The Enterprise Centre Revenge Rd	★★★☆☆	1,747	GRND,...	9/11/2020	New	£7.15	Starting
26	Anthony's Way	★★☆☆☆	958	GRND,1	7/14/2020	New	£10.39	Starting
27	Chatham Historic Docky... The Smithery	★★★☆☆	1,100	GRND	6/25/2020	New	£10.91	Asking
28	Laker Rd	★★★☆☆	3,441	GRND,1	6/19/2020	New	£9.59	Asking
29	1-6 Courteney Rd	★★☆☆☆	500	1st	6/10/2020	New	-	-
30	Enterprise Close	★★☆☆☆	4,367	GRND,1	6/3/2020	New	£10.15	Starting
17	Trident Close	★★★☆☆	2,018	GRND	6/2/2020	New	£12.39	Effective
31	Clipper Close	★★★☆☆	2,737	GRND,1	6/1/2020	New	£9.50	Starting
29	1-2 Courteney Rd	★★☆☆☆	22,796	GRND	6/1/2020	New	£8.00	Asking
32	Medway City Estate Neptune Close	★★★☆☆	1,890	GRND	5/1/2020	New	£13.23	Asking
33	Gas House Rd	★★★☆☆	1,551	GRND	4/5/2020	New	£8.38	Effective
34	Enterprise Close	★★☆☆☆	1,214	GRND	3/18/2020	New	£12.14	Effective
35	Neptune Close	★★★☆☆	1,831	GRND	3/2/2020	New	£12.00	Starting

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Lease Comps Summary

Lease Comps Report

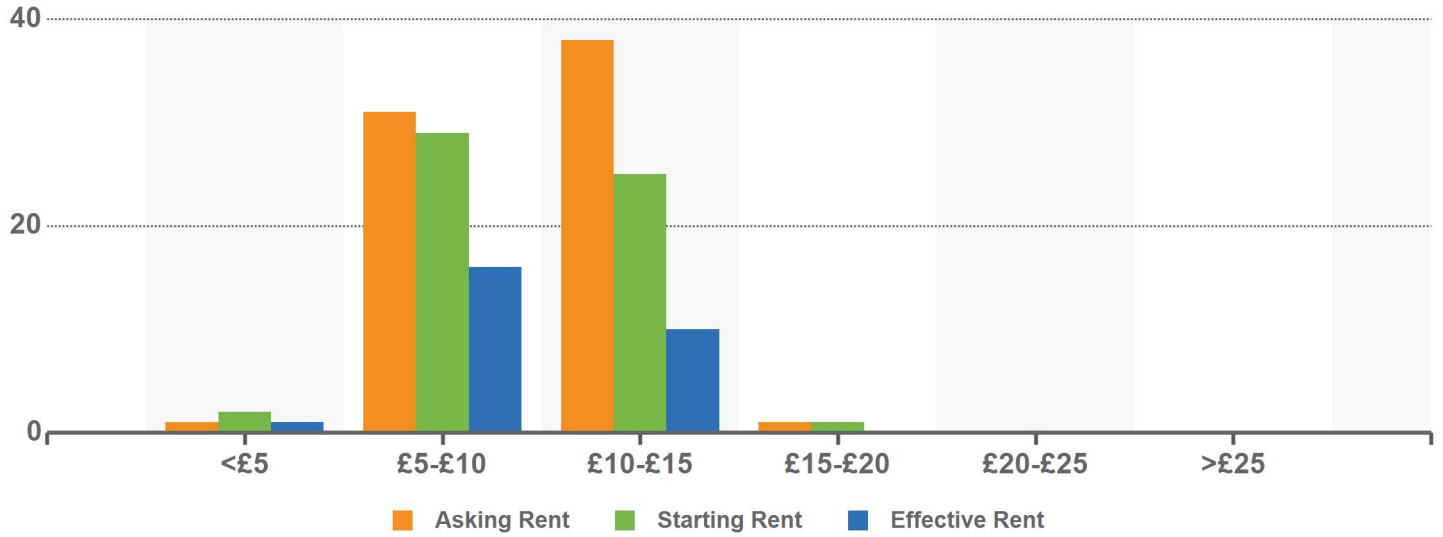
Property Name - Address		Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
36	Enterprise Close	★★☆☆☆	2,669	GRND,1	3/1/2020	New	£12.14	Starting
30	Enterprise Close	★★☆☆☆	1,290	GRND	2/7/2020	New	£9.10	Starting
30	Enterprise Close	★★☆☆☆	357	1st	2/7/2020	New	£9.10	Starting
30	Enterprise Close	★★☆☆☆	295	MEZZ	2/7/2020	New	£9.10	Starting
37	Enterprise Close	★★☆☆☆	2,313	GRND,1	2/6/2020	New	£9.94	Starting
10	Sabre Ct	★★☆☆☆	1,516	GRND	2/4/2020	New	£9.67	Effective
38	Unit C Station Rd	★★☆☆☆	10,090	GRND,...	2/1/2020	New	£3.47	Starting
14	M2M Park Maidstone Rd	★★★☆☆	2,500	GRND,...	1/24/2020	New	£13.20	Effective

Rents

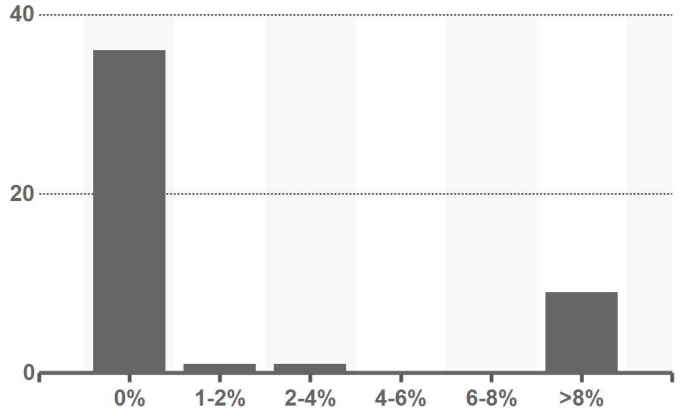
Lease Comps Report

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£8.50	£7.69	£7.21	3.6

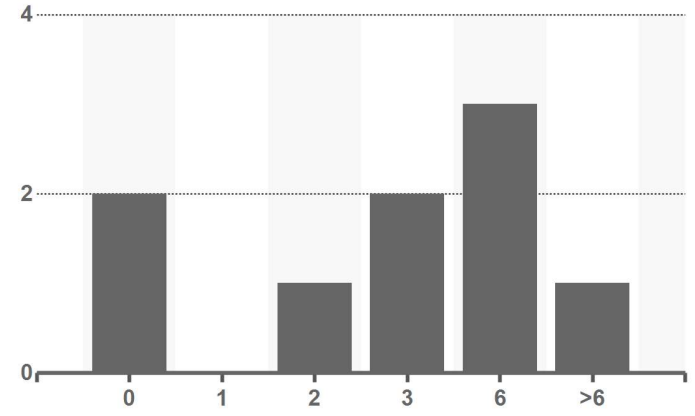
DEALS BY ASKING, STARTING AND EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Office					
Sale Price	£95,000	£95,000	£95,000	£95,000	1
NIA	484 SF	484 SF	484 SF	484 SF	1
Price per SF	£196.28	£196.28	£196.28	£196.28	1
Net Initial Yield	-	-	-	-	-
Days on Market	302	302	302	302	1
Sale Price to Asking Price Ratio	96.45%	96.45%	96.45%	96.45%	1
Light Industrial					
Sale Price	£127,500	£136,250	£136,250	£145,000	2
NIA	955 SF	992 SF	992 SF	1,029 SF	2
Price per SF	£133.51	£137.35	£137.21	£140.91	2
Net Initial Yield	-	-	-	-	-
Days on Market	6	187	187	368	2
Sale Price to Asking Price Ratio	98.08%	99.04%	99.04%	100.00%	2
Industrial					
Sale Price	£145,000	£3,576,377	£697,500	£26,200,000	28
NIA	776 SF	35,357 SF	6,588 SF	375,000 SF	34
Price per SF	£19.18	£124.23	£135.12	£210.92	28
Net Initial Yield	4.25%	5.50%	5.50%	6.75%	2
Days on Market	45	415	372	897	22
Sale Price to Asking Price Ratio	86.02%	104.96%	98.98%	142.11%	16

Totals

Sold Transactions	Total Sales Volume:	£100,506,068	Total Sales Transactions:	37

Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 17/10/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Medway (Kent)

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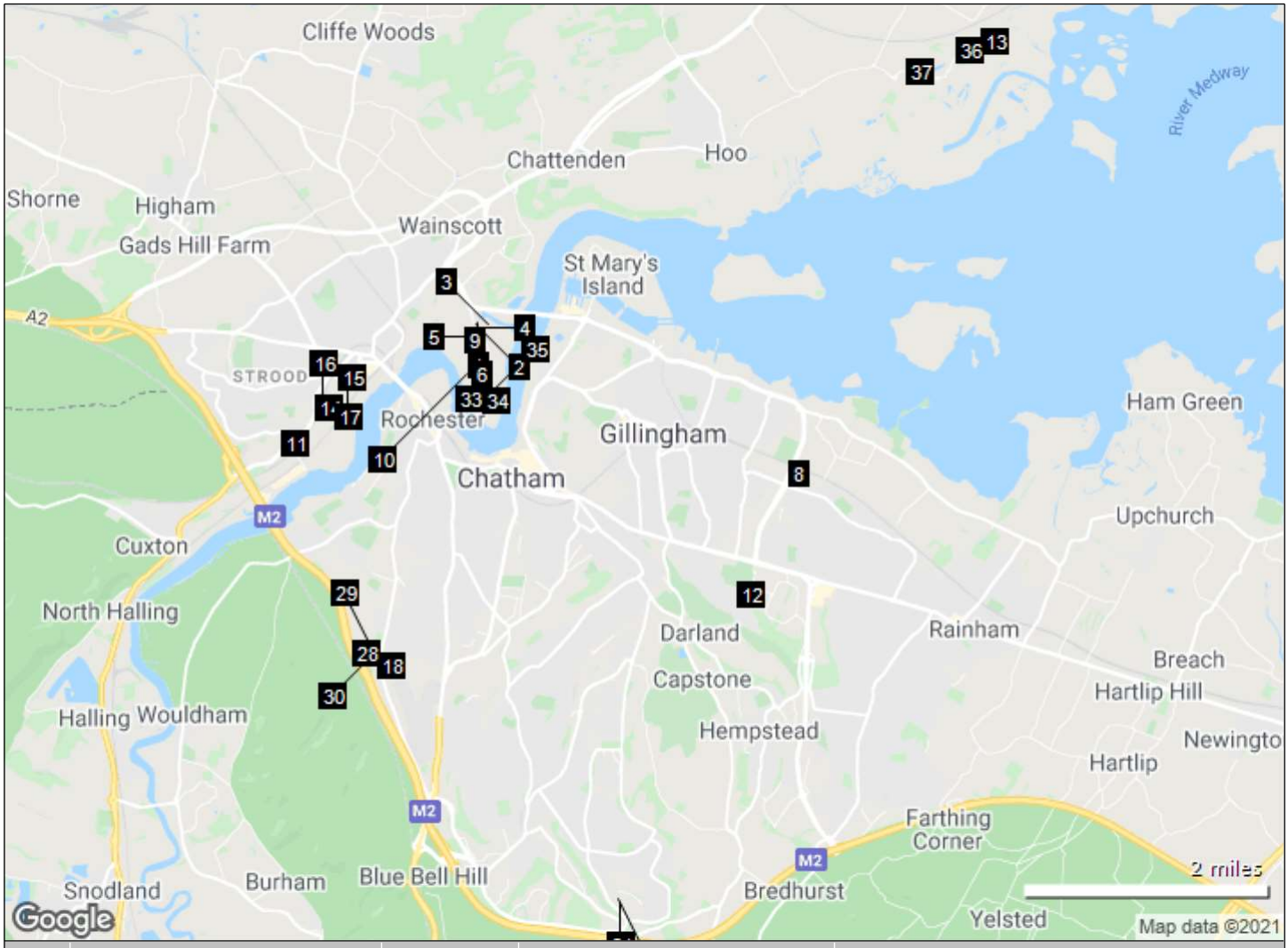
17/10/2021



	Address	City	Property Info	Sale Info
1	M2 City Link, Anthony Way (Part of Multi-Property Sale)	Rochester	16,580 SF Industrial/Distribution	Sold: £2,373,217 (£143.14/SF)
2	M2 City Link, Anthony Way (Part of Multi-Property Sale)	Rochester	13,870 SF Industrial/Distribution	Sold: £2,070,717 (£149.29/SF)
3	M2 City Link, Anthonys Way (Part of Multi-Property Sale)	Rochester	72,260 SF Industrial/Distribution	Sold: £15,241,209 (£210.92/SF)
4	M2 City Link, Anthonys Way (Part of Multi-Property Sale)	Rochester	30,000 SF Industrial/Distribution	Sold: £4,214,857 (£140.50/SF)
5	Anthony's Way	Rochester	955 SF Flex/Light Manufacturing	Sold: £127,500 (£133.51/SF)
6	New Marlborough House, Arnolde Clos	Rochester	8,729 SF Industrial/Service	Sold: £1,150,000 (£131.74/SF)
7	Badger Rd (Part of Portfolio)	Chatham	162,953 SF Industrial/Warehouse	Sold: £16,053,918 (£98.52/SF)
8	MBS House, Bredgar Rd	Gillingham	46,481 SF Industrial/Warehouse	Sold: £3,000,000 (£64.54/SF)
9	Chaucer Clos	Rochester	24,508 SF Industrial/Warehouse	Sold: £470,000 (£19.18/SF)
10	D10 Culpeper	Rochester	1,029 SF Flex/Light Manufacturing	Sold: £145,000 (£140.91/SF)
11	6-7 Cuxton Rd	Rochester	7,719 SF Industrial/Warehouse	Sold: £720,000 (£93.28/SF)
12	Wozair Ltd, 29-32 Grosvenor Rd	Gillingham	86,127 SF Industrial/Warehouse	Sold: £8,000,000 (£92.89/SF)
13	Amazon, James Swallow Way	Rochester	375,000 SF Industrial/Distribution	Sold: -
14	Knight Rd	Rochester	484 SF Office	Sold: £95,000 (£196.28/SF)

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15	Knight Rd	Rochester	15,654 SF Industrial/Warehouse	Sold: £340,000 (£21.72/SF)
16	Knight Rd	Rochester	776 SF Industrial/Service	Sold: £145,000 (£186.86/SF)
17	Knight Rd	Rochester	5,456 SF Industrial/Warehouse	Sold: £660,000 (£120.97/SF)
18	Brabazon, Laker Rd	Rochester	10,176 SF Industrial/Warehouse	Sold: £1,100,000 (£108.10/SF)
19	M2M Park, Maidstone Rd	Rochester	1,375 SF Industrial/Warehouse	Sold: £260,000 (£189.09/SF)
20	M2M Park, Maidstone Rd	Rochester	3,600 SF Industrial/Warehouse	Sold: £560,000 (£155.56/SF)
21	M2M Park, Maidstone Rd	Rochester	1,375 SF Industrial/Warehouse	Sold: £275,000 (£200/SF)
22	M2M Park, Maidstone Rd	Rochester	4,000 SF Industrial/Warehouse	Sold: £620,000 (£155/SF)
23	M2M Park, Maidstone Rd	Rochester	1,300 SF Industrial/Warehouse	Sold: £270,000 (£207.69/SF)
24	M2M Park, Maidstone Rd	Rochester	3,046 SF Industrial/Warehouse	Sold: £495,000 (£162.51/SF)
25	M2M Park, Maidstone Rd	Rochester	4,375 SF Industrial/Warehouse	Sold: -
26	M2M Park, Maidstone Rd	Rochester	2,975 SF Industrial/Warehouse	Sold: -
27	M2M Park, Maidstone Rd	Rochester	5,075 SF Industrial/Warehouse	Sold: -
28	M2M Park, Maidstone Rd	Rochester	3,475 SF Industrial/Warehouse	Sold: -
29	Maidstone Rd	Rochester	5,255 SF Industrial/Warehouse	Sold: £675,000 (£128.45/SF)
30	35 Maidstone Rd	Rochester	35,680 SF Industrial	Sold: £3,800,000 (£106.50/SF)
31	5-9 Revenge Rd	Chatham	26,379 SF Industrial	Sold: £1,500,000 (£56.86/SF)
32	Sir Thomas Longley Rd	Rochester	3,363 SF Industrial/Distribution	Sold: £289,000 (£85.94/SF)
33	Dominion House, Sir Thomas Longley Rd	Rochester	5,162 SF Industrial/Service	Sold: -
34	Sir Thomas Longley Rd	Rochester	2,215 SF Industrial/Distribution	Sold: £285,000 (£128.67/SF)
35	Limen House, Sir Thomas Longly Rd	Rochester	2,801 SF Industrial	Sold: £451,500 (£161.19/SF)
36	Stoke Rd	Rochester	150,000 SF Industrial/Distribution	Sold: £26,200,000 (£174.67/SF)
37	Sicame UK, Stoke Rd (Part of Portfolio)	Rochester	64,399 SF Industrial/Warehouse	Sold: £8,919,150 (£138.50/SF)

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Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
68	£28.90	£15.73	18

TOP 50 LEASE COMPARABLES

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	34	£6.32	£28.90	£23.37	£67.65
Achieved Rent Per SF	44	£5.05	£15.73	£18.40	£48.55
Net Effective Rent Per SF	26	£4.75	£15.68	£17.46	£46.96
Asking Rent Discount	18	-137.9%	47.5%	0.0%	64.4%
TI Allowance	-	-	-	-	-
Rent Free Months	21	0	4	2	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	36	2	18	12	92
Deal Size	68	244	3,652	1,446	38,739
Lease Deal in Months	46	12.0	112.0	120.0	300.0
Floor Number	68	BSMT	GRND	GRND	3

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	Pier 5 Leviathan Way	★★★☆☆	1,450	GRND	8/19/2021	New	£27.59	Asking
2	Hempstead Valley Shop... Hempstead Valley Dr	★★★☆☆	2,587	GRND	7/13/2021	New	£67.65	Asking
3	1 Canterbury St	★★★☆☆	689	GRND	7/6/2021	New	£9.43	Starting
4	82 High St	★★★☆☆	2,853	GRND,1	5/6/2021	Renewal	£10.87	Effective
5	62 Twydall Green	★★☆☆☆	642	GRND	5/5/2021	New	£16.98	Asking
6	The Pentagon Centre The Pentagon	★★★☆☆	1,031	GRND	5/4/2021	New	£33.95	Starting
7	149 High St	★★☆☆☆	2,110	GRND	2/9/2021	New	£16.59	Asking
8	237 High St	★★★☆☆	2,895	GRND,1	2/8/2021	New	£7.60	Effective
9	219 High St	★★★★☆	656	GRND	12/4/2020	New	£27.44	Starting
10	171 High	★★★☆☆	778	GRND,1	11/1/2020	New	-	-
11	137 High St	★★☆☆☆	946	GRND	10/1/2020	New	£14.90	Asking
12	41 Luton High St	★★☆☆☆	4,326	GRND	10/1/2020	New	£6.24	Starting
13	280 High St	★★★☆☆	420	GRND	9/21/2020	New	£33.33	Asking
14	115C High St	★★★☆☆	2,200	GRND	9/12/2020	New	£9.09	Starting
15	203 High St	★★★☆☆	1,505	GRND	8/21/2020	Renewal	£17.61	Starting
16	Rainham Shopping Centre Rainham Rd	★★★☆☆	761	GRND	7/7/2020	New	£24.97	Starting
17	29 High	★★☆☆☆	300	GRND	7/1/2020	New	£30.01	Effective
18	98 Frindsbury Rd	★★★☆☆	516	GRND	6/1/2020	New	£22.09	Starting
19	Maidstone	★★★☆☆	38,739	GRND	4/25/2020	Renewal	£15.62	Effective
20	263-269 High St	★★★☆☆	1,036	GRND	4/14/2020	New	£22.22	Effective
1	Pier 5 Leviathan Way	★★★☆☆	1,450	GRND	4/1/2020	New	£22.76	Starting

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21	40 Canterbury St	★★★☆☆	300	GRND	3/9/2020	New	£28.00	Starting
22	Dockside Outlet Centre Maritime	★★★☆☆	3,000	GRND	3/1/2020	New	-	-
23	19 High St	★★☆☆☆	1,074	GRND	2/26/2020	Renewal	£24.21	Effective
24	Parkside Parade 7-27 Parkside Rd	★★☆☆☆	1,399	GRND	2/18/2020	Renewal	-	-
25	361 Walderslade Rd	★★★☆☆	659	GRND	2/3/2020	New	£24.28	Starting
26	KFC Highview	★★★☆☆	5,080	GRND,1	1/24/2020	New	£45.59	Effective
27	11 High St	★★★☆☆	605	GRND	1/21/2020	New	£37.19	Starting
28	175-177 High St	★★★☆☆	3,097	GRND	12/17/2019	Renewal	£14.53	Starting
29	Island Way	★★★☆☆	375	GRND	12/13/2019	New	£26.67	Starting
30	10-14 Kestrel Rd	★★☆☆☆	2,970	GRND	12/6/2019	New	£7.07	Starting
31	199-201 High St	★★☆☆☆	1,642	GRND	11/28/2019	New	£19.18	Effective
32	Maidstone Rd	★★★☆☆	21,603	GRND	11/27/2019	New	£13.20	Effective
33	195-197 High St	★★☆☆☆	9,432	GRND,1	11/11/2019	New	£7.69	Effective
34	Travelodge Rochester Rochester Riverside	★★☆☆☆	25,000	Unk,1-3	11/6/2019	New	-	-
10	171 High	★★★☆☆	1,130	GRND,1-2	11/1/2019	New	£20.83	Effective
7	137-149 High	★★☆☆☆	10,085	GRND	10/29/2019	New	£6.51	Effective
35	198A High St	★★☆☆☆	1,875	GRND	9/24/2019	New	£18.67	Asking
36	Commercial Rd	★★★☆☆	6,039	GRND	9/9/2019	New	£20.97	Effective
37	115 High St	★★☆☆☆	625	GRND	9/1/2019	New	£23.85	Effective
36	Commercial Rd	★★★☆☆	10,286	GRND	8/22/2019	Renewal	-	-
22	Dockside Outlet Centre Maritime Way	★★★☆☆	1,732	GRND	8/12/2019	New	£22.50	Asking

Lease Comps Summary

Lease Comps Report

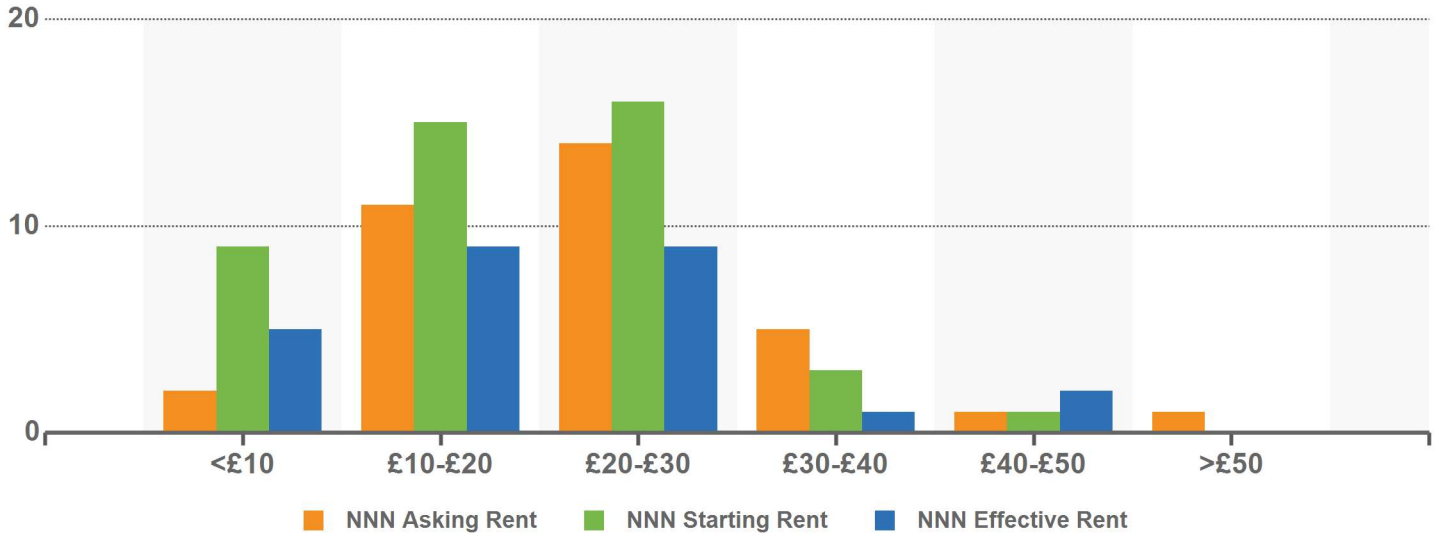
	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
38	76B Station Rd	★★★☆☆	697	GRND	8/7/2019	New	£14.35	Effective
39	Hamilton House 84-86 High St	★★☆☆☆	1,097	1-2	6/19/2019	New	£44.34	Asking
40	97-101 High St	★★☆☆☆	6,577	GRND,1	6/18/2019	Renewal	£8.82	Effective
32	Maidstone Rd	★★★☆☆	18,300	GRND	5/31/2019	New	-	-
41	Courtney Rd	★★★☆☆	5,791	GRND	5/27/2019	New	-	-
42	76 Commercial Rd	★★☆☆☆	3,595	GRND	5/13/2019	New	-	-
43	75 High St	★★★☆☆	679	GRND	5/7/2019	New	£29.09	Effective
44	74-76 Watling St	★★☆☆☆	1,442	GRND	5/2/2019	New	£15.26	Effective

Rents

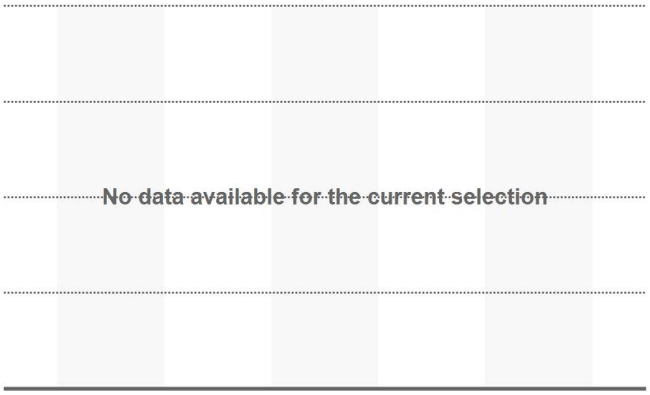
Lease Comps Report

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£28.90	£15.73	£15.68	3.7

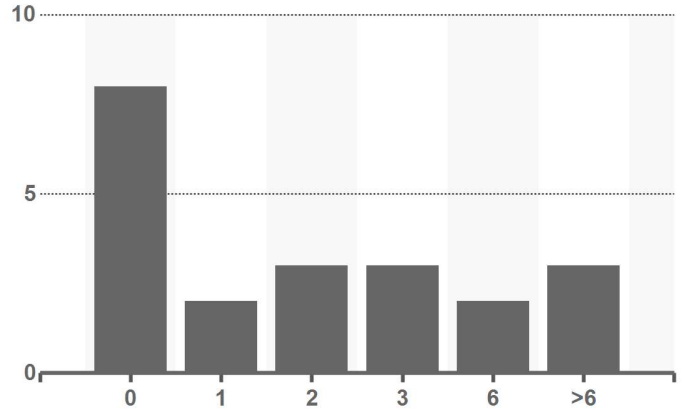
DEALS BY NNN ASKING, NNN STARTING, AND NNN EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT



Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£250,000	£250,000	£250,000	£250,000	1
Sold Transactions	£75,000	£3,882,229	£395,000	£44,950,000	24
Centre Size					
For Sale & UC/Pending	5,681 SF	5,681 SF	5,681 SF	5,681 SF	1
Sold Transactions	516 SF	19,239 SF	2,600 SF	370,838 SF	32
Price per SF					
For Sale & UC/Pending	£44.01	£44.01	£44.01	£44.01	1
Sold Transactions	£24.70	£157.76	£144.73	£613.23	24
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	4.40%	7.24%	6.99%	10.06%	10
Days on Market					
For Sale & UC/Pending	808	808	808	808	1
Sold Transactions	1	125	64	427	23
Sale Price to Asking Price Ratio					
Sold Transactions	76.00%	100.49%	98.33%	124.80%	16

Totals

For Sale & UC/Pending	Asking Price Total:	£250,000	Total For Sale Transactions:	1
Sold Transactions	Total Sales Volume:	£93,173,507	Total Sales Transactions:	32
	Total Included in Analysis:	£93,423,507	Total Included in Analysis:	33

Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 17/10/2018; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Medway (Kent)

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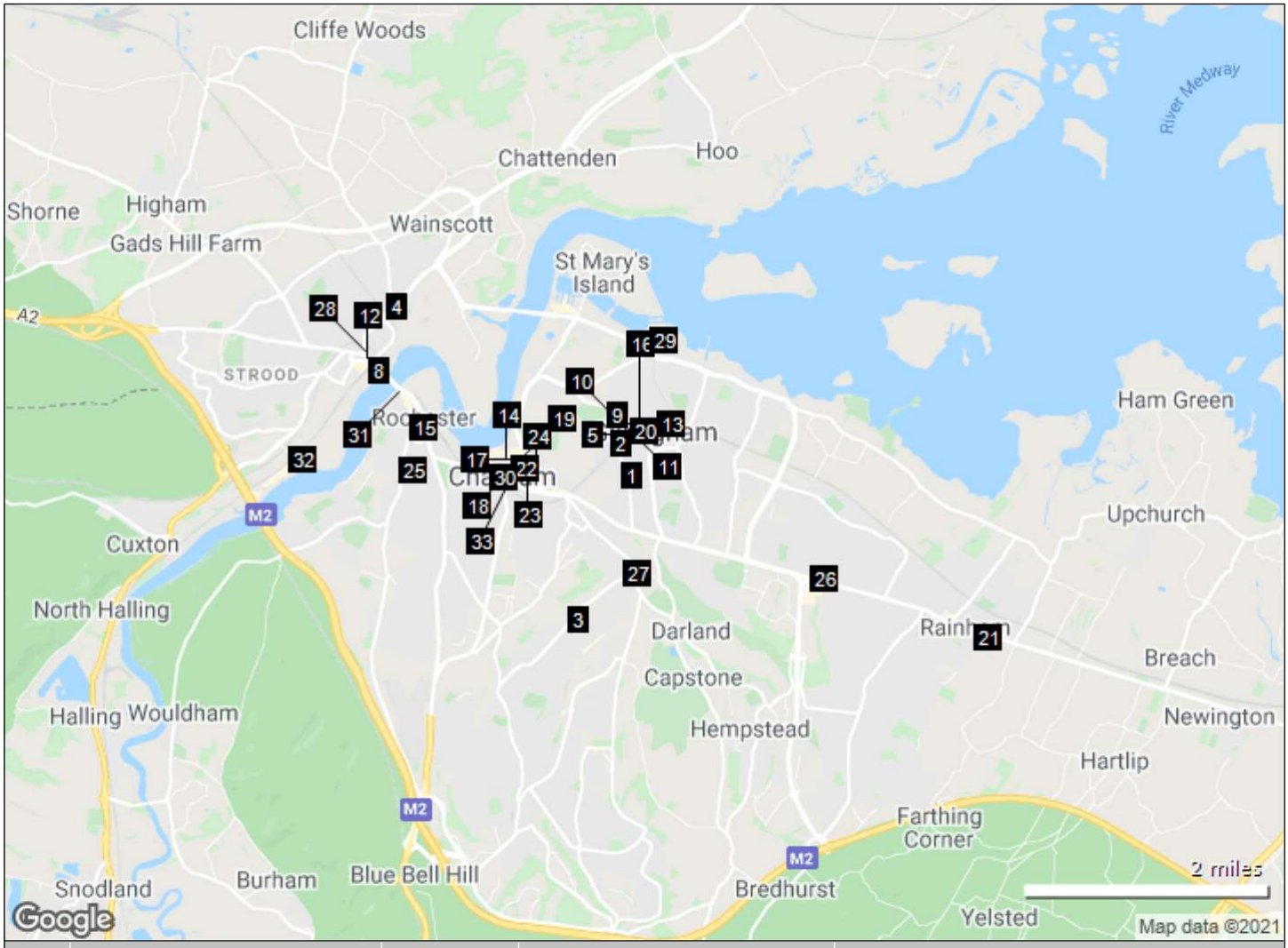

	Address	City	Property Info	Sale Info
1	The Westcourt Arms, Canterbury St	Gillingham	5,076 SF General Retail/Bar/Nightclub	Sold: -
2	92 Canterbury St	Gillingham	743 SF General Retail	Sold: £115,000 (£154.78/SF)
3	SPAR, Churchill Ave	Chatham	3,574 SF General Retail/Convenience Store	Sold: £1,140,000 (£318.97/SF)
4	98 Frindsbury Rd	Rochester	516 SF General Retail/Storefront	Sold: £145,000 (£281.01/SF)
5	48 Green St	Gillingham	12,250 SF General Retail/Movie Theatre	Sold: £500,000 (£40.82/SF)
6	11-17 High St	Strood	628 SF General Retail/Storefront	Sold: £95,000 (£151.27/SF)
7	11-17 High St	Strood	926 SF General Retail/Storefront	Sold: £115,000 (£124.19/SF)
8	11-17 High St	Strood	678 SF General Retail/Storefront	Sold: £75,000 (£110.62/SF)
9	34 High St	Gillingham	2,075 SF General Retail/Storefront Retail/Residential	Sold: £300,000 (£144.58/SF)
10	77 High St	Gillingham	2,347 SF General Retail/Bank	Sold: £340,000 (£144.87/SF)
11	82 High St	Gillingham	2,853 SF General Retail/Storefront	Sold: £336,000 (£117.77/SF)
12	83 High St	Rochester	2,191 SF General Retail/Drug Store	Sold: £278,000 (£126.88/SF)
13	96 High St	Gillingham	751 SF General Retail	Sold: £156,000 (£207.72/SF)
14	116 High St	Chatham	4,149 SF General Retail/Storefront	Sold: -

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15	137 High St	Rochester	691 SF General Retail/Storefront Retail/Residential	Sold: -
16	151-157 High St	Gillingham	13,559 SF General Retail/Storefront	Sold: £1,635,000 (£120.58/SF)
17	153-155 High St	Chatham	6,197 SF General Retail/Storefront	Sold: -
18	172-174 High St	Chatham	4,776 SF General Retail/Storefront	Sold: £475,000 (£99.46/SF)
19	175-177 High St	Chatham	3,272 SF General Retail	Sold: -
20	179 High St	Gillingham	992 SF General Retail/Storefront Retail/Residential	Sold: -
21	194-196 High St (Part of Multi-Property Sale)	Rainham	11,031 SF Retail/Auto Repair	Sold: £1,302,009 (£118.03/SF)
22	200 High St	Chatham	4,050 SF General Retail/Storefront Retail/Office	Sold: -
23	214-216 High St	Chatham	1,614 SF General Retail/Storefront	Sold: £450,000 (£278.81/SF)
24	The Trafalgar Centre, 270 High St	Chatham	54,975 SF General Retail	Sold: £2,870,000 (£52.21/SF)
25	86 John St	Rochester	632 SF General Retail/Storefront Retail/Residential	Sold: -
26	Rear of Rainham Mark Social Club, 56 London Rd	Gillingham	5,681 SF General Retail	Pending: w/Asking Price of £250,000 (£44.01/SF)
27	47-47a Luton High St	Chatham	668 SF General Retail/Storefront	Sold: £122,000 (£182.63/SF)
28	2 North St	Rochester	6,974 SF General Retail/Storefront Retail/Office	Sold: £1,300,000 (£186.41/SF)
29	Asda, Pier Approach Rd	Gillingham	73,300 SF General Retail/Supermarket	Sold: £44,950,000 (£613.23/SF)
30	43 Railway St	Chatham	20,000 SF General Retail	Sold: £494,000 (£24.70/SF)
31	2 Rochester High St	Rochester	2,000 SF General Retail/Storefront	Sold: £999,998 (£500/SF)
32	Riverside House, Roman Way	Rochester	1,324 SF General Retail/Storefront Retail/Residential	Sold: £195,000 (£147.28/SF)
33	The Pentagon Centre, The Pentagon	Chatham	370,838 SF General Retail	Sold: £34,785,500 (£93.80/SF)

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Appendix 11 – Land Registry Development Land Data

Planning Ref	Site	Date approved	Brief Description	ha	All Units	Aff Units	Aff %	s106 (£)	LR Title	Date Sold	Price Paid	£/ha	£/unit
18/2309	Land adj Rochester Train Station	01.08.2019	Mixed use scheme with 64 dwellings and flexible commercial floorspace (A1/A3/B1/B2/D2) to ground floor	0.2	64		0.00%	£663,461	K125971/ K899230	19.7.2007	£950,000	£4,750,000	£14,844
18/0288	Allhallows Golf Course	10.05.2019	COU to siting of 81 park homes for over 50s with asccoiated amenity space and allotments	6.36	81		0.00%	£859,793	K497996, K258858, K353469 and K276329	2.12.2011	£3,450,000	£542,453	£42,593
18/2961	Land west of Town Road, Cliffe	26.04.2019	92 residential dwellings and 737aqm B1/D1 employment floorspace	4.4	92	23	25.00%	£1,054,036	K493338	28.6.2019	£4,200,000	£954,545	£45,652
18/0620	Elm Avenue/Broadwood Road	04.03.2019	63 dwellings	3.39	63	16	25.40%	£796,850	K912232	3.9.2019	£3,665,785	£1,081,353	£58,187
18/0715	Land at 21-23 New Road, Chatham	13.12.2018	32 flats	0.07	32	8	25.00%	£103,715	K54072	14.11.2018	£1,050,000 exclusive of VAT	£52,368,357	£114,556
17/2767	Chatham Golf Driving Range	10.10.2018	131 dwellings	3.3	131	13	9.92%	£604,289	K575415	18.12.2018	£3,375,000	£1,022,727	£25,763
18/0556	Land at Gibraltar Farm, Ham Lane, Hempstead	26.09.2018	450 dwellings	23.93	450	113	25.11%	£3,792,031	K99925	26.5.2017	No Price	No PPD	
17/4408	Land at Walnut Tree Farm, High Halstow	07.09.2018	66 dwellings	2.78	66	17	25.76%	£504,137	TT92417	25.1.2019	£4,000,000	£1,438,849	£60,606
17/4034	Land at Temple	31.08.2018	39 dwellings	0.93	39	34	87.18%	£180,005	TT39637	16.7.2015	£3,984,179	£4,284,063	£102,158

	Waterfront, Roman Way, Strood												
17/4424	Stoke Road Business Centre, Hoo	14.08.2018	200 dwellings	14.96	200	50	25.00%	£2,452,334	TT90888	19.12.2018	£15,500,000	£1,036,096	£77,500
18/0247	Land at White House Farm, Hoo				65	16	24.62%	£822,850	K887070	6.7.2005	stated to be between £500,001 and £1,000,000.	Incomplete	
17/3687	Berengrave Nursery	15.03.2018	121 dwellings	5.83	121	30	24.79%	£1,011,891	TT88140	28.9.2018	£15,300,000	£2,624,357	£126,446
17/2333	Rochester Riverside	01.02.2018	Hybrid: outline upto 1,400 dwellings, primary school and nursery, upto 1,200aqm commercial floorspace (A1/A2/A3/A4/B1/D1 and D2 uses); full phase 1, 2 & 3 for 489 units and 885sqm commercial floorspace	24.5	1400	350	25.00%	£11,309,707	K860659/ TT81126	no date/ 27.4.2018	no price/ £519,000	Incomplete	
17/1884	Land sout of Ratcliffe Highway, Hoo	10.11.2017	232 dwellings	6.71	232	58	25.00%	£2,322,389	K124824	17.12.2016	£3,108,000	£463,189	£13,397
16/4268	Land north of Commissioners Road, Strood	18.07.2017	130 dwellings & earthworks to enable development	3.9	130	33	25.38%	£721,301	TT45845	15.1.2016	£750,000	£192,308	£5,769
16/2776	Land at Brickfields, Darland Farm, Hempstead	15.03.2017	44 dwellings	4.2	44	0	0.00%	£2,348,170	TT73391	20.10.2017	£5,607,000	£1,335,000	£127,432
16/2051	Land at Otterham Quay Lane, Rainham	27.02.2017	300 dwellings	10.75	300	75	25.00%	£2,157,372	TT18137	30.9.2013	was stated to be under £100,000	Incomplete	

16/2837	Land south of Stoke Road, Hoo	13.02.2017	127 dwellings	8.26	127	32	25.20%	£1,299,222	TT73346	3.10.2017	£9,230,000	£1,117,433	£72,677
17/1820	Bakersfield, Land at Station Road, Rainahm	07.12.2017	90 dwellings	2.8	90	22	24.44%	£308,256	K65260	23.5.2019	No Price Data	No PPD	
15/4539	Land east of Mierscourt, Rainham	18.11.2016	134 dwellings	5.4	134	34	25.37%	£1,126,189	K511185	15.2.2017	£7,782,700	£1,441,241	£58,080

Appendix 12 – CoStar Industrial Land

The pages in this appendix are not numbered.

Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£3,000,000	£3,000,000	£3,000,000	£3,000,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	46,481 SF	46,481 SF	46,481 SF	46,481 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£64.54	£64.54	£64.54	£64.54	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
Land					
Price					
For Sale & UC/Pending	£895,000	£1,447,500	£1,447,500	£2,000,000	2
Sold Transactions	£400,000	£1,555,735	£1,500,000	£2,555,000	7
Parcel Size					
For Sale & UC/Pending	0.49 AC	3.38 AC	2.70 AC	7 AC	6
Sold Transactions	0.12 AC	2.60 AC	1.32 AC	8.75 AC	10
Price per Acre					
For Sale & UC/Pending	£895,000	£1,942,953	£2,488,316	£4,081,633	2
Sold Transactions	£363,636	£596,643	£458,166	£4,069,753	6
Days on Market					
For Sale & UC/Pending	376	1,177	1,302	2,048	6
Sold Transactions	109	469	247	1,189	6
Sale Price to Asking Price Ratio					
Sold Transactions	80.00%	85.00%	85.00%	90.00%	2

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Quick Stats Report

	Low	Average	Median	High	Count
Specialty					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£1,275,000	£1,275,000	£1,275,000	£1,275,000	1
Building Size					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	4,056 SF	4,056 SF	4,056 SF	4,056 SF	1
Price per SF					
For Sale & UC/Pending	-		-	-	-
Sold Transactions	£314.35	£314.35	£314.35	£314.35	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-

Totals

For Sale & UC/Pending	Asking Price Total:	£2,895,000	Total For Sale Transactions:	6
Sold Transactions	Total Sales Volume:	£15,165,147	Total Sales Transactions:	13
	Total Included in Analysis:	£18,060,147	Total Included in Analysis:	19

Survey Criteria

basic criteria: Type of Property - Land; Sale Date - from 18/10/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Gravesham (Kent), Medway (Kent), Swale (Kent)

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18/10/2021

	Address	City	Property Info	Sale Info
1	MBS House, Bredgar Rd	Gillingham	46,481 SF Industrial/Warehouse	Sold: £3,000,000 (£64.54/SF)
2	A249, Brielle Way	Sheerness	3.40 AC Land	Under Contract: w/Asking Price of -
3	Former Gas Holder Site, Brielle Way	Sheerness	1.58 AC Land	Sold: £835,000 (£542,207.79/AC)
4	Lidl Development land, Coldharbour Rd	Gravesend	1.87 AC Land	Sold: -
5	Development Land, Corporation St	Rochester	0.49 AC Land	Pending: w/Asking Price of £2,000,000 (£4,081,632.65/AC)
6	Block H, Crete Hall Rd	Gravesend	0.32 AC Land	Sold: £1,320,147 (£4,125,459.38/AC)
7	Plot C, Dering Way	Gravesend	0.43 AC Land	Sold: -
8	Land East of Formby Road, Formby Rd	Rochester	1 AC Land	Pending: w/Asking Price of £895,000 (£895,000/AC)
9	Gore Green Rd	Rochester	1.10 AC Land	Sold: £400,000 (£363,636.36/AC)
10	London Rd	Gillingham	4 AC Land	Sold: £1,500,000 (£375,000/AC)
11	55 Marlborough Rd	Gillingham	4,056 SF Specialty/Lodge/Meeting Hall	Sold: £1,275,000 (£314.35/SF)
12	Scocles Rd	Sheerness	6.86 AC Land	Sold: £2,555,000 (£372,448.98/AC)
13	Second Ave	Sheerness	18 AC Land	Sold: £2,030,000
14	Eurolink East Five, Swale Way	Sittingbourne	6.40 AC Land	Pending: w/Asking Price of -

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15	Eurolink Development Site, Swale Way	Sittingbourne	7 AC Land	Pending: w/Asking Price of -
16	Eurolink East Five, Swale Way	Sittingbourne	2 AC Land	Pending: w/Asking Price of -
17	Swale Way	Sittingbourne	8.75 AC Land	Sold: -
18	2 Wilberforce Way	Gravesend	0.12 AC Land	Sold: -
19	Former Police Station Site, Windmill St	Gravesend	0.92 AC Land	Sold: £2,250,000 (£2,184,466.02/AC)

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1 MBS House - Bredgar Rd — SOLD

Gillingham, ME8 6PL — Kent County

Sale Date:	29/01/2021	Bldg Type:	IndustrialWarehouse
Sale Price:	£3,000,000 - Confirmed	Year Built/Age:	Built 1950 Age: 71
Price/SF:	£64.54	NIA:	46,481 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	5498687	Sale Conditions:	Redevelopment Project
Research Status:	Confirmed		

2 A249 - Brielle Way — UNDER CONTRACT

Sheerness, ME12 1YW — Kent County

Asking Price:	-	Sale Type:	Investment Or Owner User
£/AC Land Gross:	-	Land Area:	3.40 AC (148,104 SF)
Days on Market:	1561	Lot Dimensions:	-
Sale Status:	Under Contract	Proposed Use:	Commercial [Partial List]
Parcel No:	0081-2212, 0081-2228 [Partial List]		
Sales Condition:	-		

3 Former Gas Holder Site - Brielle Way — SOLD

Sheerness, ME12 1YW — Kent County

Sale Date:	30/08/2021 (172 days on mkt)	Land Area:	1.54 AC (67,082 SF)
Sale Price:	£835,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£541,331.43 (£12.43/SF)	Proposed Use:	Commercial
Parcel No:			
Comp ID:	5703666	Sale Conditions:	-
Research Status:	Confirmed		

4 Lidl Development land - Coldharbour Rd — SOLD

Gravesend, DA11 8AB — Kent County

Sale Date:	09/09/2020	Land Area:	1.87 AC (81,457 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	Supermarket
Parcel No:			
Comp ID:	5228791	Sale Conditions:	-
Research Status:	Research Complete		

5 Development Land - Corporation St — PENDING

Rochester, ME1 1NH — Kent County

Asking Price:	£2,000,000	Sale Type:	Investment
£/AC Land Gross:	£4,081,632.65 (£93.70/SF)	Land Area:	0.49 AC (21,344 SF)
Days on Market:	473	Lot Dimensions:	-
Sale Status:	Pending	Proposed Use:	Flat Units [Partial List]
Parcel No:			
Sales Condition:	-		

6 Block H - Crete Hall Rd — SOLD

Gravesend, DA11 9BU — Kent County

Sale Date:	29/11/2019	Land Area:	0.32 AC (13,939 SF)
Sale Price:	£1,320,147 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	£4,069,753.35 (£93.43/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	5152628	Sale Conditions:	-
Research Status:	Full Value		

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7 Plot C - Dering Way — SOLD

Gravesend, DA12 2QX — Kent County

Sale Date:	11/12/2019 (848 days on mkt)	Land Area:	0.43 AC (18,731 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	-
Parcel No:			
Comp ID:	4978631	Sale Conditions:	-
Research Status:	Research Complete		

8 Land East of Formby Road - Formby Rd — PENDING

Rochester, ME2 1BA — Kent County

Asking Price:	£895,000	Sale Type:	Investment
£/AC Land Gross:	£895,000.00 (£20.55/SF)	Land Area:	1 AC (43,560 SF)
Days on Market:	376	Lot Dimensions:	-
Sale Status:	Pending	Proposed Use:	-
Parcel No:			
Sales Condition:	-		

9 Gore Green Rd — SOLD

Rochester, ME3 7HL — Kent County

Sale Date:	30/07/2020 (294 days on mkt)	Land Area:	1.10 AC (47,916 SF)
Sale Price:	£400,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£363,636.36 (£8.35/SF)	Proposed Use:	Single Family Development
Parcel No:			
Comp ID:	5338158	Sale Conditions:	Redevelopment Project
Research Status:	Confirmed		

10 London Rd — SOLD

Gillingham, ME8 8PT — Kent County

Sale Date:	20/12/2019 (200 days on mkt)	Land Area:	4 AC (174,240 SF)
Sale Price:	£1,500,000 - Confirmed	Lot Dimensions:	-
£/AC Land Gross:	£375,000.00 (£8.61/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	5027699	Sale Conditions:	-
Research Status:	Confirmed		

11 55 Marlborough Rd — SOLD

Gillingham, ME7 5HB — Kent County

Sale Date:	30/09/2020	Bldg Type:	SpecialityLodge/Meeting Hall
Sale Price:	£1,275,000 - Full Value	Year Built/Age:	-
Price/SF:	£314.35	NIA:	4,056 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	5358180	Sale Conditions:	Redevelopment Project
Research Status:	Full Value		

12 Scocles Rd — SOLD

Sheerness, ME12 3SN — Kent County

Sale Date:	11/01/2021	Land Area:	6.86 AC (298,822 SF)
Sale Price:	£2,555,000 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	£372,439.76 (£8.55/SF)	Proposed Use:	-
Parcel No:			
Comp ID:	5422901	Sale Conditions:	-
Research Status:	Full Value		

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13 Second Ave — SOLD

Sheerness, ME12 4ER

Sale Date:	15/11/2019	Land Area:	-
Sale Price:	£2,030,000 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	Mixed Use
Parcel No:			
Comp ID:	5062903	Sale Conditions:	-
Research Status:	Full Value		

14 Swale Way — SOLD

Sittingbourne, ME10 2UP — Kent County

Sale Date:	02/12/2020 (1,189 days on mkt)	Land Area:	8.75 AC (381,150 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	-
Parcel No:			
Comp ID:	5307747	Sale Conditions:	-
Research Status:	Unconfirmed		

15 Eurolink East Five - Swale Way — PENDING

Sittingbourne, ME10 3TJ — Kent County

Asking Price:	-	Sale Type:	Owner User
£/AC Land Gross:	-	Land Area:	6.40 AC (278,784 SF)
Days on Market:	2048	Lot Dimensions:	-
Sale Status:	Pending	Proposed Use:	-
Parcel No:			
Sales Condition:	-		

16 Plot 4 - Eurolink Development Site - Swale Way — PENDING

Sittingbourne, ME10 3TJ — Kent County

Asking Price:	-	Sale Type:	Investment Or Owner User
£/AC Land Gross:	-	Land Area:	7 AC (304,920 SF)
Days on Market:	1302	Lot Dimensions:	-
Sale Status:	Pending	Proposed Use:	-
Parcel No:			
Sales Condition:	-		

17 Plot 1 - Eurolink East Five - Swale Way — PENDING

Sittingbourne, ME10 3TJ — Kent County

Asking Price:	-	Sale Type:	Investment Or Owner User
£/AC Land Gross:	-	Land Area:	2 AC (87,120 SF)
Days on Market:	1302	Lot Dimensions:	-
Sale Status:	Pending	Proposed Use:	-
Parcel No:			
Sales Condition:	-		

18 2 Wilberforce Way — SOLD

Gravesend, DA12 5DQ — Kent County

Sale Date:	20/12/2020 (109 days on mkt)	Land Area:	0.12 AC (5,227 SF)
Sale Price:	-	Lot Dimensions:	-
£/AC Land Gross:	-	Proposed Use:	Single Family Development
Parcel No:			
Comp ID:	5338128	Sale Conditions:	Redevelopment Project
Research Status:	Research Complete		

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19 Former Police Station Site - Windmill St — SOLD

Gravesend, DA11 0PA — Kent County

Sale Date:	27/11/2020	Land Area:	1.03 AC (44,867 SF)
Sale Price:	£2,250,000 - Full Value	Lot Dimensions:	-
£/AC Land Gross:	£2,195,072.91 (£50.39/SF)	Proposed Use:	Flat Units
Parcel No:			
Comp ID:	5483230	Sale Conditions:	-
Research Status:	Full Value		

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Appendix 13 – BCIS Data

Rebased to Kent (108; sample 257)
£/m2 study

Description: Rate per m2 gross internal floor area for the building Cost including prelims.
Last updated: 09-Oct-2021 00:39

Maximum age of results (Maximum age of projects)	£/m² gross internal floor area Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
New build						
282. Factories						
Generally (20)	1,190	277	672	988	1,419	4,535
Up to 500m2 GFA (20)	1,533	988	1,100	1,297	1,919	2,644
500 to 2000m2 GFA (20)	1,266	277	741	1,121	1,419	4,535
Over 2000m2 GFA (20)	1,007	494	601	819	1,117	2,574
282.1 Advance factories						
Generally (15)	1,031	490	816	1,004	1,228	1,711
Up to 500m2 GFA (15)	1,165	988	1,004	1,139	1,244	1,535
500 to 2000m2 GFA (15)	1,132	490	957	1,186	1,319	1,711
Over 2000m2 GFA (15)	767	570	632	796	867	1,004
284. Warehouses/stores						
Generally (15)	1,058	414	639	850	1,239	4,821
Up to 500m2 GFA (15)	1,917	689	1,054	1,333	2,284	4,821
500 to 2000m2 GFA (15)	964	493	708	865	1,103	1,680
Over 2000m2 GFA (15)	794	414	597	684	929	1,657
284.1 Advance warehouses/stores (15)	842	425	628	859	1,054	1,353
320. Offices						
Generally (15)	2,160	1,089	1,574	2,041	2,546	5,400
Air-conditioned						
Generally (15)	2,211	1,303	1,748	2,103	2,539	3,794
1-2 storey (15)	2,131	1,303	1,794	1,980	2,176	3,794
3-5 storey (15)	2,068	1,480	1,639	2,077	2,539	2,948
6 storey or above (15)	2,523	1,888	2,295	2,421	2,459	3,551
341.1 Retail warehouses						
Generally (25)	1,010	513	788	910	1,044	3,036
Up to 1000m2 (25)	1,178	812	896	979	1,085	3,036
1000 to 7000m2 GFA (25)	1,005	513	785	910	1,075	2,161
7000 to 15000m2 (25)	709	576	-	729	-	801
341.5 Market building providing accommodation for pens stalls etc (30)	1,144	425	-	1,080	-	1,989
342. Shopping centres (30)	1,581	1,215	-	1,557	-	1,971
343. Department stores (50)	1,641	575	1,299	1,301	1,947	3,080
344. Hypermarkets, supermarkets						
Generally (30)	1,768	729	1,231	1,572	2,360	3,074
1000 to 7000m2 GFA (30)	1,754	729	1,129	1,566	2,379	3,074
345. Shops						
Generally (30)	1,718	655	965	1,374	2,257	4,603
447. Care homes for the elderly						
Generally (15)	2,032	1,285	1,605	1,950	2,276	4,025
500 to 2000m2 GFA (15)	2,333	1,285	1,355	2,069	2,881	4,025
Over 2000m2 GFA (15)	1,943	1,316	1,693	1,913	2,237	2,727
810.1 Estate housing						
Generally (15)	1,440	703	1,231	1,389	1,575	4,980
Single storey (15)	1,617	918	1,375	1,566	1,796	4,980
2-storey (15)	1,391	703	1,215	1,354	1,518	3,012
3-storey (15)	1,488	896	1,200	1,428	1,654	2,975
4-storey or above (15)	3,025	1,480	2,428	2,712	4,036	4,468
810.11 Estate housing detached (15)	1,862	1,079	1,389	1,584	1,871	4,980
810.12 Estate housing semi detached						
Generally (15)	1,436	850	1,246	1,406	1,576	2,651
Single storey (15)	1,602	1,060	1,393	1,582	1,763	2,651
2-storey (15)	1,394	850	1,234	1,371	1,525	2,421
3-storey (15)	1,368	1,019	1,087	1,335	1,475	2,081

810.13 Estate housing terraced						
Generally (15)	1,481	896	1,223	1,401	1,621	4,468
Single storey (15)	1,644	1,093	1,393	1,554	1,905	2,356
2-storey (15)	1,426	904	1,208	1,371	1,557	3,012
3-storey (15)	1,515	896	1,197	1,417	1,705	2,975
816. Flats (apartments)						
Generally (15)	1,697	837	1,417	1,609	1,907	5,807
1-2 storey (15)	1,608	995	1,369	1,538	1,794	2,880
3-5 storey (15)	1,672	837	1,407	1,600	1,889	3,574
6 storey or above (15)	2,033	1,240	1,640	1,909	2,189	5,807
818. Housing with shops, offices, workshops or the like (15)	2,096	847	1,636	1,894	2,400	5,181
843. Supported housing						
Generally (15)	1,823	939	1,533	1,695	1,982	3,714
Single storey (15)	2,112	1,319	1,683	1,818	2,244	3,714
2-storey (15)	1,830	939	1,534	1,676	2,039	3,261
3-storey (15)	1,673	940	1,522	1,612	1,848	2,482
4-storey or above (15)	1,880	1,155	1,510	1,734	1,928	3,575
843.1 Supported housing with shops, restaurants or the like (15)	1,739	1,120	1,477	1,661	1,824	2,915
852. Hotels (15)	2,378	1,337	1,935	2,275	2,954	3,453
853. Motels (20)	1,741	1,467	-	1,874	-	1,883
856.2 Students' residences, halls of residence, etc (15)	2,186	1,232	1,942	2,172	2,411	3,510

Appendix 14 – Strategic Infrastructure Costs

Residential	**Capacity (dwl)**	**Gross area (ha)**	**s106 Req**	**£/unit**
Chatham Docks Strategic Site*	**3,625**	**29.37**	**£20,627,700**	**£5,690**
Education Contribution			£8,189,346	
Health Contribution			£3,106,625	
Open Space Provision			£3,625,000	
Culture and Sport Contribution			£3,808,461	
Bird Mitigation			£956,384	
Waste & Recycling			£648,440	
Youth			£293,444	
Affordable housing	363			
Strood Strategic Site	1,521	18.76	£8,655,098	**£5,690**
Education Contribution			£3,436,137	
Health Contribution			£1,303,497	
Open Space Provision			£1,521,000	
Culture and Sport Contribution			£1,597,978	
Bird Mitigation			£401,285	
Waste & Recycling			£272,076	
Youth			£123,125	
Affordable housing	152			
Chatham Strategic Site	667	7.21	£3,795,497	**£5,690**
Education Contribution			£1,506,840	
Health Contribution			£571,619	
Open Space Provision			£667,000	
Culture and Sport Contribution			£700,757	
Bird Mitigation			£175,975	
Waste & Recycling			£119,313	
Youth			£53,994	
Affordable housing	67			
Hoo Peninsula Shared Costs	**9,262**		**£255,234,704**	**£27,557**
HIF roof tax			£20,301,290	
Forward funding interest payments (£67m x 10 years @ 1.5%)			£10,000,000	
Transport - Highways				
SN2-2-A289 Yokosuka Way / Lower Rainham Road			£32,501	
SN2-3-Bowaters Roundabout			£309,984	
SN3-1A2/ Moor Park CloseSN3-2A2/ Otterham Quay Lane Junction			£40,939	

SN4-2A2 Commercial Road / High Street / Station Road,SN4-3A2 Commercial Road / A228 Knight Road,SN4-4A228 Frindsbury Road / Wykeham Street,-A228 Frindsbury Road / Gun Lane,			£765,675	
SN2-1-Pier Road/ Gillingham Junction			£2,823,840	
SN4-6-A2 Star Hill / High Street / Victoria Street			£4,546	
SN4-7-A231 The Brook / Slicketts Hill			£9,461	
SN5-1-M2 J2 and Roman Way / A228 scheme			£5,339,713	
SN5-2-M2 Junction 3 (Includes Taddington, Lord Lees & Bridgewood Roundabout) Contribution Analysis			£278,781	
SN5-3-M2 J4			£75,926	
Hoo Peninsula Road additional costs including contingency			£18,295,145	
Transport - Other				
Hoo Rail Services 12-Car Train requirement Platform Lengthening			£850,000	
Hoo Rail Service DC Traction Power Network Rail Broad Estimate			£5,700,000	
Hoo Rail Service Additional Main Line Track Connection Track Works and Signalling			£6,500,000	
Hoo Passenger Railway Station Access Road			£2,000,000	
Hoo Passenger Service Early Years Subsidy Year 1 (2024/25)			£6,000,000	
Hoo Passenger Service Early Years Subsidy Years 2-5 (post-2025)			£24,000,000	
Integrated Transport project - Potential for two new bus routes to Hoo (5 years of subsidised service)			£1,147,384	
Hoo A228 Green bridge 1 Endowment/lifelong costs			£1,000,000	
Hoo A228 Green bridge no 2 (closer Bells Lane)			£3,000,000	
Education - Early Years and Primary				
Expansion by 1 FE Primary School at Hundred of Hoo School (including land)			£2,500,000	
Expansion by 1 FE and relocated Primary School at High Halstow Primary School			£6,000,000	
2 ha land for new High Halstow primary school at benchmark land value of £375,000/ha			£750,000	
Expansion by 1 FE and relocated Primary School at Chattenden (including land)			£6,000,000	
2 ha land for new Chattenden primary school at benchmark land value of £375,000/ha			£750,000	

Expansion by 1 FE Primary School at Hoo St Werburgh Primary School (including land)			£2,500,000	
Expansion by 1 FE Primary School at Cliffe Woods (including land)			£2,500,000	
Expansion by 1 FE Primary School at Allhallows Primary School (including land)			£1,875,000	
New 2 FE Primary School at South of A228, Hoo St Werburgh 1 including 30 parking spaces			£6,000,000	
2 ha land for primary school at benchmark land value of £375,000/ha			£750,000	
New 2 FE Primary School at South of A228, Hoo St Werburgh 2 including 30 parking spaces			£6,000,000	
2 ha land for primary school at benchmark land value of £375,000/ha			£750,000	
Education - Secondary				
New 8 FE Secondary School including 500 place sixth form provision South of A228, Hoo St Werburgh including minimum 100 parking spaces			£35,000,000	
10.6 ha land for secondary school at benchmark land value of £375,000/ha			£3,975,000	
Utilities & Waste				
Hoo Smart Infrastructure			£5,000,000	
Health & social care				
New Healthy Living Centre-Peninsula (or equivalent)of circa 3,650 sqm include minimum 1200 sqm of primary care space and 180 parking spaces			£20,000,000	
1 ha land for new healthy living centre at benchmark land value of £375,000/ha			£375,000	
0.32 ha land for reconfiguration of Walter Brice Centre/Expansion of Elms Medical Practice			£120,000	
Hoo Peninsula Ambulance Community Response Post (including land)			£750,000	
Community and cultural facilities				
New Hoo St Werburgh Sports Centre redevelopment of circa 6,500 sqm including colocated sports pitches and 300 parking spaces			£25,000,000	
2 ha land for new Hoo St Werburgh Sports Centre			£750,000	
Green & Blue infrastructure				
Hoo SEMS endowment			£10,000,000	
Contribution to bird disturbance mitigation - Strategic Access Management and Monitoring Scheme (Birdwise SAMMS)			£7,074,519	
Hoo bridleway creation			£2,000,000	

PROW footpath RS101			£50,000	
PROW footpath RS99			£40,000	
PROW footpath RS109 Ropers Green Lane			£250,000	
Non-residential	**Capacity m^2**	**Gross area (ha)**	**s106 Requirement**	**£/m^2**
IPM – Rochester Strategic Site	**98,652**	**13.36**	**£0**	**£0**
Grain Strategic Site	**300,323**	**639.96**	**£14,000,000**	**£47**
TE2100 Isle of Grain			£14,000,000	
Kingsnorth Strategic Site	**524,300**	**257.51**	**£22,000,000**	**£42**
MEASS Kingsnorth flood defence raising			£22,000,000	
Reinforcement to the gas infrastructure				
Chatham employment sites	**40,770**	**0.9**	**£0**	**£0**
Strood employment sites	**10,750**	**3.23**	**£0**	**£0**
*Note: Infrastructure costs for strategic sites may not be capable of being identified fully and will be kept under review. Breakdowns are indicative.				

Appendix 15 – Appraisals – Residential Development

The pages in this appendix are not numbered.

Typologies H
Cover

EEBC Post-Consultation

10/12/2021
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Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Large Green 1,500		**1,500**	**42.86**	**35.00**	**93**	**139,713**	**3,260**		**203,451,338**	**1,456.21**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	51		45.00	2,295.00	15%	1,600	4,222,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	158		75.00	11,850.00		1,371	16,246,350
	3	210		95.00	19,950.00		1,371	27,351,450
Semi	2	158		85.00	13,430.00		1,371	18,412,530
	3	263		107.00	28,141.00		1,371	38,581,311
Det	4	105		135.00	14,175.00		1,584	22,453,200
	5	105		150.00	15,750.00		1,584	24,948,000
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	89		40.00	3,560.00	15%	1,600	6,550,400
	2	45		61.00	2,745.00	15%	1,600	5,050,800
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	45		70.00	3,150.00		1,371	4,318,650
	3	68		84.00	5,712.00		1,371	7,831,152
Semi	2	45		79.00	3,555.00		1,371	4,873,905
	3	90		93.00	8,370.00		1,371	11,475,270
Det	4	45		100.00	4,500.00		1,584	7,128,000
	5	23		110.00	2,530.00		1,584	4,007,520
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	61.264
	Net	42.857

Number	2	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Large Green 400		**400**	**11.43**	**35.00**	**93**	**37,224**	**3,257**		**54,219,042**	**1,456.56**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	42		75.00	3,150.00		1,371	4,318,650
	3	56		95.00	5,320.00		1,371	7,293,720
Semi	2	42		85.00	3,570.00		1,371	4,894,470
	3	70		107.00	7,490.00		1,371	10,268,790
Det	4	28		135.00	3,780.00		1,584	5,987,520
	5	28		150.00	4,200.00		1,584	6,652,800
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	24		40.00	960.00	15%	1,600	1,766,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	12		70.00	840.00		1,371	1,151,640
	3	18		84.00	1,512.00		1,371	2,072,952
Semi	2	12		79.00	948.00		1,371	1,299,708
	3	24		93.00	2,232.00		1,371	3,060,072
Det	4	12		100.00	1,200.00		1,584	1,900,800
	5	6		110.00	660.00		1,584	1,045,440
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	16.337
	Net	11.429

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 200		**200**	**5.71**	**35.00**	**93**	**18,612**	**3,257**		**27,109,521**	**1,456.56**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	7		45.00	315.00	15%	1,600	579,600
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	21		75.00	1,575.00		1,371	2,159,325
	3	28		95.00	2,660.00		1,371	3,646,860
Semi	2	21		85.00	1,785.00		1,371	2,447,235
	3	35		107.00	3,745.00		1,371	5,134,395
Det	4	14		135.00	1,890.00		1,584	2,993,760
	5	14		150.00	2,100.00		1,584	3,326,400
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	12		40.00	480.00	15%	1,600	883,200
	2	6		61.00	366.00	15%	1,600	673,440
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	6		70.00	420.00		1,371	575,820
	3	9		84.00	756.00		1,371	1,036,476
Semi	2	6		79.00	474.00		1,371	649,854
	3	12		93.00	1,116.00		1,371	1,530,036
Det	4	6		100.00	600.00		1,584	950,400
	5	3		110.00	330.00		1,584	522,720
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	8.169
	Net	5.714

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 100		**100**	**2.86**	**35.00**	**94**	**9,429**	**3,300**		**13,684,691**	**1,451.34**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	11		75.00	825.00		1,371	1,131,075
	3	14		95.00	1,330.00		1,371	1,823,430
Semi	2	11		85.00	935.00		1,371	1,281,885
	3	18		107.00	1,926.00		1,371	2,640,546
Det	4	7		135.00	945.00		1,584	1,496,880
	5	7		150.00	1,050.00		1,584	1,663,200
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	5		40.00	200.00	15%	1,600	368,000
	2	3		61.00	183.00	15%	1,600	336,720
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	3		70.00	210.00		1,371	287,910
	3	5		84.00	420.00		1,371	575,820
Semi	2	3		79.00	237.00		1,371	324,927
	3	6		93.00	558.00		1,371	765,018
Det	4	3		100.00	300.00		1,584	475,200
	5	2		110.00	220.00		1,584	348,480
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	4.084
	Net	2.857

Number	5	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 50		**50**	**1.43**	**35.00**	**97**	**4,830**	**3,381**		**7,027,863**	**1,455.04**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	5		75.00	375.00		1,371	514,125
	3	7		95.00	665.00		1,371	911,715
Semi	2	5		85.00	425.00		1,371	582,675
	3	9		107.00	963.00		1,371	1,320,273
Det	4	4		135.00	540.00		1,584	855,360
	5	4		150.00	600.00		1,584	950,400
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	2		61.00	122.00	15%	1,600	224,480
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	2		70.00	140.00		1,371	191,940
	3	2		84.00	168.00		1,371	230,328
Semi	2	2		79.00	158.00		1,371	216,618
	3	3		93.00	279.00		1,371	382,509
Det	4	2		100.00	200.00		1,584	316,800
	5	1		110.00	110.00		1,584	174,240
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	2.042
	Net	1.429

Number	6	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 30		**30**	**0.86**	**35.00**	**93**	**2,777**	**3,240**		**4,037,211**	**1,453.80**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	3		75.00	225.00		1,371	308,475
	3	4		95.00	380.00		1,371	520,980
Semi	2	3		85.00	255.00		1,371	349,605
	3	6		107.00	642.00		1,371	880,182
Det	4	2		135.00	270.00		1,584	427,680
	5	2		150.00	300.00		1,584	475,200
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	2		40.00	80.00	15%	1,600	147,200
	2	1		61.00	61.00	15%	1,600	112,240
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	1		79.00	79.00		1,371	108,309
	3	2		93.00	186.00		1,371	255,006
Det	4	1		100.00	100.00		1,584	158,400
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.225
	Net	0.857

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 20		**20**	**0.57**	**35.00**	**93**	**1,850**	**3,238**		**2,668,069**	**1,442.20**	Higher	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	3		95.00	285.00		1,371	390,735
Semi	2	2		85.00	170.00		1,371	233,070
	3	4		107.00	428.00		1,371	586,788
Det	4	1		135.00	135.00		1,584	213,840
	5	1		150.00	150.00		1,584	237,600
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	1		61.00	61.00	15%	1,600	112,240
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	1		79.00	79.00		1,371	108,309
	3	1		93.00	93.00		1,371	127,503
Det	4	1		100.00	100.00		1,584	158,400
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.817
	Net	0.571

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 12		**12**	**0.34**	**35.00**	**95**	**1,136**	**3,313**		**1,636,921**	**1,440.95**	Higher	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	1		75.00	75.00		1,371	102,825
	3	2		95.00	190.00		1,371	260,490
Semi	2	1		85.00	85.00		1,371	116,535
	3	2		107.00	214.00		1,371	293,394
Det	4	1		135.00	135.00		1,584	213,840
	5	1		150.00	150.00		1,584	237,600
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	0		79.00	0.00		1,371	0
	3	1		93.00	93.00		1,371	127,503
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.490
	Net	0.343

Number	9	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 8		**8**	**0.23**	**35.00**	**96**	**768**	**3,360**		**1,052,928**	**1,371.00**	Higher	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	4		85.00	340.00		1,371	466,140
	3	4		107.00	428.00		1,371	586,788
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.229
	Net	0.229

Number	10	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 6		**6**	**0.17**	**35.00**	**99**	**594**	**3,465**		**814,374**	**1,371.00**	Higher	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	4		95.00	380.00		1,371	520,980
Semi	2	0		85.00	0.00		1,371	0
	3	2		107.00	214.00		1,371	293,394
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.171
	Net	0.171

Number	11	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 4		**4**	**0.11**	**35.00**	**115**	**460**	**4,025**		**688,170**	**1,496.02**	Higher	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	2		95.00	190.00		1,371	260,490
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	2		135.00	270.00		1,584	427,680
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.114
	Net	0.114

Number	12	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
V High Density 400		**400**	**1.45**	**275.00**	**63**	**25,232**	**17,347**		**55,393,071**	**2,195.35**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	56		45.00	2,520.00	15%	1,909	5,532,282
Flat 2 High*	2	112		65.00	7,280.00	15%	1,909	15,982,148
Flat 3 High*	3	112		75.00	8,400.00	15%	1,909	18,440,940
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	36		40.00	1,440.00	15%	1,909	3,161,304
Flat 2 High*	2	48		61.00	2,928.00	15%	1,909	6,427,985
Flat 3 High*	3	36		74.00	2,664.00	15%	1,909	5,848,412

Area	Gross	1.455
	Net	1.455

Number	13	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
V High Density 100		**100**	**0.36**	**275.00**	**63**	**6,308**	**17,347**		**13,848,268**	**2,195.35**	Higher	Brown	PDL

Area	Gross	0.364
	Net	0.364

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0.0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	14		45.00	630.00	15%	1,909	1,383,071
Flat 2 High*	2	28		65.00	1,820.00	15%	1,909	3,995,537
Flat 3 High*	3	28		75.00	2,100.00	15%	1,909	4,610,235
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0.0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	9		40.00	360.00	15%	1,909	790,326
Flat 2 High*	2	12		61.00	732.00	15%	1,909	1,606,996
Flat 3 High*	3	9		74.00	666.00	15%	1,909	1,462,103

Number	14	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
High Density 400		**400**	**2.22**	**180.00**	**63**	**25,344**	**11,405**		**46,632,960**	**1,840.00**	Higher	Brown	PDL

Area	Gross	2.222
	Net	2.222

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	56		45.00	2,520.00	15%	1,600	4,636,800
	2	112		65.00	7,280.00	15%	1,600	13,395,200
	3	112		76.00	8,512.00	15%	1,600	15,662,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0.0		95.00	0.00		1,371	0
Semi	2	0.0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	36		40.00	1,440.00	15%	1,600	2,649,600
	2	48		61.00	2,928.00	15%	1,600	5,387,520
	3	36		74.00	2,664.00	15%	1,600	4,901,760
Terrace	2	0		70.00	0.00		1,371	0
	3	0.0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Number	15	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
High Density 100		**100**	**0.56**	**180.00**	**63**	**6,336**	**11,405**		**11,658,240**	**1,840.00**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	28		65.00	1,820.00	15%	1,600	3,348,800
	3	28		76.00	2,128.00	15%	1,600	3,915,520
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.556
	Net	0.556

Number	16	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Central HD 400		**400**	**2.67**	**150.00**	**63**	**25,344**	**9,504**		**46,632,960**	**1,840.00**	Higher	Brown	Town Centre

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	56		45.00	2,520.00	15%	1,600	4,636,800
	2	112		65.00	7,280.00	15%	1,600	13,395,200
	3	112		76.00	8,512.00	15%	1,600	15,662,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0.0		95.00	0.00		1,371	0
Semi	2	0.0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	36		40.00	1,440.00	15%	1,600	2,649,600
	2	48		61.00	2,928.00	15%	1,600	5,387,520
	3	36		74.00	2,664.00	15%	1,600	4,901,760
Terrace	2	0		70.00	0.00		1,371	0
	3	0.0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	2.667
	Net	2.667

Number	17	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Central HD 100		**100**	**0.67**	**150.00**	**63**	**6,336**	**9,504**		**11,658,240**	**1,840.00**	Higher	Brown	Town Centre

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	28		65.00	1,820.00	15%	1,600	3,348,800
	3	28		76.00	2,128.00	15%	1,600	3,915,520
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.667
	Net	0.667

Number	18	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Medium Density	**100**	**100**	**1.05**	**95.00**	**73**	**7,266**	**6,903**		**11,868,640**	**1,633.45**	Higher	Brown	PDL

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	5		45.00	225.00	15%	1,600	414,000
	2	11		65.00	715.00	15%	1,600	1,315,600
	3	18		76.00	1,368.00	15%	1,600	2,517,120
Terrace	2	11		75.00	825.00		1,371	1,131,075
	3	25		95.00	2,375.00		1,371	3,256,125
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.053
	Net	1.053

Number	19	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Medium Density	**30**	**30**	**0.32**	**95.00**	**73**	**2,196**	**6,954**		**3,578,675**	**1,629.63**	Higher	Brown	PDL

Area	Gross	0.316
	Net	0.316

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	3		65.00	195.00	15%	1,600	358,800
	3	5		76.00	380.00	15%	1,600	699,200
Terrace	2	3		75.00	225.00		1,371	308,475
	3	8		95.00	760.00		1,371	1,041,960
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable							0	
Flat	1	2		40.00	80.00	15%	1,600	147,200
	2	4		61.00	244.00	15%	1,600	448,960
	3	3		74.00	222.00	15%	1,600	408,480
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Number	20	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 300		**300**	**3.80**	**79.00**	**73**	**21,826**	**5,748**		**35,291,620**	**1,616.95**	Higher	Brown	PDL

Area	Gross	3.797
	Net	3.797

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	20		45.00	900.00	15%	1,600	1,656,000
	2	32		65.00	2,080.00	15%	1,600	3,827,200
	3	42		76.00	3,192.00	15%	1,600	5,873,280
Terrace	2	32		75.00	2,400.00		1,371	3,290,400
	3	84		95.00	7,980.00		1,371	10,940,580
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	27		40.00	1,080.00	15%	1,600	1,987,200
	2	36		61.00	2,196.00	15%	1,600	4,040,640
	3	27		74.00	1,998.00	15%	1,600	3,676,320
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Number	21	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 80		**80**	**1.01**	**79.00**	**72**	**5,799**	**5,727**		**9,373,375**	**1,616.38**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	6		45.00	270.00	15%	1,600	496,800
	2	8		65.00	520.00	15%	1,600	956,800
	3	11		76.00	836.00	15%	1,600	1,538,240
Terrace	2	9		75.00	675.00		1,371	925,425
	3	22		95.00	2,090.00		1,371	2,865,390
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	7		40.00	280.00	15%	1,600	515,200
	2	10		61.00	610.00	15%	1,600	1,122,400
	3	7		74.00	518.00	15%	1,600	953,120
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.013
	Net	1.013

Number	22	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 30		**30**	**0.38**	**79.00**	**74**	**2,215**	**5,833**		**3,569,080**	**1,611.32**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	3		65.00	195.00	15%	1,600	358,800
	3	4		76.00	304.00	15%	1,600	559,360
Terrace	2	3		75.00	225.00		1,371	308,475
	3	9		95.00	855.00		1,371	1,172,205
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	2		40.00	80.00	15%	1,600	147,200
	2	4		61.00	244.00	15%	1,600	448,960
	3	3		74.00	222.00	15%	1,600	408,480
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.380
	Net	0.380

Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 12		**12**	**0.15**	**79.00**	**66**	**796**	**5,240**		**1,305,180**	**1,639.67**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	2		65.00	130.00	15%	1,600	239,200
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	2		95.00	190.00		1,371	260,490
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	2		61.00	122.00	15%	1,600	224,480
	3	1		74.00	74.00	15%	1,600	136,160
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.152
	Net	0.152

Number	24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 8		**8**	**0.10**	**79.00**	**90**	**720**	**7,110**		**987,120**	**1,371.00**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	6		95.00	570.00		1,371	781,470
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.101
	Net	0.101

Number	25	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 5		**5**	**0.06**	**79.00**	**95**	**475**	**7,505**		**651,225**	**1,371.00**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	5		95.00	475.00		1,371	651,225
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.063
	Net	0.063

Number	26	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
PRS HD 100		**100**	**0.83**	**120.00**	**64**	**6,370**	**7,644**		**13,334,089**	**2,093.26**	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	13		45.00	585.00	15%	1,909	1,284,280
Flat 2 High*	2	32		65.00	2,080.00	15%	1,909	4,566,328
Flat 3 High*	3	25		75.00	1,875.00	15%	1,909	4,116,281
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	30		61.00	1,830.00	15%	1,600	3,367,200
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.833
	Net	0.833

Number	27	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			

PRS MD 50	50	0.53	95.00	64	3,182	6,046	5,854,880	1,840.00	Higher	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	7		45.00	315.00	15%	1,600	579,600
	2	16		65.00	1,040.00	15%	1,600	1,913,600
	3	12		76.00	912.00	15%	1,600	1,678,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	15		61.00	915.00	15%	1,600	1,683,600
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.526
	Net	0.526

Typologies H
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Large Green 1,500	Large Green 400	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 8	Green 6	Green 4	V High Density 400	V High Density 100	High Density 400	High Density 100	Central HD 400	Central HD 100	Medium Density 100	Medium Density 30	Brown 300	Brown 80	Brown 30	Small Brown 12	Small Brown 8	Small Brown 5
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	Town Centre	Town Centre	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
	Locality		Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher	Higher
Site Area	**Gross**	**ha**	61.26	16.34	8.17	4.08	2.04	1.23	0.82	0.49	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
	Net	ha	42.86	11.43	5.71	2.86	1.43	0.86	0.57	0.34	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
Units			1,500	400	200	100	50	30	20	12	8	6	4	400	100	400	100	400	100	100	30	300	80	30	12	8	5
Average Unit Size		m2	93.14	93.06	93.06	94.29	96.60	92.57	92.50	94.67	96.00	99.00	115.00	63.08	63.08	63.36	63.36	63.36	63.36	72.66	73.20	72.75	72.49	73.83	66.33	90.00	95.00
Mix	Intermediate to Buy		14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent		15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	3,850	3,850	3,850	3,800	3,800	3,800	3,800	3,800	4,000	4,000	4,000	3,900	3,900	3,900	3,900	3,900	3,900	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600
	Intermediate to Buy	£/m2	2,503	2,503	2,503	2,470	2,470	2,470	2,470	2,470	2,600	2,600	2,600	2,535	2,535	2,535	2,535	2,535	2,535	2,340	2,340	2,340	2,340	2,340	2,340	2,340	2,340
	Affordable Rent	£/m2	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350
	Social Rent	£/m2	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400
Grant and Subsi	Intermediate to Buy	£/unit																									
	Affordable Rent	£/unit																									
	Social Rent	£/unit																									
Sales per Quarter																											
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	1,600,000	1,600,000	1,600,000	1,600,000	3,500,000	3,500,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Up Lift %		%												20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000														
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	1,456	1,457	1,457	1,451	1,455	1,454	1,442	1,441	1,371	1,371	1,496	2,195	2,195	1,840	1,840	1,840	1,840	1,633	1,630	1,617	1,616	1,611	1,640	1,371	1,371
Sustainability		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy		£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Design		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & Adpt		£/m2	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Water		£/m2	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06
Small Sites		%																									
Site Costs		%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	11.0%	11.0%	11.0%	11.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	11.0%	11.0%	16.0%	16.0%	11.0%	11.0%	11.0%	11.0%
Pre CIL s106		£/Unit	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551
Post CIL s106		£/Unit	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551
		£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%												5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site	2,806,238	747,875	373,938	188,675	102,020	54,520	32,135	25,018	7,800	5,850	17,900	117,000	29,250	117,000	29,250	117,000	29,250	53,820	16,283	166,920	44,558	16,965	6,240	7,800	4,875
FINANCE	Fees	£																									
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																									
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profi	Market Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	Affordable Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Large Green 1,500	Large Green 400	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 8	Green 6	Green 4	V High Density 400	V High Density 100	High Density 400	High Density 100	Central HD 400	Central HD 100	Medium Density 100	Medium Density 30	Brown 300	Brown 80	Brown 30	Small Brown 12	Small Brown 8	Small Brown 5
Green/brown field			Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
Use			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	Town Centre	Town Centre	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
Site Are Gross		ha	61.26	16.34	8.17	4.08	2.04	1.23	0.82	0.49	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
Net		ha	42.86	11.43	5.71	2.86	1.43	0.86	0.57	0.34	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
Units			1500	400	200	100	50	30	20	12	8	6	4	400	100	400	100	400	100	100	30	300	80	30	12	8	5
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent		15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	1,600,000	1,600,000	1,600,000	1,600,000	3,500,000	3,500,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
		£ site	1,531,610	408,429	204,215	102,107	51,054	30,632	20,421	24,506	11,429	8,571	5,714	2,327,273	581,818	3,555,556	888,889	9,333,333	2,333,333	1,684,211	505,263	6,075,949	1,620,253	607,595	243,038	162,025	101,266
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	320,000	320,000	320,000	320,000	700,000	700,000	320,000	320,000	320,000	320,000	320,000	320,000	320,000	320,000
		£ site	21,442,538	5,718,010	2,859,005	1,429,503	714,751	428,851	285,901	171,540	80,000	60,000	40,000	465,455	116,364	711,111	177,778	1,866,667	466,667	336,842	101,053	1,215,190	324,051	121,519	48,608	32,405	20,253
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	375,000	375,000	400,000	400,000	400,000	400,000	1,920,000	1,920,000	1,920,000	1,920,000	4,200,000	4,200,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
		£ site	22,974,147	6,126,439	3,063,220	1,531,610	765,805	459,483	306,322	196,046	91,429	68,571	45,714	2,792,727	698,182	4,266,667	1,066,667	11,200,000	2,800,000	2,021,053	606,316	7,291,139	1,944,304	729,114	291,646	194,430	121,519
Residua Gross		£/ha	1,182,782	1,316,904	1,209,704	1,220,334	1,242,953	1,231,282	1,213,186	1,515,816	2,599,914	2,719,810	2,527,503	-4,988,240	-5,813,817	1,231,178	1,097,073	1,025,982	914,228	891,181	876,851	426,336	370,105	876,976	467,401	2,977,434	3,193,369
Net		£/ha	1,690,790	1,882,518	1,729,275	1,744,471	1,776,805	1,760,120	1,734,252	2,166,863	2,599,914	2,719,810	2,527,503	-4,988,240	-5,813,817	1,231,178	1,097,073	1,025,982	914,228	891,181	876,851	426,336	370,105	876,976	467,401	2,977,434	3,193,369
		£ site	72,462,414	21,514,493	9,881,573	4,984,203	2,538,292	1,508,674	991,001	742,925	594,266	466,253	288,858	-7,255,622	-2,114,115	2,735,951	609,485	2,735,951	609,485	938,086	276,900	1,618,998	374,790	333,029	70,998	301,512	202,112
Additional Profit		£ site	71,456,047	20,406,756	10,272,050	4,209,318	2,091,034	1,214,987	782,010	629,874	550,347	428,528	258,389	-9,174,487	-2,435,069	144,889	-65,503	-8,091,023	-1,953,966	-700,349	-214,933	-5,082,470	-1,334,409	-284,554	-181,345	137,394	99,536
		£/m2	677	725	730	593	579	574	574	707	1,024	1,031	802	-504	-535	8	-14	-442	-427	-127	-130	-307	-304	-170	-308	273	299

Typologies H
Site 1

SITE NAME	Site 1	Large Green 1,500

INCOME	Av Size m2	%	Number 1,500		Price £/m2	GDV £	GIA m2
Market Housing	100.6	70%	1,050		3,850	406,525,350	105,591
Shared Ownership	75.8	15%	221		2,503	41,841,249	16,720
Affordable Rent	75.8	15%	230		2,350	40,895,217	17,402
Social Rent	75.8	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	42.86 ha		35	/ha		**489,261,816**	**139,713**
SITE AREA - Gross	61.26 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	72,462,414	1,690,790	1,182,782
Alternative Use Value	1,531,610		25,000
Uplift 0%	0		0
Plus /ha 350,000	21,442,538		350,000
Viability Threshold	**22,974,147**		**375,000**
	£/m2		
Additional Profit	71,456,047	677	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,450,326

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	48,308		72,462,414	
	Stamp Duty		3,612,621		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,086,936	4,699,557	
PLANNING					
	Planning Fee		223,200		
	Architects	4.00%	10,404,608		
	QS / PM	0.50%	1,300,576		
	Planning Consultants	1.00%	2,601,152		
	Other Professional	2.50%	6,502,880	21,032,416	
CONSTRUCTION					
	Build Cost - BCIS Based	1,744	243,716,056		
	s106 / CIL		7,500,000		
	Contingency	2.50%	6,092,901		
	Abnormals		2,806,238	260,115,195	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	14,677,854		
	Legals	0.5%	2,446,309		
	Misc.		0	17,124,164	**375,433,745**

Developers Profit				
	Market Housing	17.50%		**71,141,936**
	Affordable Housing	17.50%		**14,478,882** 57080.54525

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	1500		
No dwgs under	50	462	23,100
No dwgs over 5(	1450	138	200,100
		Total	223,200

Stamp duty calc - Residual	
Land payment	72,462,414
Total	3,612,621

Stamp duty calc - Add Profit		
Land payment		22,974,147
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		1,148,707

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**7,500,000**

Post CIL s106	5,000	£/ Unit (all)	7,500,000
CIL	0	£/m2	0
		Total	**7,500,000**

Build Cost	/m2	
BCIS	1,456	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,744	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	50	100	150	150	150	150	150	150	150	150	150													
Market Housing		13,550,845	27,101,690	40,652,535	40,652,535	40,652,535	40,652,535	40,652,535	40,652,535	40,652,535	40,652,535	40,652,535	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,394,708	2,789,417	4,184,125	4,184,125	4,184,125	4,184,125	4,184,125	4,184,125	4,184,125	4,184,125	4,184,125	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,363,174	2,726,348	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**16,308,727**	**32,617,454**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,612,621																							
Easements etc.	0																							
Legals Acquisition	1,086,936																							
Planning Fee	223,200																							
Architects	10,404,608		0																					
QS	1,300,576		0																					
Planning Consultants	2,601,152		0																					
Other Professional	6,502,880		0																					
Build Cost - BCIS Base		8,123,869	16,247,737	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		250,000	500,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		203,097	406,193	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		93,541	187,083	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	489,262	978,524	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	81,544	163,087	244,631	244,631	244,631	244,631	244,631	244,631	244,631	244,631	244,631	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**25,731,973**	**9,241,312**	**18,482,624**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**27,723,936**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**72,462,414**																							
Interest		5,891,663	5,821,118	5,322,295	4,369,498	3,359,533	2,288,971	1,154,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								71,141,936
Profit on GDV																								14,478,882
Cash Flow	-98,194,387	1,175,752	8,313,712	15,879,950	16,832,747	17,842,712	18,913,275	20,048,072	21,202,246	21,202,246	21,202,246	21,202,246	0	0	0	0	0	0	0	0	0	0	0	-85,620,818
Opening Balanc	0																							
Closing Balanc	-98,194,387	-97,018,634	-88,704,922	-72,824,972	-55,992,224	-38,149,512	-19,236,237	811,835	22,014,081	43,216,326	64,418,572	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	85,620,818	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**16,308,727**	**32,617,454**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**48,926,182**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	22,974,147																							
Stamp Duty	1,148,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	344,612	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	223,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	10,404,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,300,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,601,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	6,502,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	8,123,869	16,247,737	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004													
Post CIL s106		250,000	500,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	203,097	406,193	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	93,541	187,083	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	489,262	978,524	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	1,467,785	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	81,544	163,087	244,631	244,631	244,631	244,631	244,631	244,631	244,631	244,631	244,631	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**51,995,887**	**15,737,316**	**24,978,628**	**34,219,940**	**34,219,940**	**34,219,940**	**34,219,940**	**34,219,940**	**34,219,940**	**34,219,940**	**34,219,940**	**27,723,936**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,119,753	3,272,654	3,010,683	2,308,950	1,565,112	776,645	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								68,984,175
Profit on GDV																								14,478,882
Cash Flow	-51,995,887	-2,548,342	4,366,172	11,695,558	12,397,292	13,141,129	13,929,597	14,706,241	14,706,241	14,706,241	14,706,241	21,202,246	0	0	0	0	0	0	0	0	0	0	0	-83,463,057
Opening Balanc	0																							
Closing Balanc	-51,995,887	-54,544,229	-50,178,057	-38,482,498	-26,085,207	-12,944,078	985,519	15,691,761	30,398,002	45,104,244	59,810,485	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	81,012,731	-2,450,326

Typologies H
Site 2

SITE NAME	Site 2	Large Green 400

INCOME	Av Size m2		%	Number 400		Price £/m2	GDV £	GIA m2
Market Housing	100.5		70%	280		3,850	108,339,000	28,140
Shared Ownership	75.7		15%	59		2,503	11,139,028	4,451
Affordable Rent	75.7		15%	61		2,350	10,887,174	4,633
Social Rent	75.7		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	11.43	ha		35	/ha		**130,365,202**	**37,224**
SITE AREA - Gross	16.34	ha		24	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		21,514,493	1,882,518	1,316,904
Alternative Use Value		408,429		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,718,010		350,000
Viability Threshold		**6,126,439**		**375,000**
		£/m2		
Additional Profit		20,406,756	725	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -714,451

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				21,514,493	
	Land	53,786			
	Stamp Duty		1,065,225		
	Easements etc.		0		
	Legals Acquisition	1.50%	322,717	1,387,942	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,772,838		
	QS / PM	0.50%	346,605		
	Planning Consultants	1.00%	693,210		
	Other Professional	2.50%	1,733,024	5,617,077	
CONSTRUCTION					
	Build Cost - BCIS Based	1,745	64,949,352		
	s106 / CIL		2,000,000		
	Contingency	2.50%	1,623,734		
	Abnormals		747,875	69,320,961	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	3,910,956		
	Legals	0.5%	651,826		
	Misc.		0	4,562,782	**102,403,256**

Developers Profit			
	Market Housing	17.50%	**18,959,325**
	Affordable Housing	17.50%	**3,854,585** 57034.77583

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 50	350	138	48,300
		Total	71,400

Stamp duty calc - Residual		
Land payment		21,514,493
	Total	1,065,225

Stamp duty calc - Add Profit			
Land payment			6,126,439
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	306,322

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**2,000,000**

Post CIL s106	5,000	£/ Unit (all)	2,000,000
CIL	0	£/m2	0
		Total	**2,000,000**

Build Cost	/m2	
BCIS	1,457	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,745	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	50	50	50	50	50	50	50	50																
Market Housing		13,542,375	13,542,375	13,542,375	13,542,375	13,542,375	13,542,375	13,542,375	13,542,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,392,378	1,392,378	1,392,378	1,392,378	1,392,378	1,392,378	1,392,378	1,392,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,065,225																							
Easements etc.	0																							
Legals Acquisition	322,717																							
Planning Fee	71,400																							
Architects	2,772,838		0																					
QS	346,605		0																					
Planning Consultants	693,210		0																					
Other Professional	1,733,024		0																					
Build Cost - BCIS Base		8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		202,967	202,967	202,967	202,967	202,967	202,967	202,967	202,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		93,484	93,484	93,484	93,484	93,484	93,484	93,484	93,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	488,870	488,870	488,870	488,870	488,870	488,870	488,870	488,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	81,478	81,478	81,478	81,478	81,478	81,478	81,478	81,478	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**7,005,019**	**9,235,468**	**9,235,468**	**9,235,468**	**9,235,468**	**9,235,468**	**9,235,468**	**9,235,468**	**9,235,468**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	21,514,493																							
Interest		1,711,171	1,390,230	1,050,033	689,424	307,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								18,959,325
Profit on GDV																								3,854,585
Cash Flow	-28,519,512	5,349,012	5,669,952	6,010,149	6,370,758	6,753,004	7,060,182	7,060,182	7,060,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,813,910
Opening Balance	0																							
Closing Balance	-28,519,512	-23,170,501	-17,500,548	-11,490,399	-5,119,641	1,633,363	8,693,546	15,753,728	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	22,813,910	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**16,295,650**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	6,126,439																							
Stamp Duty	306,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	91,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	2,772,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	346,605	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	693,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,733,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844																
Post CIL s106		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	202,967	202,967	202,967	202,967	202,967	202,967	202,967	202,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	93,484	93,484	93,484	93,484	93,484	93,484	93,484	93,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	488,870	488,870	488,870	488,870	488,870	488,870	488,870	488,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	81,478	81,478	81,478	81,478	81,478	81,478	81,478	81,478	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**14,692,579**	**11,786,312**	**11,786,312**	**11,786,312**	**11,786,312**	**11,786,312**	**11,786,312**	**11,786,312**	**9,235,468**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		881,555	663,888	433,161	188,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								18,625,641
Profit on GDV																								3,854,585
Cash Flow	-14,692,579	3,627,783	3,845,450	4,076,177	4,320,748	4,509,338	4,509,338	4,509,338	7,060,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,480,226
Opening Balance	0																							
Closing Balance	-14,692,579	-11,064,796	-7,219,346	-3,143,169	1,177,579	5,686,917	10,196,255	14,705,593	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	21,765,775	-714,451

Typologies H
Site 3

SITE NAME Site 3 Green 200

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	100.5	70%	140		3,850	54,169,500	14,070
Shared Ownership	75.7	15%	29		2,503	5,569,514	2,226
Affordable Rent	75.7	15%	31		2,350	5,443,587	2,316
Social Rent	75.7	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	5.71 ha		35	/ha		**65,182,601**	**18,612**
SITE AREA - Gross	8.17 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	9,881,573	1,729,275	1,209,704
Alternative Use Value	204,215		25,000
Uplift 0%	0		0
Plus /ha 350,000	2,859,005		350,000
Viability Threshold	3,063,220		375,000
	£/m2		
Additional Profit	10,272,050	730	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -347,126

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				9,881,573	
	Land	49,408			
	Stamp Duty		483,579		
	Easements etc.		0		
	Legals Acquisition	1.50%	148,224	631,802	
PLANNING					
	Planning Fee		43,800		
	Architects	4.00%	1,386,419		
	QS / PM	0.50%	173,302		
	Planning Consultants	1.00%	346,605		
	Other Professional	2.50%	866,512	2,816,638	
CONSTRUCTION					
	Build Cost - BCIS Based	1,745	32,474,676		
	s106 / CIL		1,000,000		
	Contingency	2.50%	811,867		
	Abnormals		373,938	34,660,481	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	1,955,478		
	Legals	0.5%	325,913		
	Misc.		0	2,281,391	**50,271,886**

Developers Profit				
	Market Housing	17.50%		**9,479,663**
	Affordable Housing	17.50%		**1,927,293**

57034.77583

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	200		
No dwgs under	50	462	23,100
No dwgs over 5(	150	138	20,700
		Total	43,800

Stamp duty calc - Residual

Land payment	9,881,573
Total	483,579

Stamp duty calc - Add Profit

Land payment		3,063,220
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		153,161

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**1,000,000**

Post CIL s106	5,000	£/ Unit (all)	1,000,000
CIL	0	£/m2	0
		Total	**1,000,000**

Build Cost	/m2	
BCIS	1,457	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,745	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			8	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12					
Market Housing				0	0	0	2,166,780	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	3,250,170	0
Shared Ownership				0	0	0	222,781	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	334,171	0
Affordable Rent				0	0	0	217,743	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,607,304**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**0**
EXPENDITURE																								
Stamp Duty	483,579																							
Easements etc.	0																							
Legals Acquisition	148,224																							
Planning Fee	43,800																							
Architects	693,210		693,210																					
QS	86,651		86,651																					
Planning Consultants	173,302		173,302																					
Other Professional	433,256		433,256																					
Build Cost - BCIS Base		0	432,996	1,082,489	1,731,983	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,298,987	649,494	0	0	0
s106/CIL		0	13,333	33,333	53,333	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0
Contingency		0	10,825	27,062	43,300	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	32,475	16,237	0	0	0
Abnormals		0	4,986	12,465	19,943	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	14,958	7,479	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	78,219	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	0
Legals	0	0	0	0	0	0	13,037	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,062,021**	**0**	**1,848,559**	**1,155,349**	**1,848,559**	**2,079,629**	**2,170,884**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**2,216,512**	**1,523,303**	**830,093**	**136,883**	**136,883**	**0**
For Residual Valuation Land	**9,881,573**																							
Interest		179,154	181,841	212,297	232,812	264,032	299,187	297,129	276,169	254,895	233,302	211,385	189,139	166,559	143,641	120,379	96,768	72,803	48,478	23,789	0	0	0	0
Market Housing																								9,479,663
Affordable Housing																								1,927,293
Cash Flow	-11,943,595	-179,154	-2,030,400	-1,367,647	-2,081,371	-2,343,661	137,232	1,397,315	1,418,275	1,439,549	1,461,142	1,483,059	1,505,305	1,527,884	1,550,803	1,574,065	1,597,676	1,621,641	1,645,966	2,363,865	3,080,863	3,774,073	3,774,073	-11,406,955
Opening Balanc	0																							
Closing Balance	-11,943,595	-12,122,749	-14,153,149	-15,520,796	-17,602,166	-19,945,828	-19,808,596	-18,411,281	-16,993,006	-15,553,458	-14,092,316	-12,609,257	-11,103,952	-9,576,067	-8,025,265	-6,451,200	-4,853,524	-3,231,883	-1,585,918	777,947	3,858,810	7,632,883	11,406,955	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,607,304**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**3,910,956**	**0**
EXPENDITURE																								
Land	3,063,220																							
Stamp Duty	153,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	45,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	43,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	693,210	0	693,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	86,651	0	86,651	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	173,302	0	173,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	433,256	0	433,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	432,996	1,082,489	1,731,983	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,298,987	649,494	0	0	0
POTENTIAL CIL	-14,487,055		**1,650,607**	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607							
Post CIL s106				40,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	0	0	0
Contingency	0	0	10,825	27,062	43,300	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	32,475	16,237	0	0	0
Abnormals	0	0	4,986	12,465	19,943	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	14,958	7,479	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	78,219	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	117,329	0
Legals	0	0	0	0	0	0	13,037	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	19,555	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-9,794,506**	**0**	**3,485,833**	**2,772,623**	**3,485,833**	**3,730,236**	**3,821,491**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**3,867,119**	**2,216,512**	**2,216,512**	**1,543,303**	**870,093**	**136,883**	**136,883**	**0**
For CIL calculation																								
Interest		0	0	0	0	0	55,200	74,241	74,697	75,160	75,630	76,107	76,591	77,082	77,581	78,087	78,601	79,122	54,892	30,299	0	0	0	0
Market Housing																								9,326,256
Affordable Housing																								1,927,293
Cash Flow	9,794,506	0	-3,485,833	-2,772,623	-3,485,833	-3,730,236	-1,269,388	-30,404	-30,860	-31,323	-31,793	-32,270	-32,754	-33,245	-33,744	-34,250	-34,764	1,615,322	1,639,551	2,337,354	3,040,863	3,774,073	3,774,073	-11,253,548
Opening Balance	0																							
Closing Balance	9,794,506	9,794,506	6,308,674	3,536,051	50,218	-3,680,018	-4,949,405	-4,979,809	-5,010,670	-5,041,993	-5,073,786	-5,106,056	-5,138,810	-5,172,055	-5,205,799	-5,240,050	-5,274,814	-3,659,492	-2,019,941	317,414	3,358,277	7,132,349	10,906,422	-347,126

Typologies H
Site 4

SITE NAME Site 4 Green 100

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	101.4	70%	70		3,800	26,983,800	7,101
Shared Ownership	77.6	15%	15		2,470	2,817,578	1,141
Affordable Rent	77.6	15%	15		2,350	2,790,108	1,187
Social Rent	77.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.86 ha		35	/ha		**32,591,486**	**9,429**
SITE AREA - Gross	4.08 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,984,203	1,744,471	1,220,334
Alternative Use Value	102,107		25,000
Uplift 0%	0		0
Plus /ha 350,000	1,429,503		350,000
Viability Threshold	**1,531,610**		**375,000**

	£/m2	
Additional Profit	4,209,318	593

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -127,056

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	49,842		4,984,203	
	Stamp Duty		238,710		
	Easements etc.		0		
	Legals Acquisition	1.50%	74,763	313,473	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	699,673		
	QS / PM	0.50%	87,459		
	Planning Consultants	1.00%	174,918		
	Other Professional	2.50%	437,296	1,429,346	
CONSTRUCTION					
	Build Cost - BCIS Based	1,739	16,393,323		
	s106 / CIL		500,000		
	Contingency	2.50%	409,833		
	Abnormals		188,675	17,491,831	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	977,745		
	Legals	0.5%	162,957		
	Misc.		0	1,140,702	**25,359,556**

Developers Profit			
	Market Housing	17.50%	**4,722,165**
	Affordable Housing	17.50%	**981,345**

57035.1012

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		4,984,203
	Total	238,710

Stamp duty calc - Add Profit		
Land payment		1,531,610
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	76,580

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**500,000**

Post CIL s106	5,000	£/ Unit (all)	500,000
CIL	0	£/m2	0
		Total	**500,000**

Build Cost	/m2	
BCIS	1,451	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	232	16%
	1,739	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13	12	13														
Market Housing				0	0	0	3,238,056	3,507,894	3,238,056	3,507,894	3,238,056	3,507,894	3,238,056	3,507,894	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	338,109	366,285	338,109	366,285	338,109	366,285	338,109	366,285	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	334,813	362,714	334,813	362,714	334,813	362,714	334,813	362,714	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	238,710																							
Easements etc.	0																							
Legals Acquisition	74,763																							
Planning Fee	30,000																							
Architects	349,837		349,837																					
QS	43,730		43,730																					
Planning Consultants	87,459		87,459																					
Other Professional	218,648		218,648																					
Build Cost - BCIS Base		0	655,733	1,366,110	2,021,843	2,076,488	2,021,843	2,076,488	2,021,843	2,076,488	1,366,110	710,377	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,000	41,667	61,667	63,333	61,667	63,333	61,667	63,333	41,667	21,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	16,393	34,153	50,546	51,912	50,546	51,912	50,546	51,912	34,153	17,759	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	7,547	15,723	23,270	23,899	23,270	23,899	23,270	23,899	15,723	8,176	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	117,329	127,107	117,329	127,107	117,329	127,107	117,329	127,107	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	19,555	21,184	19,555	21,184	19,555	21,184	19,555	21,184	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,043,146**	**0**	**1,399,346**	**1,457,653**	**2,157,326**	**2,215,632**	**2,294,210**	**2,363,923**	**2,294,210**	**2,363,923**	**1,594,537**	**906,271**	**136,884**	**148,291**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	4,984,203																							
Interest		90,410	91,766	114,133	137,710	172,135	207,952	186,820	161,527	139,699	113,700	80,659	31,909	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								4,722,165
Affordable Housing																								981,345
Cash Flow	-6,027,350	-90,410	-1,491,113	-1,571,786	-2,295,036	-2,387,767	1,408,816	1,686,150	1,455,241	1,733,271	2,202,742	3,249,964	3,742,185	4,088,602	0	0	0	0	0	0	0	0	0	-5,703,510
Opening Balanc	0																							
Closing Balance	-6,027,350	-6,117,760	-7,608,873	-9,180,659	-11,475,694	-13,863,462	-12,454,645	-10,768,495	-9,313,254	-7,579,983	-5,377,241	-2,127,277	1,614,908	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	5,703,510	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**3,910,978**	**4,236,893**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,531,610																							
Stamp Duty	76,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	22,974	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	349,837	0	349,837	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,730	0	43,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	87,459	0	87,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	218,648	0	218,648	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	655,733	1,366,110	2,021,843	2,076,488	2,021,843	2,076,488	2,021,843	2,076,488	1,366,110	710,377	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			701,553	701,553	701,553	701,553	701,553	701,553																
Post CIL s106					60,000	65,000	60,000	65,000	60,000	65,000	60,000	65,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	16,393	34,153	50,546	51,912	50,546	51,912	50,546	51,912	34,153	17,759	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	7,547	15,723	23,270	23,899	23,270	23,899	23,270	23,899	15,723	8,176	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	117,329	127,107	117,329	127,107	117,329	127,107	117,329	127,107	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	19,555	21,184	19,555	21,184	19,555	21,184	19,555	21,184	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,360,838**	**0**	**2,080,899**	**2,117,539**	**2,857,212**	**2,918,852**	**2,994,096**	**3,067,143**	**2,292,543**	**2,365,590**	**1,612,870**	**949,604**	**136,884**	**148,291**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		35,413	35,944	67,696	100,475	144,840	190,796	179,904	165,057	143,256	117,335	84,624	36,584	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								4,532,913
Affordable Housing																								981,345
Cash Flow	-2,360,838	-35,413	-2,116,843	-2,185,235	-2,957,687	-3,063,692	726,086	989,846	1,453,378	1,728,047	2,180,773	3,202,666	3,737,510	4,088,602	0	0	0	0	0	0	0	0	0	-5,514,258
Opening Balance	0																							
Closing Balance	-2,360,838	-2,396,250	-4,513,093	-6,698,329	-9,656,016	-12,719,707	-11,993,621	-11,003,775	-9,550,396	-7,822,349	-5,641,576	-2,438,910	1,298,600	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	5,387,202	-127,056

Typologies H
Site 5

SITE NAME Site 5 Green 50

INCOME	Av Size m2	%	Number 50	Price £/m2	GDV £	GIA m2
Market Housing	103.2	70%	35	3,800	13,729,400	3,613
Shared Ownership	81.1	15%	7	2,470	1,472,935	596
Affordable Rent	81.1	15%	8	2,350	1,458,575	621
Social Rent	81.1	0%	0	1,400	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.43 ha		35 /ha		**16,660,910**	**4,830**
SITE AREA - Gross	2.04 ha		24 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,538,292	1,776,805	1,242,953
Alternative Use Value	51,054		25,000
Uplift 0%	0		0
Plus /ha 350,000	714,751		350,000
Viability Threshold	**765,805**		**375,000**

	£/m2	
Additional Profit	2,091,034	579

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -47,891

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	50,766		2,538,292	
	Stamp Duty		116,415		
	Easements etc.		0		
	Legals Acquisition	1.50%	38,074	154,489	
PLANNING					
	Planning Fee		23,100		
	Architects	4.00%	359,251		
	QS / PM	0.50%	44,906		
	Planning Consultants	1.00%	89,813		
	Other Professional	2.50%	224,532	741,601	
CONSTRUCTION					
	Build Cost - BCIS Based	1,743	8,418,775		
	s106 / CIL		250,000		
	Contingency	2.50%	210,469		
	Abnormals		102,020	8,981,264	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	499,827		
	Legals	0.5%	83,305		
	Misc.		0	583,132	**12,998,778**

Developers Profit				
	Market Housing	17.50%		**2,402,645**
	Affordable Housing	17.50%		**513,014**

58313.1836

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	50		
No dwgs under	50	462	23,100
No dwgs over 5(	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		2,538,292
	Total	116,415

Stamp duty calc - Add Profit			
Land payment			765,805
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	38,290

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	5,000	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,455	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,743	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	2,745,880	2,745,880	2,745,880	2,745,880	2,745,880	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	294,587	294,587	294,587	294,587	294,587	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	291,715	291,715	291,715	291,715	291,715	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,332,182**	**3,332,182**	**3,332,182**	**3,332,182**	**3,332,182**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	116,415																							
Easements etc.	0																							
Legals Acquisition	38,074																							
Planning Fee	23,100																							
Architects	179,625		179,625																					
QS	22,453		22,453																					
Planning Consultants	44,906		44,906																					
Other Professional	112,266		112,266																					
Build Cost - BCIS Base		0	561,252	1,122,503	1,683,755	1,683,755	1,683,755	1,122,503	561,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	16,667	33,333	50,000	50,000	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	14,031	28,063	42,094	42,094	42,094	28,063	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,801	13,603	20,404	20,404	20,404	13,603	6,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	99,965	99,965	99,965	99,965	99,965	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,661	16,661	16,661	16,661	16,661	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**536,840**	**0**	**958,001**	**1,197,502**	**1,796,253**	**1,796,253**	**1,912,879**	**1,314,128**	**715,377**	**116,626**	**116,626**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**2,538,292**																							
Interest		46,127	46,819	61,891	80,782	108,938	137,515	118,289	89,792	51,887	4,432	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,402,645
Affordable Housing																								513,014
Cash Flow	-3,075,132	-46,127	-1,004,820	-1,259,393	-1,877,035	-1,905,190	1,281,787	1,899,765	2,527,012	3,163,669	3,211,124	0	0	0	0	0	0	0	0	0	0	0	0	-2,915,659
Opening Balanc	0																							
Closing Balance	-3,075,132	-3,121,259	-4,126,079	-5,385,472	-7,262,507	-9,167,698	-7,885,910	-5,986,145	-3,459,133	-295,464	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	2,915,659	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,332,182**	**3,332,182**	**3,332,182**	**3,332,182**	**3,332,182**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	765,805																							
Stamp Duty	38,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	11,487	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	23,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	179,625	0	179,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	22,453	0	22,453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	44,906	0	44,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	112,266	0	112,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	561,252	1,122,503	1,683,755	1,683,755	1,683,755	1,122,503	561,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**697,011**	697,011	697,011																			
Post CIL s106					50,000	50,000	50,000	50,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	14,031	28,063	42,094	42,094	42,094	28,063	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,801	13,603	20,404	20,404	20,404	13,603	6,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	99,965	99,965	99,965	99,965	99,965	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,661	16,661	16,661	16,661	16,661	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,197,933**	**0**	**1,638,346**	**1,861,180**	**2,493,264**	**1,796,253**	**1,912,879**	**1,330,795**	**748,711**	**116,626**	**116,626**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		17,969	18,239	43,087	71,651	110,125	138,721	119,512	91,284	53,901	6,476	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,312,207
Affordable Housing																								513,014
Cash Flow	-1,197,933	-17,969	-1,656,585	-1,904,267	-2,564,916	-1,906,378	1,280,582	1,881,875	2,492,187	3,161,655	3,209,079	0	0	0	0	0	0	0	0	0	0	0	0	-2,825,222
Opening Balance	0																							
Closing Balance	-1,197,933	-1,215,902	-2,872,487	-4,776,754	-7,341,670	-9,248,047	-7,967,465	-6,085,590	-3,593,403	-431,748	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	2,777,331	-47,891

Typologies H
Site 6

SITE NAME Site 6 Green 30

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			30				
Market Housing	100.8	70%	21		3,800	8,044,600	2,117
Shared Ownership	73.3	15%	4		2,470	798,798	323
Affordable Rent	73.3	15%	5		2,350	791,010	337
Social Rent	73.3	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.86 ha		35	/ha		**9,634,408**	**2,777**
SITE AREA - Gross	1.23 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,508,674	1,760,120	1,231,282
Alternative Use Value	30,632		25,000
Uplift 0%	0		0
Plus /ha 350,000	428,851		350,000
Viability Threshold	**459,483**		**375,000**

	£/m2	
Additional Profit	1,214,987	574

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -6,700

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				1,508,674	
	Land	50,289			
	Stamp Duty		64,934		
	Easements etc.		0		
	Legals Acquisition	1.50%	22,630	87,564	
PLANNING					
	Planning Fee		13,860		
	Architects	4.00%	206,467		
	QS / PM	0.50%	25,808		
	Planning Consultants	1.00%	51,617		
	Other Professional	2.50%	129,042	426,795	
CONSTRUCTION					
	Build Cost - BCIS Based	1,742	4,836,255		
	s106 / CIL		150,000		
	Contingency	2.50%	120,906		
	Abnormals		54,520	5,161,681	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	289,032		
	Legals	0.5%	48,172		
	Misc.		0	337,204	**7,521,918**

Developers Profit			
	Market Housing	17.50%	**1,407,805**
	Affordable Housing	17.50%	**278,216**

56200.71333

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		1,508,674
	Total	64,934

Stamp duty calc - Add Profit			
Land payment			459,483
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	22,974

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	5,000	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,454	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,742	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10																			
Market Housing				0	0	0	2,681,533	2,681,533	2,681,533	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	266,266	266,266	266,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,670	263,670	263,670	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,211,469**	**3,211,469**	**3,211,469**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	64,934																							
Easements etc.	0																							
Legals Acquisition	22,630																							
Planning Fee	13,860																							
Architects	103,234		103,234																					
QS	12,904		12,904																					
Planning Consultants	25,808		25,808																					
Other Professional	64,521		64,521																					
Build Cost - BCIS Base		0	537,362	1,074,723	1,612,085	1,074,723	537,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	16,667	33,333	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	13,434	26,868	40,302	26,868	13,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,058	12,116	18,173	12,116	6,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	96,344	96,344	96,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,057	16,057	16,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**307,891**	**0**	**779,987**	**1,147,040**	**1,720,560**	**1,147,040**	**685,922**	**112,401**	**112,401**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,508,674**																							
Interest		27,248	27,657	39,772	57,574	84,246	102,715	66,373	20,882	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,407,805
Affordable Housing																								278,216
Cash Flow	-1,816,565	-27,248	-807,645	-1,186,812	-1,778,134	-1,231,286	2,422,832	3,032,695	3,078,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,686,021
Opening Balanc	0																							
Closing Balance	-1,816,565	-1,843,814	-2,651,458	-3,838,271	-5,616,405	-6,847,691	-4,424,859	-1,392,164	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	1,686,021	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,211,469**	**3,211,469**	**3,211,469**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	459,483																							
Stamp Duty	22,974	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	6,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	103,234	0	103,234	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	12,904	0	12,904	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	25,808	0	25,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	64,521	0	64,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	537,362	1,074,723	1,612,085	1,074,723	537,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**1,214,987**																					
Post CIL s106					50,000	50,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	13,434	26,868	40,302	26,868	13,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,058	12,116	18,173	12,116	6,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	96,344	96,344	96,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,057	16,057	16,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**709,677**	**0**	**1,978,308**	**1,113,707**	**1,720,560**	**1,163,707**	**719,255**	**112,401**	**112,401**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		10,645	10,805	40,642	57,957	84,634	103,360	67,527	22,054	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,335,253
Affordable Housing																								278,216
Cash Flow	-709,677	-10,645	-1,989,112	-1,154,348	-1,778,517	-1,248,341	2,388,855	3,031,541	3,077,014	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,613,469
Opening Balance	0																							
Closing Balance	-709,677	-720,322	-2,709,434	-3,863,783	-5,642,300	-6,890,641	-4,501,786	-1,470,245	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	1,606,769	-6,700

Typologies H
Site 7

SITE NAME	Site 7	Green 20

INCOME	Av Size m2		%	Number 20		Price £/m2	GDV £	GIA m2
Market Housing	97.4		70%	14		3,800	5,179,400	1,363
Shared Ownership	81.2		15%	3		2,470	589,416	239
Affordable Rent	81.2		15%	3		2,350	583,670	248
Social Rent	81.2		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.57	ha		35	/ha		**6,352,486**	**1,850**
SITE AREA - Gross	0.82	ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		991,001	1,734,252	1,213,186
Alternative Use Value		20,421		25,000
Uplift	0%	0		0
Plus /ha	350,000	285,901		350,000
Viability Threshold		**306,322**		**375,000**

	£/m2	
Additional Profit	782,010	574

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -6,381

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	49,550		991,001	
	Stamp Duty		39,050		
	Easements etc.		0		
	Legals Acquisition	1.50%	14,865	53,915	
PLANNING					
	Planning Fee		9,240		
	Architects	4.00%	136,333		
	QS / PM	0.50%	17,042		
	Planning Consultants	1.00%	34,083		
	Other Professional	2.50%	85,208	281,906	
CONSTRUCTION					
	Build Cost - BCIS Based	1,728	3,196,281		
	s106 / CIL		100,000		
	Contingency	2.50%	79,907		
	Abnormals		32,135	3,408,323	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	190,575		
	Legals	0.5%	31,762		
	Misc.		0	222,337	**4,957,483**

Developers Profit				
	Market Housing	17.50%		**906,395**
	Affordable Housing	17.50%		**205,290**

55584.249

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	20		
No dwgs under	20	462	9,240
No dwgs over 5(	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		991,001
	Total	39,050

Stamp duty calc - Add Profit			
Land payment			306,322
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	12,253

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**100,000**
Post CIL s106	5,000	£/ Unit (all)	100,000
CIL	0	£/m2	0
		Total	**100,000**

Build Cost	/m2	
BCIS	1,442	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	231	16%
	1,728	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	1,294,850	1,294,850	1,294,850	1,294,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	147,354	147,354	147,354	147,354	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	145,917	145,917	145,917	145,917	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,588,121**	**1,588,121**	**1,588,121**	**1,588,121**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	39,050																							
Easements etc.	0																							
Legals Acquisition	14,865																							
Planning Fee	9,240																							
Architects	68,166		68,166																					
QS	8,521		8,521																					
Planning Consultants	17,042		17,042																					
Other Professional	42,604		42,604																					
Build Cost - BCIS Base		0	266,357	532,714	799,070	799,070	532,714	266,357	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,659	13,318	19,977	19,977	13,318	6,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,678	5,356	8,034	8,034	5,356	2,678	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	47,644	47,644	47,644	47,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,941	7,941	7,941	7,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**199,488**	**0**	**420,360**	**568,054**	**852,081**	**852,081**	**623,638**	**339,611**	**55,584**	**55,584**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**991,001**																							
Interest		17,857	18,125	24,702	33,594	46,879	60,363	46,802	28,776	6,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								906,395
Affordable Housing																								205,290
Cash Flow	-1,190,489	-17,857	-438,485	-592,756	-885,675	-898,960	904,120	1,201,709	1,503,761	1,526,318	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,111,685
Opening Balanc	0																							
Closing Balance	-1,190,489	-1,208,347	-1,646,832	-2,239,588	-3,125,263	-4,024,223	-3,120,103	-1,918,394	-414,633	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	1,111,685	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,588,121**	**1,588,121**	**1,588,121**	**1,588,121**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	306,322																							
Stamp Duty	12,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	68,166	0	68,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,521	0	8,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,042	0	17,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	42,604	0	42,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	266,357	532,714	799,070	799,070	532,714	266,357	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**391,005**	391,005																				
Post CIL s106					25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,659	13,318	19,977	19,977	13,318	6,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,678	5,356	8,034	8,034	5,356	2,678	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	47,644	47,644	47,644	47,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,941	7,941	7,941	7,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**468,743**	**0**	**803,032**	**942,392**	**852,081**	**852,081**	**631,971**	**356,278**	**55,584**	**55,584**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		7,031	7,137	19,289	33,714	47,001	60,488	47,053	29,281	6,732	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								878,106
Affordable Housing																								205,290
Cash Flow	-468,743	-7,031	-810,168	-961,681	-885,795	-899,082	895,662	1,184,791	1,503,256	1,525,805	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,083,395
Opening Balance	0																							
Closing Balance	-468,743	-475,774	-1,285,942	-2,247,623	-3,133,418	-4,032,500	-3,136,838	-1,952,047	-448,791	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	1,077,015	-6,381

Typologies H
Site 8

SITE NAME Site 8 Green 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	106.1	70%	8		3,800	3,387,510	891
Shared Ownership	71.8	15%	2		2,470	312,620	127
Affordable Rent	71.8	15%	2		2,350	309,573	132
Social Rent	71.8	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.34 ha		35	/ha		**4,009,703**	**1,150**
SITE AREA - Gross	0.49 ha		24	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	742,925	2,166,863	1,515,816
Alternative Use Value	24,506		50,000
Uplift 0%	0		0
Plus /ha 350,000	171,540		350,000
Viability Threshold	**196,046**		**400,000**
	£/m2		
Additional Profit	629,874	707	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -4,959

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	61,910		742,925	
	Stamp Duty		26,646		
	Easements etc.		0		
	Legals Acquisition	1.50%	11,144	37,790	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	81,379		
	QS / PM	0.50%	10,172		
	Planning Consultants	1.00%	20,345		
	Other Professional	2.50%	50,862	168,301	
CONSTRUCTION					
	Build Cost - BCIS Based	1,654	1,901,900		
	s106 / CIL		60,000		
	Contingency	2.50%	47,548		
	Abnormals		25,018	2,034,465	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	120,291		
	Legals	0.5%	20,049		
	Misc.		0	140,340	**3,123,821**

Developers Profit			
	Market Housing	17.50%	**592,814**
	Affordable Housing	17.50%	**108,884**

58474.836

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual

Land payment		742,925
	Total	26,646

Stamp duty calc - Add Profit

Land payment			196,046
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	7,842

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	5,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Build Cost	/m2	
BCIS	1,441	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	159	11%
	1,654	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	1,129,170	1,129,170	1,129,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	104,207	104,207	104,207	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	103,191	103,191	103,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,336,568**	**1,336,568**	**1,336,568**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	26,646																							
Easements etc.	0																							
Legals Acquisition	11,144																							
Planning Fee	5,544																							
Architects	40,689		40,689																					
QS	5,086		5,086																					
Planning Consultants	10,172		10,172																					
Other Professional	25,431		25,431																					
Build Cost - BCIS Base		0	211,322	422,644	633,967	422,644	211,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	6,667	13,333	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	5,283	10,566	15,849	10,566	5,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,780	5,559	8,339	5,559	2,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	40,097	40,097	40,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,683	6,683	6,683	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**124,713**	**0**	**307,430**	**452,103**	**678,155**	**452,103**	**272,832**	**46,780**	**46,780**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**742,925**																							
Interest		13,015	13,210	18,019	25,071	35,620	42,935	27,623	8,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								592,814
Affordable Housing																								108,884
Cash Flow	-867,637	-13,015	-320,640	-470,123	-703,226	-487,723	1,020,801	1,262,164	1,281,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-701,698
Opening Balanc	0																							
Closing Balance	-867,637	-880,652	-1,201,292	-1,671,415	-2,374,641	-2,862,364	-1,841,563	-579,399	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	701,698	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,336,568**	**1,336,568**	**1,336,568**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	196,046																							
Stamp Duty	7,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	40,689	0	40,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	5,086	0	5,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	10,172	0	10,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	25,431	0	25,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	211,322	422,644	633,967	422,644	211,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**629,874**																					
Post CIL s106					20,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	5,283	10,566	15,849	10,566	5,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,780	5,559	8,339	5,559	2,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	40,097	40,097	40,097	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,683	6,683	6,683	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**293,751**	**0**	**930,638**	**438,770**	**678,155**	**458,770**	**286,165**	**46,780**	**46,780**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,406	4,472	18,499	25,358	35,911	43,331	28,225	9,301	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								556,466
Affordable Housing																								108,884
Cash Flow	-293,751	-4,406	-935,110	-457,269	-703,513	-494,681	1,007,072	1,261,563	1,280,486	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-665,350
Opening Balance	0																							
Closing Balance	-293,751	-298,157	-1,233,267	-1,690,536	-2,394,049	-2,888,730	-1,881,658	-620,095	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	660,391	-4,959

Typologies H
Site 9

SITE NAME Site 9 Green 8

INCOME	Av Size m2	%	Number 8		Price £/m2	GDV £	GIA m2
Market Housing	96.0	70%	6		4,000	2,150,400	538
Shared Ownership	96.0	15%	1		2,600	293,530	113
Affordable Rent	96.0	15%	1		2,350	276,134	118
Social Rent	96.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.23 ha		35	/ha		**2,720,064**	**768**
SITE AREA - Gross	0.23 ha		35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	594,266	2,599,914	2,599,914
Alternative Use Value	11,429		50,000
Uplift 0%	0		0
Plus /ha 350,000	80,000		350,000
Viability Threshold	**91,429**		**400,000**
	£/m2		
Additional Profit	550,347	1,024	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,749

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	74,283		594,266	
	Stamp Duty		19,213		
	Easements etc.		0		
	Legals Acquisition	1.50%	8,914	28,127	
PLANNING					
	Planning Fee		3,696		
	Architects	4.00%	51,486		
	QS / PM	0.50%	6,436		
	Planning Consultants	1.00%	12,871		
	Other Professional	2.50%	32,179	106,668	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	1,209,117		
	s106 / CIL		40,000		
	Contingency	2.50%	30,228		
	Abnormals		7,800	1,287,145	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	81,602		
	Legals	0.5%	13,600		
	Misc.		0	95,202	**2,111,408**

Developers Profit			
	Market Housing	17.50%	**376,320**
	Affordable Housing	17.50%	**99,691**

59501.4

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	8		
No dwgs under	8	462	3,696
No dwgs over 5(	0	138	0
		Total	3,696

Stamp duty calc - Residual

Land payment		594,266
	Total	19,213

Stamp duty calc - Add Profit

Land payment		91,429
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
	Total	3,657

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**40,000**
Post CIL s106	5,000	£/ Unit (all)	40,000
CIL	0	£/m2	0
		Total	**40,000**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2	2																		
Market Housing				0	0	0	537,600	537,600	537,600	537,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	73,382	73,382	73,382	73,382	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	69,034	69,034	69,034	69,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**680,016**	**680,016**	**680,016**	**680,016**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	19,213																							
Easements etc.	0																							
Legals Acquisition	8,914																							
Planning Fee	3,696																							
Architects	25,743		25,743																					
QS	3,218		3,218																					
Planning Consultants	6,436		6,436																					
Other Professional	16,089		16,089																					
Build Cost - BCIS Base		0	100,760	201,519	302,279	302,279	201,519	100,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,519	5,038	7,557	7,557	5,038	2,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	650	1,300	1,950	1,950	1,300	650	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	20,400	20,400	20,400	20,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,400	3,400	3,400	3,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**83,309**	**0**	**158,748**	**214,524**	**321,786**	**321,786**	**238,325**	**131,063**	**23,801**	**23,801**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**594,266**																							
Interest		10,164	10,316	12,852	16,263	21,333	26,480	20,252	12,322	2,663	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								376,320
Affordable Housing																								99,691
Cash Flow	-677,575	-10,164	-169,064	-227,376	-338,049	-343,120	415,211	528,701	643,894	653,552	0	0	0	0	0	0	0	0	0	0	0	0	0	-476,011
Opening Balanc	0																							
Closing Balance	-677,575	-687,739	-856,803	-1,084,179	-1,422,228	-1,765,347	-1,350,136	-821,435	-177,541	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**680,016**	**680,016**	**680,016**	**680,016**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	91,429																							
Stamp Duty	3,657	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	25,743	0	25,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,218	0	3,218	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,436	0	6,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,089	0	16,089	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	100,760	201,519	302,279	302,279	201,519	100,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			275,174	275,174																				
Post CIL s106					10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,519	5,038	7,557	7,557	5,038	2,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	650	1,300	1,950	1,950	1,300	650	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	20,400	20,400	20,400	20,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,400	3,400	3,400	3,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**151,639**	**0**	**430,588**	**483,031**	**321,786**	**321,786**	**241,658**	**137,729**	**23,801**	**23,801**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,275	2,309	8,802	16,180	21,249	26,395	20,215	12,384	2,727	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								373,768
Affordable Housing																								99,691
Cash Flow	-151,639	-2,275	-432,897	-491,833	-337,966	-343,035	411,963	522,071	643,831	653,489	0	0	0	0	0	0	0	0	0	0	0	0	0	-473,460
Opening Balance	0																							
Closing Balance	-151,639	-153,914	-586,810	-1,078,643	-1,416,609	-1,759,645	-1,347,681	-825,610	-181,779	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	-1,749

Typologies H
Site 10

SITE NAME	Site 10	Green 6

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	99.0	70%	4		4,000	1,663,200	416
Shared Ownership	99.0	15%	1		2,600	227,027	87
Affordable Rent	99.0	15%	1		2,350	213,573	91
Social Rent	99.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.17 ha		35	/ha		**2,103,800**	**594**
SITE AREA - Gross	0.17 ha		35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	466,253	2,719,810	2,719,810
Alternative Use Value	8,571		50,000
Uplift 0%	0		0
Plus /ha 350,000	60,000		350,000
Viability Threshold	**68,571**		**400,000**

	£/m2	
Additional Profit	428,528	1,031

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 960

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	77,709		466,253	
	Stamp Duty		12,813		
	Easements etc.		0		
	Legals Acquisition	1.50%	6,994	19,806	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	39,776		
	QS / PM	0.50%	4,972		
	Planning Consultants	1.00%	9,944		
	Other Professional	2.50%	24,860	82,324	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	935,176		
	s106 / CIL		30,000		
	Contingency	2.50%	23,379		
	Abnormals		5,850	994,406	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	63,114		
	Legals	0.5%	10,519		
	Misc.		0	73,633	**1,636,423**

Developers Profit				
	Market Housing	17.50%		**291,060**
	Affordable Housing	17.50%		**77,105**

61360.81875

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		466,253
	Total	12,813

Stamp duty calc - Add Profit			
Land payment			68,571
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	2,057

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	5,000	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	831,600	831,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	113,513	113,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	106,786	106,786	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,051,900**	**1,051,900**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	12,813																							
Easements etc.	0																							
Legals Acquisition	6,994																							
Planning Fee	2,772																							
Architects	19,888		19,888																					
QS	2,486		2,486																					
Planning Consultants	4,972		4,972																					
Other Professional	12,430		12,430																					
Build Cost - BCIS Base		0	155,863	311,725	311,725	155,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	5,000	10,000	10,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,897	7,793	7,793	3,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	975	1,950	1,950	975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,557	31,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,259	5,259	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**62,355**	**0**	**205,511**	**331,469**	**331,469**	**165,734**	**36,816**	**36,816**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**466,253**																							
Interest		7,929	8,048	11,251	16,392	21,610	24,420	9,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								291,060
Affordable Housing																								77,105
Cash Flow	-528,608	-7,929	-213,559	-342,720	-347,861	-187,344	990,663	1,005,523	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-368,165
Opening Balanc	0																							
Closing Balance	-528,608	-536,537	-750,096	-1,092,816	-1,440,676	-1,628,021	-637,358	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,051,900**	**1,051,900**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	68,571																							
Stamp Duty	2,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,888	0	19,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,486	0	2,486	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,972	0	4,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	12,430	0	12,430	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	155,863	311,725	311,725	155,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			428,528																					
Post CIL s106					15,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,897	7,793	7,793	3,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	975	1,950	1,950	975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	31,557	31,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,259	5,259	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**114,205**	**0**	**629,038**	**321,469**	**336,469**	**175,734**	**36,816**	**36,816**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,713	1,739	11,200	16,190	21,480	24,439	9,579	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								288,846
Affordable Housing																								77,105
Cash Flow	-114,205	-1,713	-630,777	-332,669	-352,659	-197,215	990,645	1,005,504	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-365,951
Opening Balance	0																							
Closing Balance	-114,205	-115,918	-746,695	-1,079,364	-1,432,023	-1,629,238	-638,593	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	960

Typologies H
Site 11

SITE NAME Site 11 Green 4

INCOME	Av Size m2	%	Number 4		Price £/m2	GDV £	GIA m2
Market Housing	115.0	70%	3		4,000	1,288,000	322
Shared Ownership	115.0	15%	1		2,600	175,812	68
Affordable Rent	115.0	15%	1		2,350	165,393	70
Social Rent	115.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.11 ha		35	/ha		**1,629,205**	**460**
SITE AREA - Gross	0.11 ha		35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	288,858	2,527,503	2,527,503
Alternative Use Value	5,714		50,000
Uplift 0%	0		0
Plus /ha 350,000	40,000		350,000
Viability Threshold	**45,714**		**400,000**
	£/m2		
Additional Profit	258,389	802	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 55

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	72,214		288,858	
	Stamp Duty		3,943		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,333	8,276	
PLANNING					
	Planning Fee		1,848		
	Architects	4.00%	33,899		
	QS / PM	0.50%	4,237		
	Planning Consultants	1.00%	8,475		
	Other Professional	2.50%	21,187	69,646	
CONSTRUCTION					
	Build Cost - BCIS Based	1,717	789,830		
	s106 / CIL		20,000		
	Contingency	2.50%	19,746		
	Abnormals		17,900	847,475	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	48,876		
	Legals	0.5%	8,146		
	Misc.		0	57,022	**1,271,277**

Developers Profit				
	Market Housing	17.50%		**225,400**
	Affordable Housing	17.50%		**59,711**

71277.71875

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	4		
No dwgs under	4	462	1,848
No dwgs over 5(	0	138	0
		Total	1,848

Stamp duty calc - Residual		
Land payment		288,858
	Total	3,943

Stamp duty calc - Add Profit			
Land payment			45,714
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	1,371

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**20,000**

Post CIL s106	5,000	£/ Unit (all)	20,000
CIL	0	£/m2	0
		Total	**20,000**

Build Cost	/m2	
BCIS	1,496	
Sustainability	46	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	165	11%
	1,717	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2																				
Market Housing				0	0	0	644,000	644,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	87,906	87,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	82,697	82,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**814,603**	**814,603**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,943																							
Easements etc.	0																							
Legals Acquisition	4,333																							
Planning Fee	1,848																							
Architects	16,950		16,950																					
QS	2,119		2,119																					
Planning Consultants	4,237		4,237																					
Other Professional	10,593		10,593																					
Build Cost - BCIS Base		0	131,638	263,277	263,277	131,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,291	6,582	6,582	3,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,983	5,967	5,967	2,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	24,438	24,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,073	4,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**44,023**	**0**	**175,145**	**282,492**	**282,492**	**141,246**	**28,511**	**28,511**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**288,858**																							
Interest		4,993	5,068	7,771	12,125	16,544	18,911	7,404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								225,400
Affordable Housing																								59,711
Cash Flow	-332,880	-4,993	-180,213	-290,263	-294,617	-157,790	767,180	778,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-285,111
Opening Balanc	0																							
Closing Balance	-332,880	-337,873	-518,086	-808,350	-1,102,967	-1,260,757	-493,577	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**814,603**	**814,603**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	45,714																							
Stamp Duty	1,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	686	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,848	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	16,950	0	16,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,119	0	2,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,237	0	4,237	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,593	0	10,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	131,638	263,277	263,277	131,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			258,389																					
Post CIL s106					10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,291	6,582	6,582	3,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,983	5,967	5,967	2,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	24,438	24,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,073	4,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**83,518**	**0**	**430,200**	**275,825**	**285,825**	**147,913**	**28,511**	**28,511**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,253	1,272	7,744	11,997	16,465	18,930	7,423	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								224,053
Affordable Housing																								59,711
Cash Flow	-83,518	-1,253	-431,472	-283,569	-297,822	-164,377	767,161	778,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-283,764
Opening Balance	0																							
Closing Balance	-83,518	-84,771	-516,243	-799,812	-1,097,634	-1,262,011	-494,850	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	55

Typologies H
Site 12

SITE NAME Site 12 V High Density 400

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	65.0	70%	280	3,900	70,980,000	18,200
Shared Ownership	58.6	15%	59	2,535	8,734,799	3,446
Affordable Rent	58.6	15%	61	2,350	8,427,852	3,586
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	1.45 ha		275 /ha		**88,142,651**	**25,232**
SITE AREA - Gross	1.45 ha		275 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-7,255,622	-4,988,240	-4,988,240
Alternative Use Value	2,327,273	1,600,000	
Uplift 20%	465,455	320,000	
Plus /ha 0	0	0	
Viability Threshold	**2,792,727**		**1,920,000**
	£/m2		
Additional Profit	**-9,174,487**	**-504**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,773,965

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-18,139		-7,255,622
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-108,834	-108,834
PLANNING				
	Planning Fee		71,400	
	Architects	4.00%	2,795,754	
	QS / PM	0.50%	349,469	
	Planning Consultants	1.00%	698,938	
	Other Professional	2.50%	1,747,346	5,662,907
CONSTRUCTION				
	Build Cost - BCIS Based	2,405	60,687,675	
	s106 / CIL		3,020,400	
	Contingency	5.00%	3,034,384	
	Abnormals		3,151,384	69,893,842
FINANCE				
	Fees		0	
	Interest	6.00%		
	Legal and Valuation		0	0
SALES				
	Agents	3.0%	2,644,280	
	Legals	0.5%	440,713	
	Misc.		0	3,084,993 **71,277,286**

Developers Profit			
	Market Housing	17.50%	**12,421,500**
	Affordable Housing	17.50%	**3,003,464** 38562.40973

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual

Land payment	-7,255,622
Total	0

Stamp duty calc - Add Profit

Land payment			2,792,727
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	2,195	
Sustainability	68	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	132	6%
	2,405	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	4,436,250	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-108,834																							
Planning Fee	71,400																							
Architects	1,397,877		1,397,877																					
QS	174,735		174,735																					
Planning Consultants	349,469		349,469																					
Other Professional	873,673		873,673																					
Build Cost - BCIS Base		0	1,264,327	2,528,653	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	63,216	126,433	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	126,433	63,216	0	0	0	0
Abnormals		0	65,654	131,308	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	131,308	65,654	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	0	0
Legals	0	0	0	0	0	0	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,758,319**	**0**	**4,251,875**	**2,912,243**	**4,368,365**	**4,368,365**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**4,561,177**	**3,105,055**	**1,648,934**	**192,812**	**192,812**	**0**	**0**
For Residual Valuation Land	-7,255,622																							
Interest		0	0	0	40,002	106,128	173,245	161,628	149,836	137,868	125,719	113,389	100,874	88,171	75,277	62,191	48,907	35,425	21,740	0	0	0	0	0
Market Housing																								12,421,500
Affordable Housing																								3,003,464
Cash Flow	4,497,302	0	-4,251,875	-2,912,243	-4,408,367	-4,474,493	774,493	786,111	797,902	809,871	822,019	834,349	846,865	859,568	872,461	885,548	898,831	912,314	2,382,120	3,859,982	5,316,104	5,316,104	0	-15,424,964
Opening Balanc	0																							
Closing Balanc	4,497,302	4,497,302	245,427	-2,666,817	-7,075,184	-11,549,677	-10,775,183	-9,989,073	-9,191,170	-8,381,299	-7,559,280	-6,724,931	-5,878,067	-5,018,499	-4,146,038	-3,260,490	-2,361,659	-1,449,345	932,775	4,792,757	10,108,860	15,424,964	15,424,964	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**0**	**0**
EXPENDITURE																								
Land	2,792,727																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	41,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,397,877	0	1,397,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	174,735	0	174,735	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	349,469	0	349,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	873,673	0	873,673	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,264,327	2,528,653	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0
POTENTIAL CIL			-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	63,216	126,433	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	126,433	63,216	0	0	0	0
Abnormals	0	0	65,654	131,308	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	131,308	65,654	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	165,267	0	0
Legals	0	0	0	0	0	0	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	27,545	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**5,701,772**	**0**	**3,533,630**	**2,131,073**	**3,713,045**	**3,713,045**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**3,905,857**	**4,561,177**	**4,561,177**	**3,167,980**	**1,774,784**	**192,812**	**192,812**	**0**	**0**
For CIL calculation																								
Interest		85,527	86,809	141,116	175,199	233,523	292,721	273,066	253,116	232,867	212,314	191,453	170,279	148,787	126,973	104,832	82,358	69,378	56,202	21,931	0	0	0	0
Market Housing																								12,652,828
Affordable Housing																								3,003,464
Cash Flow	-5,701,772	-85,527	-3,620,439	-2,272,189	-3,888,244	-3,946,567	1,310,338	1,329,993	1,349,943	1,370,192	1,390,745	1,411,606	1,432,780	1,454,272	1,476,086	1,498,227	865,380	878,361	2,284,733	3,712,201	5,316,104	5,316,104	0	-15,656,292
Opening Balance	0																							
Closing Balance	-5,701,772	-5,787,298	-9,407,738	-11,679,927	-15,568,170	-19,514,738	-18,204,400	-16,874,407	-15,524,464	-14,154,272	-12,763,527	-11,351,921	-9,919,140	-8,464,869	-6,988,783	-5,490,555	-4,625,175	-3,746,814	-1,462,081	2,250,119	7,566,223	12,882,327	12,882,327	-2,773,965

Typologies H
Site 13

SITE NAME Site 13 V High Density 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	65.0		70%	70		3,900	17,745,000	4,550
Shared Ownership	58.6		15%	15		2,535	2,183,700	861
Affordable Rent	58.6		15%	15		2,350	2,106,963	897
Social Rent	58.6		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.36	ha		275	/ha		**22,035,663**	**6,308**
SITE AREA - Gross	0.36	ha		275	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-2,114,115	-5,813,817	-5,813,817
Alternative Use Value	581,818	1,600,000	
Uplift 20%	116,364	320,000	
Plus /ha 0	0	0	
Viability Threshold	**698,182**		**1,920,000**
	£/m2		
Additional Profit	-2,435,069	-535	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -556,887

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-2,114,115	
	Land	-21,141			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-31,712	-31,712	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	698,938		
	QS / PM	0.50%	87,367		
	Planning Consultants	1.00%	174,735		
	Other Professional	2.50%	436,837	1,427,877	
CONSTRUCTION					
	Build Cost - BCIS Based	2,405	15,171,919		
	s106 / CIL		755,100		
	Contingency	5.00%	758,596		
	Abnormals		787,846	17,473,461	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	661,070		
	Legals	0.5%	110,178		
	Misc.		0	771,248	**17,526,759**

Developers Profit			
	Market Housing	17.50%	**3,105,375**
	Affordable Housing	17.50%	**750,866**

38562.40973

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-2,114,115
Total	0

Stamp duty calc - Add Profit			
Land payment			698,182
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	2,195	
Sustainability	68	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	132	6%
	2,405	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,436,250	4,436,250	4,436,250	4,436,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-31,712																							
Planning Fee	30,000																							
Architects	349,469		349,469																					
QS	43,684		43,684																					
Planning Consultants	87,367		87,367																					
Other Professional	218,418		218,418																					
Build Cost - BCIS Base		0	1,264,327	2,528,653	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	63,216	126,433	189,649	189,649	126,433	63,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	65,654	131,308	196,961	196,961	131,308	65,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	165,267	165,267	165,267	165,267	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,545	27,545	27,545	27,545	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**697,227**	**0**	**2,155,060**	**2,912,243**	**4,368,365**	**4,368,365**	**3,105,055**	**1,648,934**	**192,812**	**192,812**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,114,115																							
Interest		0	0	11,073	54,922	121,272	188,616	155,388	99,819	21,574	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,105,375
Affordable Housing																								750,866
Cash Flow	1,416,889	0	-2,155,060	-2,923,316	-4,423,287	-4,489,637	2,215,244	3,704,594	5,216,285	5,294,529	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,856,241
Opening Balanc	0																							
Closing Balance	1,416,889	1,416,889	-738,172	-3,661,488	-8,084,775	-12,574,412	-10,359,168	-6,654,573	-1,438,288	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	3,856,241	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,508,916**	**5,508,916**	**5,508,916**	**5,508,916**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	698,182																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	10,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	349,469	0	349,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,684	0	43,684	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	87,367	0	87,367	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	218,418	0	218,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,264,327	2,528,653	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,217,535	-1,217,535																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	63,216	126,433	189,649	189,649	126,433	63,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	65,654	131,308	196,961	196,961	131,308	65,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	165,267	165,267	165,267	165,267	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,545	27,545	27,545	27,545	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,437,593**	**0**	**874,600**	**1,568,859**	**4,368,365**	**4,368,365**	**3,167,980**	**1,774,784**	**192,812**	**192,812**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		21,564	21,887	35,335	59,398	125,814	193,227	161,011	107,414	29,284	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,140,580
Affordable Housing																								750,866
Cash Flow	-1,437,593	-21,564	-896,488	-1,604,193	-4,427,763	-4,494,179	2,147,709	3,573,121	5,208,689	5,286,820	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,891,446
Opening Balance	0																							
Closing Balance	-1,437,593	-1,459,157	-2,355,645	-3,959,838	-8,387,601	-12,881,780	-10,734,071	-7,160,950	-1,952,261	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	3,334,559	-556,887

Typologies H
Site 14

SITE NAME	Site 14	High Density 400

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			400			
Market Housing	65.4	70%	280	3,900	71,416,800	18,312
Shared Ownership	58.6	15%	59	2,535	8,734,799	3,446
Affordable Rent	58.6	15%	61	2,350	8,427,852	3,586
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	2.22 ha		180 /ha		**88,579,451**	**25,344**
SITE AREA - Gross	2.22 ha		180 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,735,951	1,231,178	1,231,178
Alternative Use Value	3,555,556		1,600,000
Uplift 20%	711,111		320,000
Plus /ha 0	0		0
Viability Threshold	4,266,667		1,920,000
	£/m2		
Additional Profit	144,889	8	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,386,027

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	6,840		2,735,951	
	Stamp Duty		126,298		
	Easements etc.		0		
	Legals Acquisition	1.50%	41,039	167,337	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,375,283		
	QS / PM	0.50%	296,910		
	Planning Consultants	1.00%	593,821		
	Other Professional	2.50%	1,484,552	4,821,966	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	51,131,520		
	s106 / CIL		3,020,400		
	Contingency	5.00%	2,556,576		
	Abnormals		2,673,576	59,382,072	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,657,384		
	Legals	0.5%	442,897		
	Misc.		0	3,100,281	**70,207,606**

Developers Profit			
	Market Housing	17.50%	**12,497,940**
	Affordable Housing	17.50%	**3,003,464**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual		
Land payment		2,735,951
	Total	126,298

Stamp duty calc - Add Profit		
Land payment		4,266,667
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	213,333

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**
EXPENDITURE																								
Stamp Duty	126,298																							
Easements etc.	0																							
Legals Acquisition	41,039																							
Planning Fee	71,400																							
Architects	1,187,641		1,187,641																					
QS	148,455		148,455																					
Planning Consultants	296,910		296,910																					
Other Professional	742,276		742,276																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,614,020**	**0**	**3,612,409**	**2,474,253**	**3,711,380**	**3,711,380**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**2,668,021**	**1,430,894**	**193,768**	**193,768**	**0**	**0**
For Residual Valuation Land	2,735,951																							
Interest		80,250	81,453	136,861	176,028	234,339	293,525	273,462	253,098	232,428	211,448	190,154	168,540	146,602	124,335	101,734	78,794	55,510	31,877	0	0	0	0	0
Market Housing																								12,497,940
Affordable Housing																								3,003,464
Cash Flow	-5,349,971	-80,250	-3,693,863	-2,611,114	-3,887,407	-3,945,719	1,337,544	1,357,607	1,377,971	1,398,641	1,419,620	1,440,915	1,462,528	1,484,466	1,506,733	1,529,334	1,552,274	1,575,558	2,836,318	4,105,322	5,342,448	5,342,448	0	-15,501,404
Opening Balanc	0																							
Closing Balance	-5,349,971	-5,430,220	-9,124,083	-11,735,197	-15,622,605	-19,568,323	-18,230,780	-16,873,173	-15,495,202	-14,096,561	-12,676,941	-11,236,026	-9,773,498	-8,289,032	-6,782,299	-5,252,965	-3,700,690	-2,125,132	711,186	4,816,508	10,158,956	15,501,404	15,501,404	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**
EXPENDITURE																								
Land	4,266,667																							
Stamp Duty	213,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	64,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,187,641	0	1,187,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	148,455	0	148,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	742,276	0	742,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
POTENTIAL CIL			10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**6,990,683**	**0**	**3,559,834**	**2,358,752**	**3,721,729**	**3,721,729**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,915,496**	**3,905,147**	**3,905,147**	**2,730,946**	**1,556,744**	**193,768**	**193,768**	**0**	**0**
For CIL calculation																								
Interest		104,860	106,433	161,427	199,230	258,044	317,741	298,196	278,358	258,223	237,785	217,041	195,986	174,615	152,924	130,907	108,560	85,722	62,542	21,401	0	0	0	0
Market Housing																								12,598,811
Affordable Housing																								3,003,464
Cash Flow	-6,990,683	-104,860	-3,666,267	-2,520,179	-3,920,959	-3,979,773	1,302,979	1,322,523	1,342,361	1,362,497	1,382,934	1,403,678	1,424,733	1,446,104	1,467,796	1,489,813	1,522,509	1,545,347	2,742,728	3,958,071	5,342,448	5,342,448	0	-15,602,275
Opening Balance	0																							
Closing Balance	-6,990,683	-7,095,543	-10,761,810	-13,281,989	-17,202,948	-21,182,721	-19,879,742	-18,557,219	-17,214,858	-15,852,361	-14,469,427	-13,065,749	-11,641,016	-10,194,912	-8,727,116	-7,237,303	-5,714,794	-4,169,447	-1,426,719	2,531,352	7,873,800	13,216,248	13,216,248	-2,386,027

Typologies H
Site 15

SITE NAME	Site 15	High Density 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	65.4		70%	70		3,900	17,854,200	4,578
Shared Ownership	58.6		15%	15		2,535	2,183,700	861
Affordable Rent	58.6		15%	15		2,350	2,106,963	897
Social Rent	58.6		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.56	ha		180	/ha		**22,144,863**	**6,336**
SITE AREA - Gross	0.56	ha		180	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	609,485	1,097,073	1,097,073
Alternative Use Value	888,889		1,600,000
Uplift 20%	177,778		320,000
Plus /ha 0	0		0
Viability Threshold	1,066,667		1,920,000
	£/m2		
Additional Profit	-65,503	-14	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -480,045

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	6,095		609,485	
	Stamp Duty		19,974		
	Easements etc.		0		
	Legals Acquisition	1.50%	9,142	29,117	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	593,821		
	QS / PM	0.50%	74,228		
	Planning Consultants	1.00%	148,455		
	Other Professional	2.50%	371,138	1,217,641	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	12,782,880		
	s106 / CIL		755,100		
	Contingency	5.00%	639,144		
	Abnormals		668,394	14,845,518	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	664,346		
	Legals	0.5%	110,724		
	Misc.		0	775,070	**17,476,831**

Developers Profit			
	Market Housing	17.50%	**3,124,485**
	Affordable Housing	17.50%	**750,866**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		609,485
	Total	19,974

Stamp duty calc - Add Profit		
Land payment		1,066,667
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
	Total	42,667

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,463,550	4,463,550	4,463,550	4,463,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	19,974																							
Easements etc.	0																							
Legals Acquisition	9,142																							
Planning Fee	30,000																							
Architects	296,910		296,910																					
QS	37,114		37,114																					
Planning Consultants	74,228		74,228																					
Other Professional	185,569		185,569																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**652,937**	**0**	**1,830,947**	**2,474,253**	**3,711,380**	**3,711,380**	**2,668,021**	**1,430,894**	**193,768**	**193,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**609,485**																							
Interest		18,936	19,220	46,973	84,791	141,734	199,531	159,501	100,313	21,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,124,485
Affordable Housing																								750,866
Cash Flow	-1,262,422	-18,936	-1,850,168	-2,521,226	-3,796,171	-3,853,113	2,668,665	3,945,821	5,242,135	5,320,767	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,875,351
Opening Balanc	0																							
Closing Balance	-1,262,422	-1,281,359	-3,131,526	-5,652,752	-9,448,923	-13,302,036	-10,633,372	-6,687,551	-1,445,416	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,066,667																							
Stamp Duty	42,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	16,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,114	0	37,114	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	74,228	0	74,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	185,569	0	185,569	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-32,751	-32,751																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,749,154**	**0**	**1,735,271**	**2,315,652**	**3,711,380**	**3,711,380**	**2,730,946**	**1,556,744**	**193,768**	**193,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		26,237	26,631	53,059	88,590	145,590	203,444	164,417	107,191	28,662	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,132,161
Affordable Housing																								750,866
Cash Flow	-1,749,154	-26,237	-1,761,902	-2,368,711	-3,799,970	-3,856,969	2,601,826	3,815,055	5,235,257	5,313,786	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,883,026
Opening Balance	0																							
Closing Balance	-1,749,154	-1,775,391	-3,537,293	-5,906,004	-9,705,974	-13,562,943	-10,961,117	-7,146,062	-1,910,805	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	3,402,981	-480,045

Typologies H
Site 16

SITE NAME	Site 16	Central HD 400

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	65.4	70%	280	3,900	71,416,800	18,312
Shared Ownership	58.6	15%	59	2,535	8,734,799	3,446
Affordable Rent	58.6	15%	61	2,350	8,427,852	3,586
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	2.67 ha		150 /ha		**88,579,451**	**25,344**
SITE AREA - Gross	2.67 ha		150 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,735,951	1,025,982	1,025,982
Alternative Use Value	9,333,333		3,500,000
Uplift 20%	1,866,667		700,000
Plus /ha 0	0		0
Viability Threshold	**11,200,000**		**4,200,000**
	£/m2		
Additional Profit	**-8,091,023**	**-442**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,388,263

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	6,840		2,735,951	
	Stamp Duty		126,298		
	Easements etc.		0		
	Legals Acquisition	1.50%	41,039	167,337	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,375,283		
	QS / PM	0.50%	296,910		
	Planning Consultants	1.00%	593,821		
	Other Professional	2.50%	1,484,552	4,821,966	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	51,131,520		
	s106 / CIL		3,020,400		
	Contingency	5.00%	2,556,576		
	Abnormals		2,673,576	59,382,072	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,657,384		
	Legals	0.5%	442,897		
	Misc.		0	3,100,281	**70,207,606**

Developers Profit			
	Market Housing	17.50%	**12,497,940**
	Affordable Housing	17.50%	**3,003,464**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual		
Land payment		2,735,951
	Total	126,298

Stamp duty calc - Add Profit		
Land payment		11,200,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	560,000

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	4,463,550	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	545,925	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**
EXPENDITURE																								
Stamp Duty	126,298																							
Easements etc.	0																							
Legals Acquisition	41,039																							
Planning Fee	71,400																							
Architects	1,187,641		1,187,641																					
QS	148,455		148,455																					
Planning Consultants	296,910		296,910																					
Other Professional	742,276		742,276																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,614,020**	**0**	**3,612,409**	**2,474,253**	**3,711,380**	**3,711,380**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**3,905,147**	**2,668,021**	**1,430,894**	**193,768**	**193,768**	**0**	**0**
For Residual Valuation Land	2,735,951																							
Interest		80,250	81,453	136,861	176,028	234,339	293,525	273,462	253,098	232,428	211,448	190,154	168,540	146,602	124,335	101,734	78,794	55,510	31,877	0	0	0	0	0
Market Housing																								12,497,940
Affordable Housing																								3,003,464
Cash Flow	-5,349,971	-80,250	-3,693,863	-2,611,114	-3,887,407	-3,945,719	1,337,544	1,357,607	1,377,971	1,398,641	1,419,620	1,440,915	1,462,528	1,484,466	1,506,733	1,529,334	1,552,274	1,575,558	2,836,318	4,105,322	5,342,448	5,342,448	0	-15,501,404
Opening Balanc	0																							
Closing Balance	-5,349,971	-5,430,220	-9,124,083	-11,735,197	-15,622,605	-19,568,323	-18,230,780	-16,873,173	-15,495,202	-14,096,561	-12,676,941	-11,236,026	-9,773,498	-8,289,032	-6,782,299	-5,252,965	-3,700,690	-2,125,132	711,186	4,816,508	10,158,956	15,501,404	15,501,404	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**
EXPENDITURE																								
Land	11,200,000																							
Stamp Duty	560,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	168,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,187,641	0	1,187,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	148,455	0	148,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	742,276	0	742,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
POTENTIAL CIL			-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	166,086	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	27,681	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**14,374,683**	**0**	**2,971,554**	**1,770,473**	**3,133,449**	**3,133,449**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,327,217**	**3,905,147**	**3,905,147**	**2,730,946**	**1,556,744**	**193,768**	**193,768**	**0**	**0**
For CIL calculation																								
Interest		215,620	218,855	266,711	297,268	348,729	400,962	373,841	346,314	318,374	290,014	261,230	232,013	202,358	172,259	141,707	110,698	87,893	64,745	23,637	0	0	0	0
Market Housing																								12,449,727
Affordable Housing																								3,003,464
Cash Flow	-14,374,683	-215,620	-3,190,409	-2,037,183	-3,430,718	-3,482,178	1,808,037	1,835,158	1,862,685	1,890,625	1,918,985	1,947,769	1,976,986	2,006,641	2,036,740	2,067,291	1,520,370	1,543,176	2,740,525	3,955,835	5,342,448	5,342,448	0	-15,453,191
Opening Balance	0																							
Closing Balance	-14,374,683	-14,590,303	-17,780,712	-19,817,895	-23,248,613	-26,730,792	-24,922,755	-23,087,597	-21,224,912	-19,334,287	-17,415,302	-15,467,533	-13,490,547	-11,483,907	-9,447,166	-7,379,875	-5,859,505	-4,316,329	-1,575,803	2,380,031	7,722,479	13,064,927	13,064,927	-2,388,263

Typologies H
Site 17

SITE NAME Site 17 Central HD 100

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			100			
Market Housing	65.4	70%	70	3,900	17,854,200	4,578
Shared Ownership	58.6	15%	15	2,535	2,183,700	861
Affordable Rent	58.6	15%	15	2,350	2,106,963	897
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.67 ha		150 /ha		**22,144,863**	**6,336**
SITE AREA - Gross	0.67 ha		150 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	609,485	914,228	914,228
Alternative Use Value	2,333,333		3,500,000
Uplift 20%	466,667		700,000
Plus /ha 0	0		0
Viability Threshold	**2,800,000**		**4,200,000**
	£/m2		
Additional Profit	**-1,953,966**		**-427**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -480,045

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	6,095		609,485	
	Stamp Duty		19,974		
	Easements etc.		0		
	Legals Acquisition	1.50%	9,142	29,117	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	593,821		
	QS / PM	0.50%	74,228		
	Planning Consultants	1.00%	148,455		
	Other Professional	2.50%	371,138	1,217,641	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	12,782,880		
	s106 / CIL		755,100		
	Contingency	5.00%	639,144		
	Abnormals		668,394	14,845,518	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	664,346		
	Legals	0.5%	110,724		
	Misc.		0	775,070	**17,476,831**

Developers Profit			
	Market Housing	17.50%	**3,124,485**
	Affordable Housing	17.50%	**750,866**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment	609,485
Total	19,974

Stamp duty calc - Add Profit

Land payment		2,800,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
Total		112,000

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,463,550	4,463,550	4,463,550	4,463,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	545,925	545,925	545,925	545,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	19,974																							
Easements etc.	0																							
Legals Acquisition	9,142																							
Planning Fee	30,000																							
Architects	296,910		296,910																					
QS	37,114		37,114																					
Planning Consultants	74,228		74,228																					
Other Professional	185,569		185,569																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**652,937**	**0**	**1,830,947**	**2,474,253**	**3,711,380**	**3,711,380**	**2,668,021**	**1,430,894**	**193,768**	**193,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**609,485**																							
Interest		18,936	19,220	46,973	84,791	141,734	199,531	159,501	100,313	21,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,124,485
Affordable Housing																								750,866
Cash Flow	-1,262,422	-18,936	-1,850,168	-2,521,226	-3,796,171	-3,853,113	2,668,665	3,945,821	5,242,135	5,320,767	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,875,351
Opening Balanc	0																							
Closing Balance	-1,262,422	-1,281,359	-3,131,526	-5,652,752	-9,448,923	-13,302,036	-10,633,372	-6,687,551	-1,445,416	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	3,875,351	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,536,216**	**5,536,216**	**5,536,216**	**5,536,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,800,000																							
Stamp Duty	112,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,114	0	37,114	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	74,228	0	74,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	185,569	0	185,569	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-976,983	-976,983																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	166,086	166,086	166,086	166,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	27,681	27,681	27,681	27,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**3,577,821**	**0**	**791,039**	**1,371,420**	**3,711,380**	**3,711,380**	**2,730,946**	**1,556,744**	**193,768**	**193,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		53,667	54,472	67,155	88,734	145,735	203,592	164,567	107,343	28,817	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,121,696
Affordable Housing																								750,866
Cash Flow	-3,577,821	-53,667	-845,511	-1,438,575	-3,800,113	-3,857,115	2,601,678	3,814,905	5,235,105	5,313,631	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,872,562
Opening Balance	0																							
Closing Balance	-3,577,821	-3,631,488	-4,476,999	-5,915,574	-9,715,687	-13,572,802	-10,971,124	-7,156,219	-1,921,114	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	3,392,517	-480,045

Typologies H
Site 18

SITE NAME	Site 18	Medium Density 100

INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	78.7	70%	70	3,600	19,828,800	5,508
Shared Ownership	58.6	15%	15	2,340	2,015,723	861
Affordable Rent	58.6	15%	15	2,350	2,106,963	897
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	1.05 ha		95 /ha		**23,951,486**	**7,266**
SITE AREA - Gross	1.05 ha		95 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	938,086	891,181	891,181
Alternative Use Value	1,684,211		1,600,000
Uplift 20%	336,842		320,000
Plus /ha 0	0		0
Viability Threshold	**2,021,053**		**1,920,000**
	£/m2		
Additional Profit	-700,349		-127

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -490,470

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	9,381		938,086	
	Stamp Duty		36,404		
	Easements etc.		0		
	Legals Acquisition	1.50%	14,071	50,476	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	631,426		
	QS / PM	0.50%	78,928		
	Planning Consultants	1.00%	157,857		
	Other Professional	2.50%	394,641	1,292,852	
CONSTRUCTION					
	Build Cost - BCIS Based	1,874	13,615,214		
	s106 / CIL		755,100		
	Contingency	5.00%	680,761		
	Abnormals		734,581	15,785,656	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	718,545		
	Legals	0.5%	119,757		
	Misc.		0	838,302	**18,905,371**

Developers Profit			
	Market Housing	17.50%	**3,470,040**
	Affordable Housing	17.50%	**721,470**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	938,086
Total	36,404

Stamp duty calc - Add Profit		
Land payment		2,021,053
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
Total		80,842

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,633	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	180	11%
	1,874	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15	15		10															
Market Housing				0	0	0	2,974,320	2,974,320	2,974,320	2,974,320	2,974,320	2,974,320	1,982,880	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	302,358	302,358	302,358	302,358	302,358	302,358	201,572	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	316,044	316,044	316,044	316,044	316,044	316,044	210,696	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**2,395,149**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	36,404																							
Easements etc.	0																							
Legals Acquisition	14,071																							
Planning Fee	30,000																							
Architects	315,713		315,713																					
QS	39,464		39,464																					
Planning Consultants	78,928		78,928																					
Other Professional	197,321		197,321																					
Build Cost - BCIS Base		0	680,761	1,361,521	2,042,282	2,042,282	2,042,282	2,042,282	1,815,362	1,134,601	453,840	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	37,755	75,510	113,265	113,265	113,265	113,265	100,680	62,925	25,170	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	34,038	68,076	102,114	102,114	102,114	102,114	90,768	56,730	22,692	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	36,729	73,458	110,187	110,187	110,187	110,187	97,944	61,215	24,486	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	107,782	107,782	107,782	107,782	107,782	107,782	71,854	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,964	17,964	17,964	17,964	17,964	17,964	11,976	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**711,902**	**0**	**1,420,709**	**1,578,566**	**2,367,848**	**2,367,848**	**2,493,594**	**2,493,594**	**2,230,499**	**1,441,217**	**651,934**	**125,745**	**83,830**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**938,086**																							
Interest		24,750	25,121	46,809	71,189	107,775	144,909	130,596	116,068	97,375	66,563	23,450	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,470,040
Affordable Housing																								721,470
Cash Flow	-1,649,987	-24,750	-1,445,830	-1,625,374	-2,439,037	-2,475,623	954,220	968,534	1,246,156	2,054,131	2,874,226	3,443,528	2,311,318	0	0	0	0	0	0	0	0	0	0	-4,191,510
Opening Balanc	0																							
Closing Balance	-1,649,987	-1,674,737	-3,120,567	-4,745,941	-7,184,979	-9,660,602	-8,706,382	-7,737,848	-6,491,692	-4,437,562	-1,563,336	1,880,192	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	4,191,510	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**3,592,723**	**2,395,149**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,021,053																							
Stamp Duty	80,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	30,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	315,713	0	315,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	39,464	0	39,464	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	78,928	0	78,928	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	197,321	0	197,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	680,761	1,361,521	2,042,282	2,042,282	2,042,282	2,042,282	1,815,362	1,134,601	453,840	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-87,544	-87,544	-87,544	-87,544	-87,544	-87,544	-87,544	-87,544														
Post CIL s106					113,265	113,265	113,265	113,265	113,265	113,265	75,510	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	34,038	68,076	102,114	102,114	102,114	102,114	90,768	56,730	22,692	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	36,729	73,458	110,187	110,187	110,187	110,187	97,944	61,215	24,486	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	107,782	107,782	107,782	107,782	107,782	107,782	71,854	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,964	17,964	17,964	17,964	17,964	17,964	11,976	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,793,637**	**0**	**1,295,410**	**1,415,512**	**2,280,305**	**2,280,305**	**2,406,050**	**2,406,050**	**2,155,541**	**1,404,013**	**702,274**	**125,745**	**83,830**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,905	42,533	62,602	84,774	120,250	156,258	140,802	125,114	105,433	74,184	31,940	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,386,018
Affordable Housing																								721,470
Cash Flow	-2,793,637	-41,905	-1,337,944	-1,478,114	-2,365,079	-2,400,555	1,030,414	1,045,871	1,312,068	2,083,277	2,816,265	3,435,037	2,311,318	0	0	0	0	0	0	0	0	0	0	-4,107,488
Opening Balance	0																							
Closing Balance	-2,793,637	-2,835,541	-4,173,485	-5,651,599	-8,016,678	-10,417,233	-9,386,818	-8,340,948	-7,028,880	-4,945,603	-2,129,338	1,305,699	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	3,617,018	-490,470

Typologies H
Site 19

SITE NAME	Site 19	Medium Density 30

INCOME	Av Size m2		%	Number 30		Price £/m2	GDV £	GIA m2
Market Housing	78.6		70%	21		3,600	5,940,000	1,650
Shared Ownership	60.7		15%	4		2,340	626,044	268
Affordable Rent	60.7		15%	5		2,350	654,381	278
Social Rent	60.7		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.32	ha		95	/ha		**7,220,425**	**2,196**
SITE AREA - Gross	0.32	ha		95	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**276,900**	**876,851**	**876,851**
Alternative Use Value	505,263	1,600,000	
Uplift 20%	101,053	320,000	
Plus /ha 0	0	0	
Viability Threshold	**606,316**		**1,920,000**
	£/m2		
Additional Profit	**-214,933**	**-130**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -138,714

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	9,230		276,900	
	Stamp Duty		3,345		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,154	7,499	
PLANNING					
	Planning Fee		13,860		
	Architects	4.00%	190,348		
	QS / PM	0.50%	23,794		
	Planning Consultants	1.00%	47,587		
	Other Professional	2.50%	118,968	394,557	
CONSTRUCTION					
	Build Cost - BCIS Based	1,869	4,105,360		
	s106 / CIL		226,530		
	Contingency	5.00%	205,268		
	Abnormals		221,550	4,758,708	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	216,613		
	Legals	0.5%	36,102		
	Misc.		0	252,715	**5,690,379**

Developers Profit			
	Market Housing	17.50%	**1,039,500**
	Affordable Housing	17.50%	**224,074**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		276,900
	Total	3,345

Stamp duty calc - Add Profit			
Land payment			606,316
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	18,189

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**226,530**

Post CIL s106	7,551	£/ Unit (all)	226,530
CIL	0	£/m2	0
		Total	**226,530**

Build Cost	/m2	
BCIS	1,630	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	179	11%
	1,869	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			7	7	7	9																		
Market Housing				0	0	0	1,386,000	1,386,000	1,386,000	1,782,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	146,077	146,077	146,077	187,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	152,689	152,689	152,689	196,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,684,766**	**1,684,766**	**1,684,766**	**2,166,127**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,345																							
Easements etc.	0																							
Legals Acquisition	4,154																							
Planning Fee	13,860																							
Architects	95,174		95,174																					
QS	11,897		11,897																					
Planning Consultants	23,794		23,794																					
Other Professional	59,484		59,484																					
Build Cost - BCIS Base		0	319,306	638,612	957,917	1,049,148	729,842	410,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	17,619	35,238	52,857	57,891	40,272	22,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,965	31,931	47,896	52,457	36,492	20,527	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	17,232	34,463	51,695	56,618	39,387	22,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	50,543	50,543	50,543	64,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,424	8,424	8,424	10,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**211,707**	**0**	**560,470**	**740,244**	**1,110,365**	**1,216,114**	**904,959**	**534,838**	**58,967**	**75,814**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**276,900**																							
Interest		7,329	7,439	15,958	27,301	44,366	63,273	52,525	36,064	12,218	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,039,500
Affordable Housing																								224,074
Cash Flow	-488,607	-7,329	-567,909	-756,201	-1,137,666	-1,260,480	716,533	1,097,403	1,589,735	2,078,095	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,263,574
Opening Balanc	0																							
Closing Balance	-488,607	-495,936	-1,063,845	-1,820,046	-2,957,712	-4,218,193	-3,501,659	-2,404,256	-814,521	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	1,263,574	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,684,766**	**1,684,766**	**1,684,766**	**2,166,127**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	606,316																							
Stamp Duty	18,189	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	9,095	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	95,174	0	95,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	11,897	0	11,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	23,794	0	23,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	59,484	0	59,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	319,306	638,612	957,917	1,049,148	729,842	410,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-107,467	-107,467																				
Post CIL s106					52,857	52,857	52,857	67,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,965	31,931	47,896	52,457	36,492	20,527	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	17,232	34,463	51,695	56,618	39,387	22,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	50,543	50,543	50,543	64,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,424	8,424	8,424	10,831	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**837,808**	**0**	**435,385**	**597,539**	**1,110,365**	**1,211,080**	**917,544**	**580,144**	**58,967**	**75,814**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,567	12,756	19,478	28,733	45,819	64,673	54,135	38,377	14,566	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,019,313
Affordable Housing																								224,074
Cash Flow	-837,808	-12,567	-448,140	-617,017	-1,139,098	-1,256,900	702,548	1,050,487	1,587,422	2,075,747	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,243,388
Opening Balance	0																							
Closing Balance	-837,808	-850,375	-1,298,516	-1,915,532	-3,054,631	-4,311,530	-3,608,982	-2,558,495	-971,073	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	1,104,674	-138,714

Typologies H
Site 20

SITE NAME Site 20 Brown 300

INCOME		Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing		78.8		70%	210		3,600	59,587,200	16,552
Shared Ownership		58.6		15%	44		2,340	6,047,168	2,584
Affordable Rent		58.6		15%	46		2,350	6,320,889	2,690
Social Rent		58.6		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		3.80	ha		79	/ha		**71,955,257**	**21,826**
SITE AREA - Gross		3.80	ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,618,998	426,336	426,336
Alternative Use Value	6,075,949		1,600,000
Uplift 20%	1,215,190		320,000
Plus /ha 0	0		0
Viability Threshold	**7,291,139**		**1,920,000**
	£/m2		
Additional Profit	-5,082,470	-307	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,701,959

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	5,397		1,618,998	
	Stamp Duty		70,450		
	Easements etc.		0		
	Legals Acquisition	1.50%	24,285	94,735	
PLANNING					
	Planning Fee		57,600		
	Architects	4.00%	1,956,372		
	QS / PM	0.50%	244,546		
	Planning Consultants	1.00%	489,093		
	Other Professional	2.50%	1,222,732	3,970,344	
CONSTRUCTION					
	Build Cost - BCIS Based	1,936	42,251,889		
	s106 / CIL		2,265,300		
	Contingency	5.00%	2,112,594		
	Abnormals		2,279,514	48,909,298	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,158,658		
	Legals	0.5%	359,776		
	Misc.		0	2,518,434	**57,111,808**

Developers Profit			
	Market Housing	17.50%	**10,427,760**
	Affordable Housing	17.50%	**2,164,410**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	300		
No dwgs under	50	462	23,100
No dwgs over 5(	250	138	34,500
		Total	57,600

Stamp duty calc - Residual		
Land payment		1,618,998
	Total	70,450

Stamp duty calc - Add Profit		
Land payment		7,291,139
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	364,557

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**2,265,300**

Post CIL s106	7,551	£/ Unit (all)	2,265,300
CIL	0	£/m2	0
		Total	**2,265,300**

Build Cost	/m2	
BCIS	1,617	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	259	16%
	1,936	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			20	20	20	20	20	20	20	20	20	20	20	20	20	20	20							
Market Housing				0	0	0	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	3,972,480	0	0	0
Shared Ownership				0	0	0	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	403,145	0	0	0
Affordable Rent				0	0	0	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	70,450																							
Easements etc.	0																							
Legals Acquisition	24,285																							
Planning Fee	57,600																							
Architects	978,186		978,186																					
QS	122,273		122,273																					
Planning Consultants	244,546		244,546																					
Other Professional	611,366		611,366																					
Build Cost - BCIS Base		0	938,931	1,977,862	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	1,977,862	938,931	0	0	0	0	0
s106/CIL		0	50,340	100,680	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	100,680	50,340	0	0	0	0	0
Contingency		0	46,947	93,893	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	93,893	46,947	0	0	0	0	0
Abnormals		0	50,656	101,312	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	101,312	50,656	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	0	0	0
Legals	0	0	0	0	0	0	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,108,707**	**0**	**3,043,245**	**2,173,747**	**3,260,620**	**3,260,620**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**3,428,515**	**2,341,642**	**1,254,769**	**167,896**	**167,896**	**0**	**0**	**0**
For Residual Valuation Land	1,618,998																							
Interest		55,916	56,754	103,254	137,409	188,380	240,115	223,189	206,009	188,572	170,873	152,908	134,675	116,167	97,382	78,315	58,963	39,319	3,079	0	0	0	0	0
Market Housing																								10,427,760
Affordable Housing																								2,164,410
Cash Flow	-3,727,704	-55,916	-3,099,999	-2,277,001	-3,398,029	-3,449,000	1,128,387	1,145,313	1,162,492	1,179,930	1,197,629	1,215,593	1,233,827	1,252,335	1,271,120	1,290,186	1,309,539	2,416,056	3,539,170	4,629,122	4,629,122	0	0	-12,592,170
Opening Balanc	0																							
Closing Balance	-3,727,704	-3,783,620	-6,883,619	-9,160,620	-12,558,649	-16,007,649	-14,879,262	-13,733,949	-12,571,457	-11,391,527	-10,193,898	-8,978,305	-7,744,478	-6,492,143	-5,221,024	-3,930,837	-2,621,298	-205,243	3,333,927	7,963,048	12,592,170	12,592,170	12,592,170	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**4,797,017**	**0**	**0**	**0**
EXPENDITURE																								
Land	7,291,139																							
Stamp Duty	364,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	109,367	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	57,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	978,186	0	978,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	122,273	0	122,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	244,546	0	244,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	611,366	0	611,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	938,931	1,877,862	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	1,877,862	938,931	0	0	0	0	0
POTENTIAL CIL			-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959									
Post CIL s106					151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	0	0	0	0	0
Contingency	0	0	46,947	93,893	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	93,893	46,947	0	0	0	0	0
Abnormals	0	0	50,656	101,312	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	101,312	50,656	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	143,911	0	0	0
Legals	0	0	0	0	0	0	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	23,985	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**9,779,035**	**0**	**2,601,946**	**1,682,107**	**2,869,661**	**2,869,661**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,037,556**	**3,428,515**	**3,428,515**	**2,391,982**	**1,355,449**	**167,896**	**167,896**	**0**	**0**	**0**
For CIL calculation																								
Interest		146,686	148,886	190,148	218,232	264,551	311,564	289,845	267,801	245,426	222,716	199,664	176,267	152,520	128,415	103,950	84,981	65,729	30,639	0	0	0	0	0
Market Housing																								10,164,117
Affordable Housing																								2,164,410
Cash Flow	-9,779,035	-146,686	-2,750,832	-1,872,256	-3,087,893	-3,134,211	1,447,897	1,469,616	1,491,660	1,514,035	1,536,745	1,559,797	1,583,193	1,606,941	1,631,045	1,264,552	1,283,520	2,339,306	3,410,929	4,629,122	4,629,122	0	0	-12,328,527
Opening Balance	0																							
Closing Balance	-9,779,035	-9,925,721	-12,676,553	-14,548,808	-17,636,701	-20,770,912	-19,323,015	-17,853,399	-16,361,739	-14,847,705	-13,310,959	-11,751,163	-10,167,969	-8,561,028	-6,929,982	-5,665,430	-4,381,910	-2,042,604	1,368,325	5,997,447	10,626,569	10,626,569	10,626,569	-1,701,959

Typologies H
Site 21

SITE NAME Site 21 Brown 80

INCOME		Av Size m2	%	Number 80		Price £/m2	GDV £	GIA m2
Market Housing		78.4	70%	56		3,600	15,807,600	4,391
Shared Ownership		58.7	15%	12		2,340	1,614,413	690
Affordable Rent		58.7	15%	12		2,350	1,687,488	718
Social Rent		58.7	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	1.01 ha			79	/ha		**19,109,501**	**5,799**
SITE AREA - Gross	1.01 ha			79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**374,790**	**370,105**	**370,105**
Alternative Use Value	1,620,253		1,600,000
Uplift 20%	324,051		320,000
Plus /ha 0	0		0
Viability Threshold	**1,944,304**		**1,920,000**
	£/m2		
Additional Profit	**-1,334,409**		**-304**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -377,714

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	4,685		374,790	
	Stamp Duty		8,239		
	Easements etc.		0		
	Legals Acquisition	1.50%	5,622	13,861	
PLANNING					
	Planning Fee		27,240		
	Architects	4.00%	519,715		
	QS / PM	0.50%	64,964		
	Planning Consultants	1.00%	129,929		
	Other Professional	2.50%	324,822	1,066,669	
CONSTRUCTION					
	Build Cost - BCIS Based	1,935	11,222,028		
	s106 / CIL		604,080		
	Contingency	5.00%	561,101		
	Abnormals		605,659	12,992,868	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	573,285		
	Legals	0.5%	95,548		
	Misc.		0	668,833	**15,117,021**

Developers Profit			
	Market Housing	17.50%	**2,766,330**
	Affordable Housing	17.50%	**577,833**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	80		
No dwgs under	50	462	23,100
No dwgs over 5(	30	138	4,140
		Total	27,240

Stamp duty calc - Residual

Land payment		374,790
	Total	8,239

Stamp duty calc - Add Profit

Land payment			1,944,304
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	58,329

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**604,080**
Post CIL s106	7,551	£/ Unit (all)	604,080
CIL	0	£/m2	0
		Total	**604,080**

Build Cost	/m2	
BCIS	1,616	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	259	16%
	1,935	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	12	12	12	12		8															
Market Housing				0	0	0	2,371,140	2,371,140	2,371,140	2,371,140	2,371,140	2,371,140	1,580,760	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	242,162	242,162	242,162	242,162	242,162	242,162	161,441	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	253,123	253,123	253,123	253,123	253,123	253,123	168,749	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**1,910,950**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	8,239																							
Easements etc.	0																							
Legals Acquisition	5,622																							
Planning Fee	27,240																							
Architects	259,857		259,857																					
QS	32,482		32,482																					
Planning Consultants	64,964		64,964																					
Other Professional	162,411		162,411																					
Build Cost - BCIS Base		0	561,101	1,122,203	1,683,304	1,683,304	1,683,304	1,683,304	1,496,270	935,169	374,068	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	30,204	60,408	90,612	90,612	90,612	90,612	80,544	50,340	20,136	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	28,055	56,110	84,165	84,165	84,165	84,165	74,814	46,758	18,703	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,283	60,566	90,849	90,849	90,849	90,849	80,755	50,472	20,189	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	85,993	85,993	85,993	85,993	85,993	85,993	57,329	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	14,332	14,332	14,332	14,332	14,332	14,332	9,555	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**560,816**	**0**	**1,169,358**	**1,299,287**	**1,948,930**	**1,948,930**	**2,049,255**	**2,049,255**	**1,832,707**	**1,183,064**	**533,420**	**100,325**	**66,883**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**374,790**																							
Interest		14,034	14,245	31,999	51,968	81,981	112,445	101,874	91,145	77,006	52,911	18,709	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,766,330
Affordable Housing																								577,833
Cash Flow	-935,606	-14,034	-1,183,603	-1,331,285	-2,000,898	-2,030,912	704,725	715,296	942,573	1,606,355	2,280,094	2,747,391	1,844,067	0	0	0	0	0	0	0	0	0	0	-3,344,163
Opening Balanc	0																							
Closing Balance	-935,606	-949,640	-2,133,243	-3,464,528	-5,465,426	-7,496,338	-6,791,613	-6,076,317	-5,133,744	-3,527,389	-1,247,295	1,500,096	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	3,344,163	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**2,866,425**	**1,910,950**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,944,304																							
Stamp Duty	58,329	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	29,165	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	27,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	259,857	0	259,857	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	32,482	0	32,482	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	64,964	0	64,964	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	162,411	0	162,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	561,101	1,122,203	1,683,304	1,683,304	1,683,304	1,683,304	1,496,270	935,169	374,068	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-266,882	-266,882	-266,882	-266,882	-266,882																	
Post CIL s106					90,612	90,612	90,612	90,612	90,612	90,612	60,408	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	28,055	56,110	84,165	84,165	84,165	84,165	74,814	46,758	18,703	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	30,283	60,566	90,849	90,849	90,849	90,849	80,755	50,472	20,189	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	85,993	85,993	85,993	85,993	85,993	85,993	57,329	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	14,332	14,332	14,332	14,332	14,332	14,332	9,555	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,578,752**	**0**	**872,272**	**971,997**	**1,682,048**	**1,682,048**	**1,782,373**	**2,049,255**	**1,842,775**	**1,223,336**	**573,692**	**100,325**	**66,883**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		38,681	39,262	52,935	68,308	94,564	121,213	106,770	96,114	82,201	58,788	25,279	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,699,508
Affordable Housing																								577,833
Cash Flow	-2,578,752	-38,681	-911,534	-1,024,932	-1,750,357	-1,776,612	962,839	710,400	927,535	1,560,888	2,233,945	2,740,821	1,844,067	0	0	0	0	0	0	0	0	0	0	-3,277,340
Opening Balance	0																							
Closing Balance	-2,578,752	-2,617,433	-3,528,967	-4,553,899	-6,304,256	-8,080,868	-7,118,029	-6,407,630	-5,480,094	-3,919,206	-1,685,262	1,055,559	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	2,899,626	-377,714

Typologies H
Site 22

SITE NAME Site 22 Brown 30

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			30				
Market Housing	79.5	70%	21		3,600	6,008,400	1,669
Shared Ownership	60.7	15%	4		2,340	626,044	268
Affordable Rent	60.7	15%	5		2,350	654,381	278
Social Rent	60.7	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.38 ha		79	/ha		**7,288,825**	**2,215**
SITE AREA - Gross	0.38 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	333,029	876,976	876,976
Alternative Use Value	607,595		1,600,000
Uplift 20%	121,519		320,000
Plus /ha 0	0		0
Viability Threshold	**729,114**		**1,920,000**
	£/m2		
Additional Profit	-284,554	-170	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -137,008

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				333,029	
	Land	11,101			
	Stamp Duty		6,151		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,995	11,147	
PLANNING					
	Planning Fee		13,860		
	Architects	4.00%	189,902		
	QS / PM	0.50%	23,738		
	Planning Consultants	1.00%	47,476		
	Other Professional	2.50%	118,689	393,665	
CONSTRUCTION					
	Build Cost - BCIS Based	1,849	4,094,603		
	s106 / CIL		226,530		
	Contingency	5.00%	204,730		
	Abnormals		221,695	4,747,558	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	218,665		
	Legals	0.5%	36,444		
	Misc.		0	255,109	**5,740,508**

Developers Profit			
	Market Housing	17.50%	**1,051,470**
	Affordable Housing	17.50%	**224,074**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		333,029
	Total	6,151

Stamp duty calc - Add Profit			
Land payment			729,114
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	21,873

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**226,530**

Post CIL s106	7,551	£/ Unit (all)	226,530
CIL	0	£/m2	0
		Total	**226,530**

Build Cost	/m2	
BCIS	1,611	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	177	11%
	1,849	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			7	7	7	9																		
Market Housing				0	0	0	1,401,960	1,401,960	1,401,960	1,802,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	146,077	146,077	146,077	187,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	152,689	152,689	152,689	196,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,700,726**	**1,700,726**	**1,700,726**	**2,186,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	6,151																							
Easements etc.	0																							
Legals Acquisition	4,995																							
Planning Fee	13,860																							
Architects	94,951		94,951																					
QS	11,869		11,869																					
Planning Consultants	23,738		23,738																					
Other Professional	59,344		59,344																					
Build Cost - BCIS Base		0	318,469	636,938	955,407	1,046,399	727,929	409,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	17,619	35,238	52,857	57,891	40,272	22,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,923	31,847	47,770	52,320	36,396	20,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	17,243	34,486	51,729	56,655	39,412	22,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	51,022	51,022	51,022	65,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,504	8,504	8,504	10,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**214,909**	**0**	**559,157**	**738,509**	**1,107,764**	**1,213,265**	**903,536**	**534,281**	**59,525**	**76,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**333,029**																							
Interest		8,219	8,342	16,855	28,185	45,225	64,102	53,106	36,405	12,334	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,051,470
Affordable Housing																								224,074
Cash Flow	-547,938	-8,219	-567,499	-755,364	-1,135,949	-1,258,489	733,088	1,113,339	1,604,795	2,097,781	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,275,544
Opening Balanc	0																							
Closing Balance	-547,938	-556,157	-1,123,656	-1,879,020	-3,014,969	-4,273,459	-3,540,371	-2,427,032	-822,237	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	1,275,544	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,700,726**	**1,700,726**	**1,700,726**	**2,186,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	729,114																							
Stamp Duty	21,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	10,937	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	94,951	0	94,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	11,869	0	11,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	23,738	0	23,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	59,344	0	59,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	318,469	636,938	955,407	1,046,399	727,929	409,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-142,277	-142,277																				
Post CIL s106					52,857	52,857	52,857	67,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,923	31,847	47,770	52,320	36,396	20,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	17,243	34,486	51,729	56,655	39,412	22,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	51,022	51,022	51,022	65,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,504	8,504	8,504	10,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**965,686**	**0**	**399,261**	**560,994**	**1,107,764**	**1,208,231**	**916,121**	**579,587**	**59,525**	**76,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		14,485	14,703	20,912	29,641	46,702	65,526	54,739	38,744	14,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,027,898
Affordable Housing																								224,074
Cash Flow	-965,686	-14,485	-413,964	-581,906	-1,137,404	-1,254,933	719,079	1,066,399	1,602,457	2,095,408	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,251,972
Opening Balance	0																							
Closing Balance	-965,686	-980,172	-1,394,135	-1,976,042	-3,113,446	-4,368,378	-3,649,299	-2,582,900	-980,443	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	1,114,965	-137,008

Typologies H
Site 23

SITE NAME Site 23 Small Brown 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	70.0	70%	8		3,600	2,116,800	588
Shared Ownership	59.0	15%	2		2,340	243,538	104
Affordable Rent	59.0	15%	2		2,350	254,561	108
Social Rent	59.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.15 ha		79	/ha		**2,614,899**	**800**
SITE AREA - Gross	0.15 ha		79	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**70,998**	**467,401**	**467,401**
Alternative Use Value	243,038	1,600,000	1,600,000
Uplift 20%	48,608	320,000	320,000
Plus /ha 0	0	0	0
Viability Threshold	**291,646**		**1,920,000**
	£/m2		
Additional Profit	**-181,345**		**-308**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -50,480

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	5,916		70,998	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,065	1,065	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	70,116		
	QS / PM	0.50%	8,764		
	Planning Consultants	1.00%	17,529		
	Other Professional	2.50%	43,822	145,776	
CONSTRUCTION					
	Build Cost - BCIS Based	1,881	1,505,494		
	s106 / CIL		90,612		
	Contingency	5.00%	75,275		
	Abnormals		81,515	1,752,896	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	78,447		
	Legals	0.5%	13,074		
	Misc.		0	91,521	**2,062,255**

Developers Profit			
	Market Housing	17.50%	**370,440**
	Affordable Housing	17.50%	**87,167**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual

Land payment		70,998
	Total	0

Stamp duty calc - Add Profit

Land payment			291,646
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**90,612**

Post CIL s106	7,551	£/ Unit (all)	90,612
CIL	0	£/m2	0
		Total	**90,612**

Build Cost	/m2	
BCIS	1,640	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	180	11%
	1,881	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	705,600	705,600	705,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	81,179	81,179	81,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	84,854	84,854	84,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**871,633**	**871,633**	**871,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,065																							
Planning Fee	5,544																							
Architects	35,058		35,058																					
QS	4,382		4,382																					
Planning Consultants	8,764		8,764																					
Other Professional	21,911		21,911																					
Build Cost - BCIS Base		0	167,277	334,554	501,831	334,554	167,277	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,068	20,136	30,204	20,136	10,068	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	8,364	16,728	25,092	16,728	8,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	9,057	18,114	27,172	18,114	9,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	26,149	26,149	26,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,358	4,358	4,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**76,725**	**0**	**264,882**	**389,532**	**584,299**	**389,532**	**225,273**	**30,507**	**30,507**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	70,998																							
Interest		2,216	2,249	6,256	12,193	21,140	27,300	18,014	5,668	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								370,440
Affordable Housing																								87,167
Cash Flow	-147,722	-2,216	-267,131	-395,788	-596,491	-410,673	619,059	823,111	835,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-457,607
Opening Balanc	0																							
Closing Balance	-147,722	-149,938	-417,069	-812,858	-1,409,349	-1,820,022	-1,200,962	-377,851	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	457,607	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**871,633**	**871,633**	**871,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	291,646																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	35,058	0	35,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,382	0	4,382	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,764	0	8,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	21,911	0	21,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	167,277	334,554	501,831	334,554	167,277	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-181,345																					
Post CIL s106					30,204	30,204	30,204	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	8,364	16,728	25,092	16,728	8,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	9,057	18,114	27,172	18,114	9,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	26,149	26,149	26,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,358	4,358	4,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**371,680**	**0**	**73,469**	**369,396**	**584,299**	**399,600**	**245,409**	**30,507**	**30,507**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		5,575	5,659	6,846	12,489	21,441	27,757	18,780	6,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								368,352
Affordable Housing																								87,167
Cash Flow	-371,680	-5,575	-79,128	-376,242	-596,788	-421,042	598,467	822,346	834,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-455,519
Opening Balance	0																							
Closing Balance	-371,680	-377,255	-456,383	-832,625	-1,429,413	-1,850,455	-1,251,988	-429,642	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	405,039	-50,480

Typologies H
Site 24

SITE NAME Site 24 Small Brown 8

INCOME	Av Size m2	%	Number 8		Price £/m2	GDV £	GIA m2
Market Housing	90.0	70%	6		3,600	1,814,400	504
Shared Ownership	90.0	15%	1		2,340	247,666	106
Affordable Rent	90.0	15%	1		2,350	258,876	110
Social Rent	90.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		79	/ha		**2,320,942**	**720**
SITE AREA - Gross	0.10 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	301,512	2,977,434	2,977,434
Alternative Use Value	162,025		1,600,000
Uplift 20%	32,405		320,000
Plus /ha 0	0		0
Viability Threshold	**194,430**		**1,920,000**
	£/m2		
Additional Profit	137,394	273	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -33,063

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	37,689		301,512	
	Stamp Duty		4,576		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,523	9,098	
PLANNING					
	Planning Fee		3,696		
	Architects	4.00%	52,604		
	QS / PM	0.50%	6,576		
	Planning Consultants	1.00%	13,151		
	Other Professional	2.50%	32,878	108,905	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	1,133,547		
	s106 / CIL		60,408		
	Contingency	5.00%	56,677		
	Abnormals		64,477	1,315,110	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	69,628		
	Legals	0.5%	11,605		
	Misc.		0	81,233	**1,815,858**

Developers Profit			
	Market Housing	17.50%	**317,520**
	Affordable Housing	17.50%	**88,645**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	8		
No dwgs under	8	462	3,696
No dwgs over 5(	0	138	0
		Total	3,696

Stamp duty calc - Residual

Land payment		301,512
	Total	4,576

Stamp duty calc - Add Profit

Land payment			194,430
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	5,833

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**60,408**

Post CIL s106	7,551	£/ Unit (all)	60,408
CIL	0	£/m2	0
		Total	**60,408**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2	2																		
Market Housing				0	0	0	453,600	453,600	453,600	453,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	61,916	61,916	61,916	61,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,719	64,719	64,719	64,719	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**580,235**	**580,235**	**580,235**	**580,235**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	4,576																							
Easements etc.	0																							
Legals Acquisition	4,523																							
Planning Fee	3,696																							
Architects	26,302		26,302																					
QS	3,288		3,288																					
Planning Consultants	6,576		6,576																					
Other Professional	16,439		16,439																					
Build Cost - BCIS Base		0	94,462	188,925	283,387	283,387	188,925	94,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	5,034	10,068	15,102	15,102	10,068	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,723	9,446	14,169	14,169	9,446	4,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,373	10,746	16,119	16,119	10,746	5,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	17,407	17,407	17,407	17,407	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,901	2,901	2,901	2,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**65,399**	**0**	**162,197**	**219,185**	**328,777**	**328,777**	**239,493**	**129,901**	**20,308**	**20,308**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**301,512**																							
Interest		5,504	5,586	8,103	11,512	16,617	21,798	17,013	10,514	2,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								317,520
Affordable Housing																								88,645
Cash Flow	-366,911	-5,504	-167,783	-227,288	-340,290	-345,394	318,945	433,321	549,414	557,655	0	0	0	0	0	0	0	0	0	0	0	0	0	-406,165
Opening Balanc	0																							
Closing Balance	-366,911	-372,415	-540,198	-767,486	-1,107,775	-1,453,170	-1,134,225	-700,904	-151,490	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	406,165	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**580,235**	**580,235**	**580,235**	**580,235**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	194,430																							
Stamp Duty	5,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	26,302	0	26,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,288	0	3,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,576	0	6,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,439	0	16,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	94,462	188,925	283,387	283,387	188,925	94,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			68,697	68,697																				
Post CIL s106					15,102	15,102	15,102	15,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,723	9,446	14,169	14,169	9,446	4,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,373	10,746	16,119	16,119	10,746	5,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,407	17,407	17,407	17,407	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,901	2,901	2,901	2,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**259,480**	**0**	**225,860**	**277,814**	**328,777**	**328,777**	**244,527**	**139,969**	**20,308**	**20,308**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,892	3,951	7,398	11,676	16,783	21,966	17,260	10,915	2,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								323,019
Affordable Housing																								88,645
Cash Flow	-259,480	-3,892	-229,810	-285,212	-340,453	-345,560	313,742	423,007	549,012	557,247	0	0	0	0	0	0	0	0	0	0	0	0	0	-411,663
Opening Balance	0																							
Closing Balance	-259,480	-263,372	-493,183	-778,394	-1,118,848	-1,464,408	-1,150,666	-727,659	-178,647	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	378,601	-33,063

Typologies H
Site 25

SITE NAME Site 25 Small Brown 5

INCOME	Av Size m2	%	Number 5		Price £/m2	GDV £	GIA m2
Market Housing	95.0	70%	4		3,600	1,197,000	333
Shared Ownership	95.0	15%	1		2,340	163,391	70
Affordable Rent	95.0	15%	1		2,350	170,786	73
Social Rent	95.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.06 ha		79	/ha		**1,531,177**	**475**
SITE AREA - Gross	0.06 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	202,112	3,193,369	3,193,369
Alternative Use Value	101,266		1,600,000
Uplift 20%	20,253		320,000
Plus /ha 0	0		0
Viability Threshold	**121,519**		**1,920,000**
	£/m2		
Additional Profit	99,536	299	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -19,343

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	40,422		202,112	
	Stamp Duty		1,042		
	Easements etc.		0		
	Legals Acquisition	1.50%	3,032	4,074	
PLANNING					
	Planning Fee		2,310		
	Architects	4.00%	34,610		
	QS / PM	0.50%	4,326		
	Planning Consultants	1.00%	8,652		
	Other Professional	2.50%	21,631	71,529	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	747,826		
	s106 / CIL		37,755		
	Contingency	5.00%	37,391		
	Abnormals		42,266	865,239	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	45,935		
	Legals	0.5%	7,656		
	Misc.		0	53,591	**1,196,545**

Developers Profit			
	Market Housing	17.50%	**209,475**
	Affordable Housing	17.50%	**58,481**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	5		
No dwgs under	5	462	2,310
No dwgs over 5(	0	138	0
		Total	2,310

Stamp duty calc - Residual

Land payment		202,112
	Total	1,042

Stamp duty calc - Add Profit

Land payment		121,519
125,000	0%	1%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	1%
	Total	1,215

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**37,755**

Post CIL s106	7,551	£/ Unit (all)	37,755
CIL	0	£/m2	0
		Total	**37,755**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing				0	0	0	239,400	478,800	478,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	32,678	65,356	65,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	34,157	68,315	68,315	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**306,235**	**612,471**	**612,471**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,042																							
Easements etc.	0																							
Legals Acquisition	3,032																							
Planning Fee	2,310																							
Architects	17,305		17,305																					
QS	2,163		2,163																					
Planning Consultants	4,326		4,326																					
Other Professional	10,815		10,815																					
Build Cost - BCIS Base		0	49,855	149,565	249,275	199,420	99,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,517	7,551	12,585	10,068	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,493	7,478	12,464	9,971	4,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,818	8,453	14,089	11,271	5,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	9,187	18,374	18,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,531	3,062	3,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**40,993**	**0**	**92,292**	**173,048**	**288,413**	**230,730**	**126,083**	**21,436**	**21,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**202,112**																							
Interest		3,647	3,701	5,141	7,814	12,257	15,902	13,438	4,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								209,475
Affordable Housing																								58,481
Cash Flow	-243,105	-3,647	-95,993	-178,189	-296,227	-242,988	164,250	577,596	586,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-267,956
Opening Balanc	0																							
Closing Balance	-243,105	-246,752	-342,745	-520,934	-817,161	-1,060,149	-895,899	-318,304	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	267,956	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**306,235**	**612,471**	**612,471**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	121,519																							
Stamp Duty	1,215	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,823	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	17,305	0	17,305	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,163	0	2,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,326	0	4,326	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,815	0	10,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	49,855	149,565	249,275	199,420	99,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			99,536																					
Post CIL s106					7,551	15,102	15,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,493	7,478	12,464	9,971	4,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,818	8,453	14,089	11,271	5,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,187	18,374	18,374	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,531	3,062	3,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**161,477**	**0**	**189,311**	**165,497**	**283,379**	**235,764**	**136,151**	**21,436**	**21,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,422	2,458	5,335	7,898	12,267	15,987	13,676	5,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								212,529
Affordable Housing																								58,481
Cash Flow	-161,477	-2,422	-191,770	-170,832	-291,276	-248,031	154,097	577,359	586,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-271,010
Opening Balance	0																							
Closing Balance	-161,477	-163,899	-355,668	-526,500	-817,777	-1,065,808	-911,711	-334,352	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	251,667	-19,343

Typologies H
Site 26

SITE NAME	Site 26	PRS HD 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	64.9		80%	80		3,200	16,603,429	5,189
Shared Ownership	61.0		0%	0		2,080	0	0
Affordable Rent	61.0		20%	20		2,560	3,123,200	1,220
Social Rent	61.0		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.83	ha		120	/ha		**19,726,629**	**6,409**
SITE AREA - Gross	0.83	ha		120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,868,609**	**-3,442,331**	**-3,442,331**
Alternative Use Value	1,333,333	1,600,000	
Uplift 20%	266,667	320,000	
Plus /ha 0	0	0	
Viability Threshold	**1,600,000**		**1,920,000**
	£/m2		
Additional Profit	**-4,091,757**	**-789**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -536,308

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-28,686		-2,868,609	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-43,029	-43,029	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	678,176		
	QS / PM	0.50%	84,772		
	Planning Consultants	1.00%	169,544		
	Other Professional	2.50%	423,860	1,386,352	
CONSTRUCTION					
	Build Cost - BCIS Based	2,294	14,700,049		
	s106 / CIL		755,100		
	Contingency	5.00%	735,002		
	Abnormals		764,252	16,954,404	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	591,799		
	Legals	0.5%	98,633		
	Misc.		0	690,432	**16,119,550**

Developers Profit			
	Market Housing	15.00%	**2,490,514**
	Affordable Housing	15.00%	**468,480**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-2,868,609
	Total	0

Stamp duty calc - Add Profit			
Land payment			1,600,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	2,093	
Sustainability	65	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	126	6%
	2,294	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			50	50																				
Market Housing				0	0	0	8,301,714	8,301,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	1,561,600	1,561,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**9,863,314**	**9,863,314**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-43,029																							
Planning Fee	30,000																							
Architects	339,088		339,088																					
QS	42,386		42,386																					
Planning Consultants	84,772		84,772																					
Other Professional	211,930		211,930																					
Build Cost - BCIS Base		0	2,450,008	4,900,016	4,900,016	2,450,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	125,850	251,700	251,700	125,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	122,500	245,001	245,001	122,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	127,375	254,751	254,751	127,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	295,899	295,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	49,317	49,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**665,147**	**0**	**3,503,910**	**5,651,468**	**5,651,468**	**2,825,734**	**345,216**	**345,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,868,609																							
Interest		0	0	19,507	104,571	190,912	236,162	96,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,490,514
Affordable Housing																								468,480
Cash Flow	2,203,462	0	-3,503,910	-5,670,975	-5,756,039	-3,016,646	9,281,937	9,421,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,958,994
Opening Balanc	0																							
Closing Balance	2,203,462	2,203,462	-1,300,448	-6,971,423	-12,727,462	-15,744,108	-6,462,171	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	2,958,994	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**9,863,314**	**9,863,314**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,600,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	339,088	0	339,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	42,386	0	42,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	84,772	0	84,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	211,930	0	211,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	2,450,008	4,900,016	4,900,016	2,450,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-4,091,757																					
Post CIL s106					377,550	377,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	122,500	245,001	245,001	122,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	127,375	254,751	254,751	127,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	295,899	295,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	49,317	49,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,332,176**	**0**	**-713,697**	**5,399,768**	**5,777,318**	**3,077,434**	**345,216**	**345,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		34,983	35,507	25,335	106,711	194,972	244,058	104,947	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,484,515
Affordable Housing																								468,480
Cash Flow	-2,332,176	-34,983	678,190	-5,425,102	-5,884,029	-3,272,405	9,274,041	9,413,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,952,995
Opening Balance	0																							
Closing Balance	-2,332,176	-2,367,159	-1,688,969	-7,114,071	-12,998,100	-16,270,506	-6,996,465	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	2,416,686	-536,308

Typologies H
Site 27

SITE NAME	Site 27	PRS MD 50

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	64.8	80%	40		3,200	8,290,743	2,591
Shared Ownership	61.0	0%	0		2,080	0	0
Affordable Rent	61.0	20%	10		2,560	1,561,600	610
Social Rent	61.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.53 ha		95	/ha		9,852,343	3,201
SITE AREA - Gross	0.53 ha		95	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-427,415	-812,088	-812,088
Alternative Use Value	842,105	1,600,000	
Uplift 20%	168,421	320,000	
Plus /ha 0	0	0	
Viability Threshold	1,010,526		1,920,000
	£/m2		
Additional Profit	-1,260,494	-487	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -243,058

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-8,548		-427,415	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-6,411	-6,411	
PLANNING					
	Planning Fee		23,100		
	Architects	4.00%	299,827		
	QS / PM	0.50%	37,478		
	Planning Consultants	1.00%	74,957		
	Other Professional	2.50%	187,392	622,754	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	6,457,729		
	s106 / CIL		377,550		
	Contingency	5.00%	322,886		
	Abnormals		337,511	7,495,677	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	295,570		
	Legals	0.5%	49,262		
	Misc.		0	344,832	**8,029,437**

Developers Profit			
	Market Housing	15.00%	**1,243,611**
	Affordable Housing	15.00%	**234,240**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	50		
No dwgs under	50	462	23,100
No dwgs over 5(	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-427,415
	Total	0

Stamp duty calc - Add Profit			
Land payment			1,010,526
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**377,550**

Post CIL s106	7,551	£/ Unit (all)	377,550
CIL	0	£/m2	0
		Total	**377,550**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25																				
Market Housing				0	0	0	4,145,371	4,145,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	780,800	780,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,926,171**	**4,926,171**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,411																							
Planning Fee	23,100																							
Architects	149,914		149,914																					
QS	18,739		18,739																					
Planning Consultants	37,478		37,478																					
Other Professional	93,696		93,696																					
Build Cost - BCIS Base		0	1,076,288	2,152,576	2,152,576	1,076,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,814	107,629	107,629	53,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	56,252	112,504	112,504	56,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	147,785	147,785	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	24,631	24,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**316,516**	**0**	**1,549,107**	**2,498,559**	**2,498,559**	**1,249,280**	**172,416**	**172,416**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-427,415**																							
Interest		0	0	21,573	59,375	97,744	117,949	48,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,243,611
Affordable Housing																								234,240
Cash Flow	110,899	0	-1,549,107	-2,520,132	-2,557,934	-1,347,024	4,635,806	4,705,343	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,477,851
Opening Balanc	0																							
Closing Balance	110,899	110,899	-1,438,208	-3,958,340	-6,516,274	-7,863,298	-3,227,492	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	1,477,851	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,926,171**	**4,926,171**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,010,526																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	15,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	23,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	149,914	0	149,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	18,739	0	18,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	37,478	0	37,478	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	93,696	0	93,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,076,288	2,152,576	2,152,576	1,076,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,260,494																					
Post CIL s106					188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,814	107,629	107,629	53,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	56,252	112,504	112,504	56,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	147,785	147,785	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	24,631	24,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,348,611**	**0**	**225,687**	**2,372,709**	**2,561,484**	**1,375,130**	**172,416**	**172,416**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		20,229	20,533	24,226	60,180	99,505	121,624	52,142	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,234,268
Affordable Housing																								234,240
Cash Flow	-1,348,611	-20,229	-246,220	-2,396,935	-2,621,664	-1,474,634	4,632,131	4,701,613	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,468,508
Opening Balance	0																							
Closing Balance	-1,348,611	-1,368,840	-1,615,061	-4,011,996	-6,633,660	-8,108,294	-3,476,163	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	1,225,450	-243,058

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Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Large Green 1,500		**1,500**	**42.86**	**35.00**	**93**	**139,713**	**3,260**		**203,451,338**	**1,456.21**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	51		45.00	2,295.00	15%	1,600	4,222,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	158		75.00	11,850.00		1,371	16,246,350
	3	210		95.00	19,950.00		1,371	27,351,450
Semi	2	158		85.00	13,430.00		1,371	18,412,530
	3	263		107.00	28,141.00		1,371	38,581,311
Det	4	105		135.00	14,175.00		1,584	22,453,200
	5	105		150.00	15,750.00		1,584	24,948,000
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	89		40.00	3,560.00	15%	1,600	6,550,400
	2	45		61.00	2,745.00	15%	1,600	5,050,800
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	45		70.00	3,150.00		1,371	4,318,650
	3	68		84.00	5,712.00		1,371	7,831,152
Semi	2	45		79.00	3,555.00		1,371	4,873,905
	3	90		93.00	8,370.00		1,371	11,475,270
Det	4	45		100.00	4,500.00		1,584	7,128,000
	5	23		110.00	2,530.00		1,584	4,007,520
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	61.264
	Net	42.857

Number	2	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Large Green 400		**400**	**11.43**	**35.00**	**93**	**37,224**	**3,257**		**54,219,042**	**1,456.56**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	42		75.00	3,150.00		1,371	4,318,650
	3	56		95.00	5,320.00		1,371	7,293,720
Semi	2	42		85.00	3,570.00		1,371	4,894,470
	3	70		107.00	7,490.00		1,371	10,268,790
Det	4	28		135.00	3,780.00		1,584	5,987,520
	5	28		150.00	4,200.00		1,584	6,652,800
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	24		40.00	960.00	15%	1,600	1,766,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	12		70.00	840.00		1,371	1,151,640
	3	18		84.00	1,512.00		1,371	2,072,952
Semi	2	12		79.00	948.00		1,371	1,299,708
	3	24		93.00	2,232.00		1,371	3,060,072
Det	4	12		100.00	1,200.00		1,584	1,900,800
	5	6		110.00	660.00		1,584	1,045,440
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	16.337
	Net	11.429

Number	3	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 200		**200**	**5.71**	**35.00**	**93**	**18,612**	**3,257**		**27,109,521**	**1,456.56**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	7		45.00	315.00	15%	1,600	579,600
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	21		75.00	1,575.00		1,371	2,159,325
	3	28		95.00	2,660.00		1,371	3,646,860
Semi	2	21		85.00	1,785.00		1,371	2,447,235
	3	35		107.00	3,745.00		1,371	5,134,395
Det	4	14		135.00	1,890.00		1,584	2,993,760
	5	14		150.00	2,100.00		1,584	3,326,400
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	12		40.00	480.00	15%	1,600	883,200
	2	6		61.00	366.00	15%	1,600	673,440
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	6		70.00	420.00		1,371	575,820
	3	9		84.00	756.00		1,371	1,036,476
Semi	2	6		79.00	474.00		1,371	649,854
	3	12		93.00	1,116.00		1,371	1,530,036
Det	4	6		100.00	600.00		1,584	950,400
	5	3		110.00	330.00		1,584	522,720
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	8.169
	Net	5.714

Number	4	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 100		**100**	**2.86**	**35.00**	**94**	**9,429**	**3,300**		**13,684,691**	**1,451.34**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	11		75.00	825.00		1,371	1,131,075
	3	14		95.00	1,330.00		1,371	1,823,430
Semi	2	11		85.00	935.00		1,371	1,281,885
	3	18		107.00	1,926.00		1,371	2,640,546
Det	4	7		135.00	945.00		1,584	1,496,880
	5	7		150.00	1,050.00		1,584	1,663,200
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	5		40.00	200.00	15%	1,600	368,000
	2	3		61.00	183.00	15%	1,600	336,720
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	3		70.00	210.00		1,371	287,910
	3	5		84.00	420.00		1,371	575,820
Semi	2	3		79.00	237.00		1,371	324,927
	3	6		93.00	558.00		1,371	765,018
Det	4	3		100.00	300.00		1,584	475,200
	5	2		110.00	220.00		1,584	348,480
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	4.084
	Net	2.857

Number	5	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 50		**50**	**1.43**	**35.00**	**97**	**4,830**	**3,381**		**7,027,863**	**1,455.04**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	5		75.00	375.00		1,371	514,125
	3	7		95.00	665.00		1,371	911,715
Semi	2	5		85.00	425.00		1,371	582,675
	3	9		107.00	963.00		1,371	1,320,273
Det	4	4		135.00	540.00		1,584	855,360
	5	4		150.00	600.00		1,584	950,400
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	2		61.00	122.00	15%	1,600	224,480
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	2		70.00	140.00		1,371	191,940
	3	2		84.00	168.00		1,371	230,328
Semi	2	2		79.00	158.00		1,371	216,618
	3	3		93.00	279.00		1,371	382,509
Det	4	2		100.00	200.00		1,584	316,800
	5	1		110.00	110.00		1,584	174,240
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	2.042
	Net	1.429

Number	6	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 30		**30**	**0.86**	**35.00**	**93**	**2,777**	**3,240**		**4,037,211**	**1,453.80**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	3		75.00	225.00		1,371	308,475
	3	4		95.00	380.00		1,371	520,980
Semi	2	3		85.00	255.00		1,371	349,605
	3	6		107.00	642.00		1,371	880,182
Det	4	2		135.00	270.00		1,584	427,680
	5	2		150.00	300.00		1,584	475,200
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	2		40.00	80.00	15%	1,600	147,200
	2	1		61.00	61.00	15%	1,600	112,240
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	1		79.00	79.00		1,371	108,309
	3	2		93.00	186.00		1,371	255,006
Det	4	1		100.00	100.00		1,584	158,400
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.225
	Net	0.857

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 20		**20**	**0.57**	**35.00**	**93**	**1,850**	**3,238**		**2,668,069**	**1,442.20**	Lower	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	15%	1,600	82,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	3		95.00	285.00		1,371	390,735
Semi	2	2		85.00	170.00		1,371	233,070
	3	4		107.00	428.00		1,371	586,788
Det	4	1		135.00	135.00		1,584	213,840
	5	1		150.00	150.00		1,584	237,600
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	1		61.00	61.00	15%	1,600	112,240
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	1		79.00	79.00		1,371	108,309
	3	1		93.00	93.00		1,371	127,503
Det	4	1		100.00	100.00		1,584	158,400
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.817
	Net	0.571

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 12		**12**	**0.34**	**35.00**	**95**	**1,136**	**3,313**		**1,636,921**	**1,440.95**	Lower	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	1		75.00	75.00		1,371	102,825
	3	2		95.00	190.00		1,371	260,490
Semi	2	1		85.00	85.00		1,371	116,535
	3	2		107.00	214.00		1,371	293,394
Det	4	1		135.00	135.00		1,584	213,840
	5	1		150.00	150.00		1,584	237,600
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	1		70.00	70.00		1,371	95,970
	3	1		84.00	84.00		1,371	115,164
Semi	2	0		79.00	0.00		1,371	0
	3	1		93.00	93.00		1,371	127,503
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.490
	Net	0.343

Number	9	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 8		**8**	**0.23**	**35.00**	**96**	**768**	**3,360**		**1,052,928**	**1,371.00**	Lower	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	4		85.00	340.00		1,371	466,140
	3	4		107.00	428.00		1,371	586,788
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.229
	Net	0.229

Number	10	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 6		**6**	**0.17**	**35.00**	**99**	**594**	**3,465**		**814,374**	**1,371.00**	Lower	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	4		95.00	380.00		1,371	520,980
Semi	2	0		85.00	0.00		1,371	0
	3	2		107.00	214.00		1,371	293,394
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.171
	Net	0.171

Number	11	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 4		**4**	**0.11**	**35.00**	**115**	**460**	**4,025**		**688,170**	**1,496.02**	Lower	Green	Paddock

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	2		95.00	190.00		1,371	260,490
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	2		135.00	270.00		1,584	427,680
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.114
	Net	0.114

Number	12	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
V High Density 400		**400**	**1.45**	**275.00**	**63**	**25,232**	**17,347**		**55,393,071**	**2,195.35**	Lower	Brown	PDL

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	56		45.00	2,520.00	15%	1,909	5,532,282
Flat 2 High*	2	112		65.00	7,280.00	15%	1,909	15,982,148
Flat 3 High*	3	112		75.00	8,400.00	15%	1,909	18,440,940
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	36		40.00	1,440.00	15%	1,909	3,161,304
Flat 2 High*	2	48		61.00	2,928.00	15%	1,909	6,427,985
Flat 3 High*	3	36		74.00	2,664.00	15%	1,909	5,848,412

Area	Gross	1.455
	Net	1.455

Number	13	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
V High Density 100		**100**	**0.36**	**275.00**	**63**	**6,308**	**17,347**		**13,848,268**	**2,195.35**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0.0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	14		45.00	630.00	15%	1,909	1,383,071
Flat 2 High*	2	28		65.00	1,820.00	15%	1,909	3,995,537
Flat 3 High*	3	28		75.00	2,100.00	15%	1,909	4,610,235
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0.0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	9		40.00	360.00	15%	1,909	790,326
Flat 2 High*	2	12		61.00	732.00	15%	1,909	1,606,996
Flat 3 High*	3	9		74.00	666.00	15%	1,909	1,462,103

Area	Gross	0.364
	Net	0.364

Number	14	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
High Density 400		**400**	**2.22**	**180.00**	**63**	**25,344**	**11,405**		**46,632,960**	**1,840.00**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	56		45.00	2,520.00	15%	1,600	4,636,800
	2	112		65.00	7,280.00	15%	1,600	13,395,200
	3	112		76.00	8,512.00	15%	1,600	15,662,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0.0		95.00	0.00		1,371	0
Semi	2	0.0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	36		40.00	1,440.00	15%	1,600	2,649,600
	2	48		61.00	2,928.00	15%	1,600	5,387,520
	3	36		74.00	2,664.00	15%	1,600	4,901,760
Terrace	2	0		70.00	0.00		1,371	0
	3	0.0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	2.222
	Net	2.222

Number	15	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/ Brown lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
High Density 100		**100**	**0.56**	**180.00**	**63**	**6,336**	**11,405**		**11,658,240**	**1,840.00**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	28		65.00	1,820.00	15%	1,600	3,348,800
	3	28		76.00	2,128.00	15%	1,600	3,915,520
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.556
	Net	0.556

Number	16	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/Brown lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Central HD 400		**400**	**2.67**	**150.00**	**63**	**25,344**	**9,504**		**46,632,960**	**1,840.00**	Lower	Brown	Town Centre

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	56		45.00	2,520.00	15%	1,600	4,636,800
	2	112		65.00	7,280.00	15%	1,600	13,395,200
	3	112		76.00	8,512.00	15%	1,600	15,662,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0.0		95.00	0.00		1,371	0
Semi	2	0.0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	36		40.00	1,440.00	15%	1,600	2,649,600
	2	48		61.00	2,928.00	15%	1,600	5,387,520
	3	36		74.00	2,664.00	15%	1,600	4,901,760
Terrace	2	0		70.00	0.00		1,371	0
	3	0.0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	2.667
	Net	2.667

Number	17	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Central HD 100		**100**	**0.67**	**150.00**	**63**	**6,336**	**9,504**		**11,658,240**	**1,840.00**	Lower	Brown	Town Centre

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	14		45.00	630.00	15%	1,600	1,159,200
	2	28		65.00	1,820.00	15%	1,600	3,348,800
	3	28		76.00	2,128.00	15%	1,600	3,915,520
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.667
	Net	0.667

Number	18	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Medium Density	**100**	**100**	**1.05**	**95.00**	**73**	**7,266**	**6,903**		**11,868,640**	**1,633.45**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	5		45.00	225.00	15%	1,600	414,000
	2	11		65.00	715.00	15%	1,600	1,315,600
	3	18		76.00	1,368.00	15%	1,600	2,517,120
Terrace	2	11		75.00	825.00		1,371	1,131,075
	3	25		95.00	2,375.00		1,371	3,256,125
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	9		40.00	360.00	15%	1,600	662,400
	2	12		61.00	732.00	15%	1,600	1,346,880
	3	9		74.00	666.00	15%	1,600	1,225,440
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.053
	Net	1.053

Number	19	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Medium Density	**30**	**30**	**0.32**	**95.00**	**73**	**2,196**	**6,954**		**3,578,675**	**1,629.63**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	3		65.00	195.00	15%	1,600	358,800
	3	5		76.00	380.00	15%	1,600	699,200
Terrace	2	3		75.00	225.00		1,371	308,475
	3	8		95.00	760.00		1,371	1,041,960
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable							0	
Flat	1	2		40.00	80.00	15%	1,600	147,200
	2	4		61.00	244.00	15%	1,600	448,960
	3	3		74.00	222.00	15%	1,600	408,480
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.316
	Net	0.316

Number	20	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 300		**300**	**3.80**	**79.00**	**73**	**21,826**	**5,748**		**35,291,620**	**1,616.95**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	20		45.00	900.00	15%	1,600	1,656,000
	2	32		65.00	2,080.00	15%	1,600	3,827,200
	3	42		76.00	3,192.00	15%	1,600	5,873,280
Terrace	2	32		75.00	2,400.00		1,371	3,290,400
	3	84		95.00	7,980.00		1,371	10,940,580
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	27		40.00	1,080.00	15%	1,600	1,987,200
	2	36		61.00	2,196.00	15%	1,600	4,040,640
	3	27		74.00	1,998.00	15%	1,600	3,676,320
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	3.797
	Net	3.797

Number	21	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 80		**80**	**1.01**	**79.00**	**72**	**5,799**	**5,727**		**9,373,375**	**1,616.38**	Lower	Brown	PDL

		Beds	No		m2	Total		BCIS	COST
Market									0
Flat		1	6		45.00	270.00	15%	1,600	496,800
		2	8		65.00	520.00	15%	1,600	956,800
		3	11		76.00	836.00	15%	1,600	1,538,240
Terrace		2	9		75.00	675.00		1,371	925,425
		3	22		95.00	2,090.00		1,371	2,865,390
Semi		2	0		85.00	0.00		1,371	0
		3	0		107.00	0.00		1,371	0
Det		4	0		135.00	0.00		1,584	0
		5	0		150.00	0.00		1,584	0
Flat 1 High*		1	0		45.00	0.00	15%	1,909	0
Flat 2 High*		2	0		65.00	0.00	15%	1,909	0
Flat 3 High*		3	0		75.00	0.00	15%	1,909	0
Affordable									
Flat		1	7		40.00	280.00	15%	1,600	515,200
		2	10		61.00	610.00	15%	1,600	1,122,400
		3	7		74.00	518.00	15%	1,600	953,120
Terrace		2	0		70.00	0.00		1,371	0
		3	0		84.00	0.00		1,371	0
Semi		2	0		79.00	0.00		1,371	0
		3	0		93.00	0.00		1,371	0
Det		4	0		100.00	0.00		1,584	0
		5	0		110.00	0.00		1,584	0
Flat 1 High*		1	0		40.00	0.00	15%	1,909	0
Flat 2 High*		2	0		61.00	0.00	15%	1,909	0
Flat 3 High*		3	0		74.00	0.00	15%	1,909	0

Area	Gross	1.013
	Net	1.013

Number	22	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 30		**30**	**0.38**	**79.00**	**74**	**2,215**	**5,833**		**3,569,080**	**1,611.32**	Lower	Brown	PDL

		Beds	No		m2	Total		BCIS	COST
Market									0
Flat		1	2		45.00	90.00	15%	1,600	165,600
		2	3		65.00	195.00	15%	1,600	358,800
		3	4		76.00	304.00	15%	1,600	559,360
Terrace		2	3		75.00	225.00		1,371	308,475
		3	9		95.00	855.00		1,371	1,172,205
Semi		2	0		85.00	0.00		1,371	0
		3	0		107.00	0.00		1,371	0
Det		4	0		135.00	0.00		1,584	0
		5	0		150.00	0.00		1,584	0
Flat 1 High*		1	0		45.00	0.00	15%	1,909	0
Flat 2 High*		2	0		65.00	0.00	15%	1,909	0
Flat 3 High*		3	0		75.00	0.00	15%	1,909	0
Affordable									
Flat		1	2		40.00	80.00	15%	1,600	147,200
		2	4		61.00	244.00	15%	1,600	448,960
		3	3		74.00	222.00	15%	1,600	408,480
Terrace		2	0		70.00	0.00		1,371	0
		3	0		84.00	0.00		1,371	0
Semi		2	0		79.00	0.00		1,371	0
		3	0		93.00	0.00		1,371	0
Det		4	0		100.00	0.00		1,584	0
		5	0		110.00	0.00		1,584	0
Flat 1 High*		1	0		40.00	0.00	15%	1,909	0
Flat 2 High*		2	0		61.00	0.00	15%	1,909	0
Flat 3 High*		3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.380
	Net	0.380

Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 12		**12**	**0.15**	**79.00**	**66**	**796**	**5,240**		**1,305,180**	**1,639.67**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		45.00	90.00	15%	1,600	165,600
	2	2		65.00	130.00	15%	1,600	239,200
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	2		95.00	190.00		1,371	260,490
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	1		40.00	40.00	15%	1,600	73,600
	2	2		61.00	122.00	15%	1,600	224,480
	3	1		74.00	74.00	15%	1,600	136,160
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.152
	Net	0.152

Number	24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 8		**8**	**0.10**	**79.00**	**90**	**720**	**7,110**		**987,120**	**1,371.00**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	2		75.00	150.00		1,371	205,650
	3	6		95.00	570.00		1,371	781,470
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.101
	Net	0.101

Number	25	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Small Brown 5		**5**	**0.06**	**79.00**	**95**	**475**	**7,505**	**651,225**	**1,371.00**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	5		95.00	475.00		1,371	651,225
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	0		61.00	0.00	15%	1,600	0
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.063
	Net	0.063

Number	26	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
PRS HD 100		**100**	**0.83**	**120.00**	**64**	**6,370**	**7,644**	**13,334,089**	**2,093.26**	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	15%	1,600	0
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	13		45.00	585.00	15%	1,909	1,284,280
Flat 2 High*	2	32		65.00	2,080.00	15%	1,909	4,566,328
Flat 3 High*	3	25		75.00	1,875.00	15%	1,909	4,116,281
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	30		61.00	1,830.00	15%	1,600	3,367,200
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.833
	Net	0.833

Number	27	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use

PRS MD 50	50	0.53	95.00	64	3,182	6,046	5,854,880	1,840.00	Lower	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	7		45.00	315.00	15%	1,600	579,600
	2	16		65.00	1,040.00	15%	1,600	1,913,600
	3	12		76.00	912.00	15%	1,600	1,678,080
Terrace	2	0		75.00	0.00		1,371	0
	3	0		95.00	0.00		1,371	0
Semi	2	0		85.00	0.00		1,371	0
	3	0		107.00	0.00		1,371	0
Det	4	0		135.00	0.00		1,584	0
	5	0		150.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		75.00	0.00	15%	1,909	0
Affordable								
Flat	1	0		40.00	0.00	15%	1,600	0
	2	15		61.00	915.00	15%	1,600	1,683,600
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		100.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	0.526
	Net	0.526

Typologies L
For Apps

				Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
				Large Green 1,500	Large Green 400	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 8	Green 6	Green 4	V High Density 400	V High Density 100	High Density 400	High Density 100	Central HD 400	Central HD 100	Medium Density 100	Medium Density 30	Brown 300	Brown 80	Brown 30	Small Brown 12	Small Brown 8	Small Brown 5
	Green/brown field			Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	Town Centre	Town Centre	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
	Locality			Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower	Lower
Site Area	**Gross**	**ha**		61.26	16.34	8.17	4.08	2.04	1.23	0.82	0.49	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
	Net	ha		42.86	11.43	5.71	2.86	1.43	0.86	0.57	0.34	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
Units				1,500	400	200	100	50	30	20	12	8	6	4	400	100	400	100	400	100	100	30	300	80	30	12	8	5
Average Unit Size			m2	93.14	93.06	93.06	94.29	96.60	92.57	92.50	94.67	96.00	99.00	115.00	63.08	63.08	63.36	63.36	63.36	63.36	72.66	73.20	72.75	72.49	73.83	66.33	90.00	95.00
Mix	Intermediate to Buy			14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent			15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2		3,720	3,720	3,720	3,600	3,600	3,600	3,600	3,600	4,000	4,000	4,000	3,600	3,600	3,600	3,600	3,600	3,600	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550
	Intermediate to Buy	£/m2		2,418	2,418	2,418	2,340	2,340	2,340	2,340	2,340	2,600	2,600	2,600	2,340	2,340	2,340	2,340	2,340	2,340	2,308	2,308	2,308	2,308	2,308	2,308	2,308	2,308
	Affordable Rent	£/m2		2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350
	Social Rent	£/m2		1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400
Grant and Subsi	Intermediate to Buy	£/unit																										
	Affordable Rent	£/unit																										
	Social Rent	£/unit																										
Sales per Quarter																												
Unit Build Time				3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	1,600,000	1,600,000	1,600,000	1,600,000	3,500,000	3,500,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Up Lift %		%													20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha		350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000														
Easements etc		£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit		462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462
	>50	£/unit		138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138
Architects		%		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2		1,456	1,457	1,457	1,451	1,455	1,454	1,442	1,441	1,371	1,371	1,496	2,195	2,195	1,840	1,840	1,840	1,840	1,633	1,630	1,617	1,616	1,611	1,640	1,371	1,371
Sustainability		%		3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy		£/m2			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Design		£/m2			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Acc & Adpt		£/m2		10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Water		£/m2		0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06
Small Sites		%																										
Site Costs		%		16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	11.0%	11.0%	11.0%	11.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	11.0%	11.0%	16.0%	16.0%	11.0%	11.0%	11.0%	11.0%
Pre CIL s106		£/Unit		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551
Post CIL s106		£/Unit		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551	7,551
		£/m2			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%													5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site		2,806,238	747,875	373,938	188,675	102,020	54,520	32,135	25,018	7,800	5,850	17,900	117,000	29,250	117,000	29,250	117,000	29,250	53,820	16,283	166,920	44,558	16,965	6,240	7,800	4,875
FINANCE	Fees	£																										
	Interest	%		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																										
SALES	Agents	%		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profi	Market Housing			17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	Affordable Housing			17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Large Green 1,500	Large Green 400	Green 200	Green 100	Green 50	Green 30	Green 20	Green 12	Green 8	Green 6	Green 4	V High Density 400	V High Density 100	High Density 400	High Density 100	Central HD 400	Central HD 100	Medium Density 100	Medium Density 30	Brown 300	Brown 80	Brown 30	Small Brown 12	Small Brown 8	Small Brown 5
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock	Paddock	PDL	PDL	PDL	PDL	Town Centre	Town Centre	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL
Site Are	Gross	ha	61.26	16.34	8.17	4.08	2.04	1.23	0.82	0.49	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
	Net	ha	42.86	11.43	5.71	2.86	1.43	0.86	0.57	0.34	0.23	0.17	0.11	1.45	0.36	2.22	0.56	2.67	0.67	1.05	0.32	3.80	1.01	0.38	0.15	0.10	0.06
Units			1500	400	200	100	50	30	20	12	8	6	4	400	100	400	100	400	100	100	30	300	80	30	12	8	5
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent		15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	50,000	50,000	1,600,000	1,600,000	1,600,000	1,600,000	3,500,000	3,500,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
		£ site	1,531,610	408,429	204,215	102,107	51,054	30,632	20,421	24,506	11,429	8,571	5,714	2,327,273	581,818	3,555,556	888,889	9,333,333	2,333,333	1,684,211	505,263	6,075,949	1,620,253	607,595	243,038	162,025	101,266
Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	350,000	320,000	320,000	320,000	320,000	700,000	700,000	320,000	320,000	320,000	320,000	320,000	320,000	320,000	320,000
		£ site	21,442,538	5,718,010	2,859,005	1,429,503	714,751	428,851	285,901	171,540	80,000	60,000	40,000	465,455	116,364	711,111	177,778	1,866,667	466,667	336,842	101,053	1,215,190	324,051	121,519	48,608	32,405	20,253
Benchmark Land Value		£/ha	375,000	375,000	375,000	375,000	375,000	375,000	375,000	400,000	400,000	400,000	400,000	1,920,000	1,920,000	1,920,000	1,920,000	4,200,000	4,200,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
		£ site	22,974,147	6,126,439	3,063,220	1,531,610	765,805	459,483	306,322	196,046	91,429	68,571	45,714	2,792,727	698,182	4,266,667	1,066,667	11,200,000	2,800,000	2,021,053	606,316	7,291,139	1,944,304	729,114	291,646	194,430	121,519
Residua	Gross	£/ha	1,045,948	1,166,708	1,057,707	970,393	983,207	976,539	965,352	1,249,352	2,599,914	2,719,810	2,527,503	-7,876,497	-8,867,892	-520,584	-808,568	-433,820	-673,807	702,044	681,543	276,412	212,332	715,477	315,540	2,788,860	2,988,116
	Net	£/ha	1,495,185	1,667,813	1,511,994	1,387,179	1,405,497	1,395,965	1,379,973	1,785,952	2,599,914	2,719,810	2,527,503	-7,876,497	-8,867,892	-520,584	-808,568	-433,820	-673,807	702,044	681,543	276,412	212,332	715,477	315,540	2,788,860	2,988,116
		£ site	64,079,357	19,060,715	8,639,968	3,963,368	2,007,853	1,196,542	788,556	612,326	594,266	466,253	288,858	-11,456,723	-3,224,688	-1,156,854	-449,204	-1,156,854	-449,204	738,994	215,224	1,049,667	215,020	271,700	47,930	282,416	189,121
Additional Profit		£ site	71,456,047	20,406,756	10,272,050	4,209,318	2,091,034	1,214,987	782,010	629,874	550,347	428,528	258,389	-9,174,487	-2,435,069	144,889	-65,503	-8,091,023	-1,953,966	-700,349	-214,933	-5,082,470	-1,334,409	-284,554	-181,345	137,394	99,536
		£/m2	677	725	730	593	579	574	574	707	1,024	1,031	802	-504	-535	8	-14	-442	-427	-127	-130	-307	-304	-170	-308	273	299

Typologies L
Site 1

SITE NAME	Site 1	Large Green 1,500

INCOME	Av Size m2		%	Number 1,500		Price £/m2	GDV £	GIA m2
Market Housing	100.6		70%	1,050		3,720	392,798,520	105,591
Shared Ownership	75.8		15%	221		2,418	40,428,428	16,720
Affordable Rent	75.8		15%	230		2,350	40,895,217	17,402
Social Rent	75.8		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	42.86	ha		35	/ha		**474,122,165**	**139,713**
SITE AREA - Gross	61.26	ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		64,079,357	1,495,185	1,045,948
Alternative Use Value		1,531,610		25,000
Uplift	0%	0		0
Plus /ha	350,000	21,442,538		350,000
Viability Threshold		**22,974,147**		**375,000**
		£/m2		
Additional Profit		71,456,047	677	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -18,125,004

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				64,079,357	
	Land	42,720			
	Stamp Duty		3,193,468		
	Easements etc.		0		
	Legals Acquisition	1.50%	961,190	4,154,658	
PLANNING					
	Planning Fee		223,200		
	Architects	4.00%	10,404,608		
	QS / PM	0.50%	1,300,576		
	Planning Consultants	1.00%	2,601,152		
	Other Professional	2.50%	6,502,880	21,032,416	
CONSTRUCTION					
	Build Cost - BCIS Based	1,744	243,716,056		
	s106 / CIL		7,500,000		
	Contingency	2.50%	6,092,901		
	Abnormals		2,806,238	260,115,195	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	14,223,665		
	Legals	0.5%	2,370,611		
	Misc.		0	16,594,276	**365,975,902**

Developers Profit			
Market Housing	17.50%		**68,739,741**
Affordable Housing	17.50%		**14,231,638**

55314.25259

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1500		
No dwgs under	50	462	23,100
No dwgs over 50	1450	138	200,100
		Total	223,200

Stamp duty calc - Residual		
Land payment		64,079,357
	Total	3,193,468

Stamp duty calc - Add Profit			
Land payment			22,974,147
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	1,148,707

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**7,500,000**

Post CIL s106	5,000	£/ Unit (all)	7,500,000
CIL	0	£/m2	0
		Total	**7,500,000**

Build Cost	/m2	
BCIS	1,456	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,744	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	50	100	150	150	150	150	150	150	150	150	150													
Market Housing		13,093,284	26,186,568	39,279,852	39,279,852	39,279,852	39,279,852	39,279,852	39,279,852	39,279,852	39,279,852	39,279,852	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,347,614	2,695,229	4,042,843	4,042,843	4,042,843	4,042,843	4,042,843	4,042,843	4,042,843	4,042,843	4,042,843	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,363,174	2,726,348	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	4,089,522	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**15,804,072**	**31,608,144**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,193,468																							
Easements etc.	0																							
Legals Acquisition	961,190																							
Planning Fee	223,200																							
Architects	10,404,608		0																					
QS	1,300,576		0																					
Planning Consultants	2,601,152		0																					
Other Professional	6,502,880		0																					
Build Cost - BCIS Base		8,123,869	16,247,737	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		250,000	500,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		203,097	406,193	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		93,541	187,083	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	474,122	948,244	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	79,020	158,041	237,061	237,061	237,061	237,061	237,061	237,061	237,061	237,061	237,061	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**25,187,074**	**9,223,649**	**18,447,298**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**27,670,947**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	64,079,357																							
Interest		5,355,986	5,282,520	4,809,820	3,913,933	2,964,293	1,957,674	890,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								68,739,741
Profit on GDV																								14,231,638
Cash Flow	-89,266,431	1,224,437	7,878,327	14,931,449	15,827,336	16,776,977	17,783,595	18,850,611	19,741,269	19,741,269	19,741,269	19,741,269	0	0	0	0	0	0	0	0	0	0	0	-82,971,379
Opening Balance	0																							
Closing Balance	-89,266,431	-88,041,994	-80,163,667	-65,232,218	-49,404,881	-32,627,905	-14,844,310	4,006,301	23,747,571	43,488,840	63,230,109	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	82,971,379	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**15,804,072**	**31,608,144**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**47,412,217**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	22,974,147																							
Stamp Duty	1,148,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	344,612	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	223,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	10,404,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,300,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,601,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	6,502,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	8,123,869	16,247,737	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	24,371,606	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004	6,496,004													
Post CIL s106		250,000	500,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	203,097	406,193	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	609,290	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	93,541	187,083	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	280,624	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	474,122	948,244	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	1,422,366	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	79,020	158,041	237,061	237,061	237,061	237,061	237,061	237,061	237,061	237,061	237,061	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**51,995,887**	**15,719,653**	**24,943,302**	**34,166,951**	**34,166,951**	**34,166,951**	**34,166,951**	**34,166,951**	**34,166,951**	**34,166,951**	**34,166,951**	**27,670,947**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,119,753	3,301,873	3,100,095	2,491,385	1,846,152	1,162,205	437,222	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								68,891,445
Profit on GDV																								14,231,638
Cash Flow	-51,995,887	-3,035,334	3,362,969	10,145,170	10,753,880	11,399,113	12,083,060	12,808,043	13,245,265	13,245,265	13,245,265	19,741,269	0	0	0	0	0	0	0	0	0	0	0	-83,123,083
Opening Balance	0																							
Closing Balance	-51,995,887	-55,031,221	-51,668,252	-41,523,082	-30,769,202	-19,370,089	-7,287,029	5,521,014	18,766,279	32,011,544	45,256,809	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	64,998,079	-18,125,004

Typologies L
Site 2

SITE NAME	Site 2	Large Green 400

INCOME	Av Size m2		%	Number 400		Price £/m2	GDV £	GIA m2
Market Housing	100.5		70%	280		3,720	104,680,800	28,140
Shared Ownership	75.7		15%	59		2,418	10,762,905	4,451
Affordable Rent	75.7		15%	61		2,350	10,887,174	4,633
Social Rent	75.7		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	11.43	ha		35	/ha		**126,330,879**	**37,224**
SITE AREA - Gross	16.34	ha		24	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		19,060,715	1,667,813	1,166,708
Alternative Use Value		408,429		25,000
Uplift	0%	0		0
Plus /ha	350,000	5,718,010		350,000
Viability Threshold		**6,126,439**		**375,000**
		£/m2		
Additional Profit		20,406,756	725	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -4,756,422

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	47,652		19,060,715	
	Stamp Duty		942,536		
	Easements etc.		0		
	Legals Acquisition	1.50%	285,911	1,228,446	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,772,838		
	QS / PM	0.50%	346,605		
	Planning Consultants	1.00%	693,210		
	Other Professional	2.50%	1,733,024	5,617,077	
CONSTRUCTION					
	Build Cost - BCIS Based	1,745	64,949,352		
	s106 / CIL		2,000,000		
	Contingency	2.50%	1,623,734		
	Abnormals		747,875	69,320,961	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	3,789,926		
	Legals	0.5%	631,654		
	Misc.		0	4,421,581	**99,648,780**
Developers Profit					
	Market Housing	17.50%			**18,319,140**
	Affordable Housing	17.50%			**3,788,764**

55269.75951

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual	
Land payment	19,060,715
Total	942,536

Stamp duty calc - Add Profit		
Land payment		6,126,439
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		306,322

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**2,000,000**
Post CIL s106	5,000	£/ Unit (all)	2,000,000
CIL	0	£/m2	0
		Total	**2,000,000**

Build Cost	/m2	
BCIS	1,457	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,745	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	50	50	50	50	50	50	50	50																
Market Housing		13,085,100	13,085,100	13,085,100	13,085,100	13,085,100	13,085,100	13,085,100	13,085,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,345,363	1,345,363	1,345,363	1,345,363	1,345,363	1,345,363	1,345,363	1,345,363	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	1,360,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	942,536																							
Easements etc.	0																							
Legals Acquisition	285,911																							
Planning Fee	71,400																							
Architects	2,772,838		0																					
QS	346,605		0																					
Planning Consultants	693,210		0																					
Other Professional	1,733,024		0																					
Build Cost - BCIS Base		8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		202,967	202,967	202,967	202,967	202,967	202,967	202,967	202,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		93,484	93,484	93,484	93,484	93,484	93,484	93,484	93,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	473,741	473,741	473,741	473,741	473,741	473,741	473,741	473,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	78,957	78,957	78,957	78,957	78,957	78,957	78,957	78,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**6,845,523**	**9,217,818**	**9,217,818**	**9,217,818**	**9,217,818**	**9,217,818**	**9,217,818**	**9,217,818**	**9,217,818**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	19,060,715																							
Interest		1,554,374	1,253,224	934,005	595,633	236,958	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								18,319,140
Profit on GDV																								3,788,764
Cash Flow	-25,906,238	5,019,168	5,320,318	5,639,537	5,977,909	6,336,584	6,573,542	6,573,542	6,573,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,107,904
Opening Balanc	0																							
Closing Balanc	-25,906,238	-20,887,070	-15,566,752	-9,927,215	-3,949,306	2,387,277	8,960,820	15,534,362	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	22,107,904	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**15,791,360**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	6,126,439																							
Stamp Duty	306,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	91,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	2,772,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	346,605	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	693,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,733,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	8,118,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844	2,550,844																
Post CIL s106		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	202,967	202,967	202,967	202,967	202,967	202,967	202,967	202,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	93,484	93,484	93,484	93,484	93,484	93,484	93,484	93,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	473,741	473,741	473,741	473,741	473,741	473,741	473,741	473,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	78,957	78,957	78,957	78,957	78,957	78,957	78,957	78,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**14,692,579**	**11,768,662**	**11,768,662**	**11,768,662**	**11,768,662**	**11,768,662**	**11,768,662**	**11,768,662**	**9,217,818**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		881,555	693,086	493,309	281,546	57,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								18,600,931
Profit on GDV																								3,788,764
Cash Flow	-14,692,579	3,141,143	3,329,611	3,529,388	3,741,151	3,965,621	4,022,698	4,022,698	6,573,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-22,389,694
Opening Balanc	0																							
Closing Balanc	-14,692,579	-11,551,436	-8,221,825	-4,692,437	-951,285	3,014,335	7,037,033	11,059,731	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	17,633,273	-4,756,422

Typologies L
Site 3

SITE NAME	Site 3	Green 200

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	100.5	70%	140		3,720	52,340,400	14,070
Shared Ownership	75.7	15%	29		2,418	5,381,452	2,226
Affordable Rent	75.7	15%	31		2,350	5,443,587	2,316
Social Rent	75.7	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	5.71 ha		35	/ha		**63,165,439**	**18,612**
SITE AREA - Gross	8.17 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	8,639,968	1,511,994	1,057,707
Alternative Use Value	204,215		25,000
Uplift 0%	0		0
Plus /ha 350,000	2,859,005		350,000
Viability Threshold	**3,063,220**		**375,000**
	£/m2		
Additional Profit	10,272,050	730	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,431,101

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				8,639,968	
	Land	43,200			
	Stamp Duty		421,498		
	Easements etc.		0		
	Legals Acquisition	1.50%	129,600	551,098	
PLANNING					
	Planning Fee		43,800		
	Architects	4.00%	1,386,419		
	QS / PM	0.50%	173,302		
	Planning Consultants	1.00%	346,605		
	Other Professional	2.50%	866,512	2,816,638	
CONSTRUCTION					
	Build Cost - BCIS Based	1,745	32,474,676		
	s106 / CIL		1,000,000		
	Contingency	2.50%	811,867		
	Abnormals		373,938	34,660,481	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	1,894,963		
	Legals	0.5%	315,827		
	Misc.		0	2,210,790	**48,878,976**

Developers Profit			
	Market Housing	17.50%	**9,159,570**
	Affordable Housing	17.50%	**1,894,382**

55269.75951

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	200		
No dwgs under	50	462	23,100
No dwgs over 5(	150	138	20,700
		Total	43,800

Stamp duty calc - Residual		
Land payment		8,639,968
	Total	421,498

Stamp duty calc - Add Profit			
Land payment			3,063,220
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	153,161

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**1,000,000**

Post CIL s106	5,000	£/ Unit (all)	1,000,000
CIL	0	£/m2	0
		Total	**1,000,000**

Build Cost	/m2	
BCIS	1,457	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,745	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			8	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12					
Market Housing				0	0	0	2,093,616	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	3,140,424	0
Shared Ownership				0	0	0	215,258	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	322,887	0
Affordable Rent				0	0	0	217,743	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	326,615	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,526,618**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**0**
EXPENDITURE																								
Stamp Duty	421,498																							
Easements etc.	0																							
Legals Acquisition	129,600																							
Planning Fee	43,800																							
Architects	693,210		693,210																					
QS	86,651		86,651																					
Planning Consultants	173,302		173,302																					
Other Professional	433,256		433,256																					
Build Cost - BCIS Base		0	432,996	1,082,489	1,731,983	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,298,987	649,494	0	0	0
s106/CIL		0	13,333	33,333	53,333	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	40,000	20,000	0	0	0
Contingency		0	10,825	27,062	43,300	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	32,475	16,237	0	0	0
Abnormals		0	4,986	12,465	19,943	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	14,958	7,479	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	75,799	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	0
Legals	0	0	0	0	0	0	12,633	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,981,317**	**0**	**1,848,559**	**1,155,349**	**1,848,559**	**2,079,629**	**2,168,060**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**2,212,276**	**1,519,067**	**825,857**	**132,647**	**132,647**	**0**
For Residual Valuation Land	8,639,968																							
Interest		159,319	161,709	191,863	212,071	242,981	277,820	276,609	257,093	237,285	217,179	196,772	176,059	155,035	133,696	112,037	90,053	67,739	45,090	22,102	0	0	0	0
Market Housing																								9,159,570
Affordable Housing																								1,894,382
Cash Flow	-10,621,286	-159,319	-2,010,268	-1,347,212	-2,060,630	-2,322,610	80,737	1,301,041	1,320,557	1,340,365	1,360,471	1,380,878	1,401,591	1,422,615	1,443,954	1,465,613	1,487,598	1,509,912	1,532,560	2,248,758	2,964,069	3,657,279	3,657,279	-11,053,952
Opening Balanc	0																							
Closing Balance	-10,621,286	-10,780,605	-12,790,873	-14,138,085	-16,198,716	-18,521,325	-18,440,588	-17,139,547	-15,818,990	-14,478,625	-13,118,154	-11,737,276	-10,335,685	-8,913,070	-7,469,116	-6,003,503	-4,515,905	-3,005,994	-1,473,434	775,325	3,739,394	7,396,673	11,053,952	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,526,618**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**3,789,926**	**0**
EXPENDITURE																								
Land	3,063,220																							
Stamp Duty	153,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	45,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	43,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	693,210	0	693,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	86,651	0	86,651	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	173,302	0	173,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	433,256	0	433,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	432,996	1,082,489	1,731,983	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,948,481	1,298,987	649,494	0	0	0
POTENTIAL CIL	-14,487,055		**1,650,607**	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607	1,650,607							
Post CIL s106					40,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	0	0	0
Contingency	0	0	10,825	27,062	43,300	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	48,712	32,475	16,237	0	0	0
Abnormals	0	0	4,986	12,465	19,943	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	22,436	14,958	7,479	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	75,799	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	113,698	0
Legals	0	0	0	0	0	0	12,633	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	18,950	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-9,794,506**	**0**	**3,485,833**	**2,772,623**	**3,485,833**	**3,730,236**	**3,818,667**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**3,862,883**	**2,212,276**	**2,212,276**	**1,539,067**	**865,857**	**132,647**	**132,647**	**0**
For CIL calculation																								
Interest		0	0	0	0	0	55,200	75,409	77,635	79,893	82,186	84,513	86,875	89,273	91,706	94,176	96,683	99,228	77,051	54,542	21,598	0	0	0
Market Housing																								9,313,900
Affordable Housing																								1,894,382
Cash Flow	9,794,506	0	-3,485,833	-2,772,623	-3,485,833	-3,730,236	-1,347,250	-148,366	-150,591	-152,850	-155,143	-157,470	-159,832	-162,230	-164,663	-167,133	-169,640	1,478,422	1,500,599	2,196,317	2,902,472	3,657,279	3,657,279	-11,208,282
Opening Balance	0																							
Closing Balance	9,794,506	9,794,506	6,308,674	3,536,051	50,218	-3,680,018	-5,027,268	-5,175,633	-5,326,225	-5,479,075	-5,634,218	-5,791,688	-5,951,520	-6,113,750	-6,278,413	-6,445,546	-6,615,186	-5,136,764	-3,636,165	-1,439,848	1,462,624	5,119,903	8,777,182	-2,431,101

Typologies L
Site 4

SITE NAME Site 4 Green 100

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	101.4	70%	70		3,600	25,563,600	7,101
Shared Ownership	77.6	15%	15		2,340	2,669,285	1,141
Affordable Rent	77.6	15%	15		2,350	2,790,108	1,187
Social Rent	77.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.86 ha		35	/ha		**31,022,993**	**9,429**
SITE AREA - Gross	4.08 ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	3,963,368	1,387,179	970,393
Alternative Use Value	102,107		25,000
Uplift 0%	0		0
Plus /ha 350,000	1,429,503		350,000
Viability Threshold	**1,531,610**		**375,000**
	£/m2		
Additional Profit	4,209,318	593	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,667,033

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	39,634		3,963,368	
	Stamp Duty		187,668		
	Easements etc.		0		
	Legals Acquisition	1.50%	59,451	247,119	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	699,673		
	QS / PM	0.50%	87,459		
	Planning Consultants	1.00%	174,918		
	Other Professional	2.50%	437,296	1,429,346	
CONSTRUCTION					
	Build Cost - BCIS Based	1,739	16,393,323		
	s106 / CIL		500,000		
	Contingency	2.50%	409,833		
	Abnormals		188,675	17,491,831	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	930,690		
	Legals	0.5%	155,115		
	Misc.		0	1,085,805	**24,217,469**
Developers Profit					
	Market Housing	17.50%			**4,473,630**
	Affordable Housing	17.50%			**955,394**

54290.2374

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment		3,963,368
	Total	187,668

Stamp duty calc - Add Profit

Land payment			1,531,610
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	76,580

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**500,000**

Post CIL s106	5,000	£/ Unit (all)	500,000
CIL	0	£/m2	0
		Total	**500,000**

Build Cost	/m2	
BCIS	1,451	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	232	16%
	1,739	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13	12	13														
Market Housing				0	0	0	3,067,632	3,323,268	3,067,632	3,323,268	3,067,632	3,323,268	3,067,632	3,323,268	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	320,314	347,007	320,314	347,007	320,314	347,007	320,314	347,007	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	334,813	362,714	334,813	362,714	334,813	362,714	334,813	362,714	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	187,668																							
Easements etc.	0																							
Legals Acquisition	59,451																							
Planning Fee	30,000																							
Architects	349,837		349,837																					
QS	43,730		43,730																					
Planning Consultants	87,459		87,459																					
Other Professional	218,648		218,648																					
Build Cost - BCIS Base		0	655,733	1,366,110	2,021,843	2,076,488	2,021,843	2,076,488	2,021,843	2,076,488	1,366,110	710,377	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,000	41,667	61,667	63,333	61,667	63,333	61,667	63,333	41,667	21,667	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	16,393	34,153	50,546	51,912	50,546	51,912	50,546	51,912	34,153	17,759	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	7,547	15,723	23,270	23,899	23,270	23,899	23,270	23,899	15,723	8,176	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	111,683	120,990	111,683	120,990	111,683	120,990	111,683	120,990	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	18,614	20,165	18,614	20,165	18,614	20,165	18,614	20,165	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**976,792**	**0**	**1,399,346**	**1,457,653**	**2,157,326**	**2,215,632**	**2,287,622**	**2,356,787**	**2,287,622**	**2,356,787**	**1,587,949**	**899,134**	**130,297**	**141,155**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	3,963,368																							
Interest		74,102	75,214	97,332	120,657	154,827	190,384	171,712	149,145	129,855	106,660	76,238	30,373	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								4,473,630
Affordable Housing																								955,394
Cash Flow	-4,940,160	-74,102	-1,474,560	-1,554,985	-2,277,983	-2,370,459	1,244,753	1,504,490	1,285,992	1,546,347	2,028,150	3,057,617	3,562,089	3,891,834	0	0	0	0	0	0	0	0	0	-5,429,024
Opening Balanc	0																							
Closing Balance	-4,940,160	-5,014,262	-6,488,823	-8,043,808	-10,321,791	-12,692,249	-11,447,496	-9,943,006	-8,657,014	-7,110,667	-5,082,517	-2,024,900	1,537,189	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	5,429,024	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**3,722,759**	**4,032,989**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,531,610																							
Stamp Duty	76,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	22,974	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	349,837	0	349,837	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,730	0	43,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	87,459	0	87,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	218,648	0	218,648	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	655,733	1,366,110	2,021,843	2,076,488	2,021,843	2,076,488	2,021,843	2,076,488	1,366,110	710,377	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			701,553	701,553	701,553	701,553	701,553	701,553																
Post CIL s106					60,000	65,000	60,000	65,000	60,000	65,000	60,000	65,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	16,393	34,153	50,546	51,912	50,546	51,912	50,546	51,912	34,153	17,759	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	7,547	15,723	23,270	23,899	23,270	23,899	23,270	23,899	15,723	8,176	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	111,683	120,990	111,683	120,990	111,683	120,990	111,683	120,990	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	18,614	20,165	18,614	20,165	18,614	20,165	18,614	20,165	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,360,838**	**0**	**2,080,899**	**2,117,539**	**2,857,212**	**2,918,852**	**2,987,509**	**3,060,006**	**2,285,956**	**2,358,453**	**1,606,282**	**942,467**	**130,297**	**141,155**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		35,413	35,944	67,696	100,475	144,840	190,796	182,629	170,773	151,783	128,942	99,129	54,258	1,185	0	0	0	0	0	0	0	0	0	0
Market Housing																								4,523,306
Affordable Housing																								955,394
Cash Flow	-2,360,838	-35,413	-2,116,843	-2,185,235	-2,957,687	-3,063,692	544,455	790,354	1,266,030	1,522,753	1,987,535	2,991,393	3,538,205	3,890,650	0	0	0	0	0	0	0	0	0	-5,478,700
Opening Balance	0																							
Closing Balance	-2,360,838	-2,396,250	-4,513,093	-6,698,329	-9,656,016	-12,719,707	-12,175,253	-11,384,898	-10,118,868	-8,596,116	-6,608,581	-3,617,188	-78,983	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	3,811,667	-1,667,033

Typologies L
Site 5

SITE NAME	Site 5	Green 50

INCOME	Av Size m2		%	Number 50		Price £/m2	GDV £	GIA m2
Market Housing	103.2		70%	35		3,600	13,006,800	3,613
Shared Ownership	81.1		15%	7		2,340	1,395,412	596
Affordable Rent	81.1		15%	8		2,350	1,458,575	621
Social Rent	81.1		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	1.43	ha		35	/ha		**15,860,787**	**4,830**
SITE AREA - Gross	2.04	ha		24	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,007,853	1,405,497	983,207
Alternative Use Value	51,054		25,000
Uplift 0%	0		0
Plus /ha 350,000	714,751		350,000
Viability Threshold	**765,805**		**375,000**
	£/m2		
Additional Profit	2,091,034	579	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -825,056

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	40,157		2,007,853	
	Stamp Duty		89,893		
	Easements etc.		0		
	Legals Acquisition	1.50%	30,118	120,010	
PLANNING					
	Planning Fee		23,100		
	Architects	4.00%	359,251		
	QS / PM	0.50%	44,906		
	Planning Consultants	1.00%	89,813		
	Other Professional	2.50%	224,532	741,601	
CONSTRUCTION					
	Build Cost - BCIS Based	1,743	8,418,775		
	s106 / CIL		250,000		
	Contingency	2.50%	210,469		
	Abnormals		102,020	8,981,264	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	475,824		
	Legals	0.5%	79,304		
	Misc.		0	555,128	**12,405,856**

Developers Profit			
	Market Housing	17.50%	**2,276,190**
	Affordable Housing	17.50%	**499,448**

55512.75345

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	50		
No dwgs under	50	462	23,100
No dwgs over 5(	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		2,007,853
	Total	89,893

Stamp duty calc - Add Profit			
Land payment			765,805
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	38,290

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	5,000	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,455	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,743	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	2,601,360	2,601,360	2,601,360	2,601,360	2,601,360	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	279,082	279,082	279,082	279,082	279,082	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	291,715	291,715	291,715	291,715	291,715	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,172,157**	**3,172,157**	**3,172,157**	**3,172,157**	**3,172,157**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	89,893																							
Easements etc.	0																							
Legals Acquisition	30,118																							
Planning Fee	23,100																							
Architects	179,625		179,625																					
QS	22,453		22,453																					
Planning Consultants	44,906		44,906																					
Other Professional	112,266		112,266																					
Build Cost - BCIS Base		0	561,252	1,122,503	1,683,755	1,683,755	1,683,755	1,122,503	561,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	16,667	33,333	50,000	50,000	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	14,031	28,063	42,094	42,094	42,094	28,063	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,801	13,603	20,404	20,404	20,404	13,603	6,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	95,165	95,165	95,165	95,165	95,165	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,861	15,861	15,861	15,861	15,861	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**502,361**	**0**	**958,001**	**1,197,502**	**1,796,253**	**1,796,253**	**1,907,278**	**1,308,527**	**709,776**	**111,026**	**111,026**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	2,007,853																							
Interest		37,653	38,218	53,161	71,921	99,944	128,387	111,339	85,055	49,395	4,219	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,276,190
Affordable Housing																								499,448
Cash Flow	-2,510,214	-37,653	-996,219	-1,250,663	-1,868,174	-1,896,197	1,136,492	1,752,291	2,377,326	3,011,737	3,056,913	0	0	0	0	0	0	0	0	0	0	0	0	-2,775,638
Opening Balanc	0																							
Closing Balance	-2,510,214	-2,547,867	-3,544,086	-4,794,750	-6,662,924	-8,559,120	-7,422,628	-5,670,338	-3,293,012	-281,275	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	2,775,638	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,172,157**	**3,172,157**	**3,172,157**	**3,172,157**	**3,172,157**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	765,805																							
Stamp Duty	38,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	11,487	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	23,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	179,625	0	179,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	22,453	0	22,453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	44,906	0	44,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	112,266	0	112,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	561,252	1,122,503	1,683,755	1,683,755	1,683,755	1,122,503	561,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**697,011**	697,011	697,011																			
Post CIL s106					50,000	50,000	50,000	50,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	14,031	28,063	42,094	42,094	42,094	28,063	14,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,801	13,603	20,404	20,404	20,404	13,603	6,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	95,165	95,165	95,165	95,165	95,165	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,861	15,861	15,861	15,861	15,861	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,197,933**	**0**	**1,638,346**	**1,861,180**	**2,493,264**	**1,796,253**	**1,907,278**	**1,325,194**	**743,110**	**111,026**	**111,026**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		17,969	18,239	43,087	71,651	110,125	138,721	121,828	95,951	60,955	15,952	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,307,307
Affordable Housing																								499,448
Cash Flow	-1,197,933	-17,969	-1,656,585	-1,904,267	-2,564,916	-1,906,378	1,126,158	1,725,135	2,333,096	3,000,177	3,045,180	0	0	0	0	0	0	0	0	0	0	0	0	-2,806,754
Opening Balance	0																							
Closing Balance	-1,197,933	-1,215,902	-2,872,487	-4,776,754	-7,341,670	-9,248,047	-8,121,889	-6,396,754	-4,063,658	-1,063,481	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	1,981,699	-825,056

Typologies L
Site 6

SITE NAME Site 6 Green 30

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			30			
Market Housing	100.8	70%	21	3,600	7,621,200	2,117
Shared Ownership	73.3	15%	4	2,340	756,756	323
Affordable Rent	73.3	15%	5	2,350	791,010	337
Social Rent	73.3	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.86 ha		35 /ha		9,168,966	2,777
SITE AREA - Gross	1.23 ha		24 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,196,542	1,395,965	976,539
Alternative Use Value	30,632		25,000
Uplift 0%	0		0
Plus /ha 350,000	428,851		350,000
Viability Threshold	459,483		375,000
	£/m2		
Additional Profit	1,214,987	574	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -452,415

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	39,885		1,196,542	
	Stamp Duty		49,327		
	Easements etc.		0		
	Legals Acquisition	1.50%	17,948	67,275	
PLANNING					
	Planning Fee		13,860		
	Architects	4.00%	206,467		
	QS / PM	0.50%	25,808		
	Planning Consultants	1.00%	51,617		
	Other Professional	2.50%	129,042	426,795	
CONSTRUCTION					
	Build Cost - BCIS Based	1,742	4,836,255		
	s106 / CIL		150,000		
	Contingency	2.50%	120,906		
	Abnormals		54,520	5,161,681	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	275,069		
	Legals	0.5%	45,845		
	Misc.		0	320,914	**7,173,206**
Developers Profit					
	Market Housing	17.50%			**1,333,710**
	Affordable Housing	17.50%			**270,859**

53485.635

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual

Land payment		1,196,542
	Total	49,327

Stamp duty calc - Add Profit

Land payment			459,483
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	22,974

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	5,000	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,454	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	233	16%
	1,742	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10																			
Market Housing				0	0	0	2,540,400	2,540,400	2,540,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	252,252	252,252	252,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,670	263,670	263,670	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,056,322**	**3,056,322**	**3,056,322**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	49,327																							
Easements etc.	0																							
Legals Acquisition	17,948																							
Planning Fee	13,860																							
Architects	103,234		103,234																					
QS	12,904		12,904																					
Planning Consultants	25,808		25,808																					
Other Professional	64,521		64,521																					
Build Cost - BCIS Base		0	537,362	1,074,723	1,612,085	1,074,723	537,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	16,667	33,333	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	13,434	26,868	40,302	26,868	13,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,058	12,116	18,173	12,116	6,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	91,690	91,690	91,690	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,282	15,282	15,282	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**287,602**	**0**	**779,987**	**1,147,040**	**1,720,560**	**1,147,040**	**680,491**	**106,971**	**106,971**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,196,542**																							
Interest		22,262	22,596	34,635	52,360	78,954	97,344	63,166	19,874	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,333,710
Affordable Housing																								270,859
Cash Flow	-1,484,144	-22,262	-802,583	-1,181,675	-1,772,920	-1,225,994	2,278,487	2,886,184	2,929,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,604,569
Opening Balanc	0																							
Closing Balanc	-1,484,144	-1,506,406	-2,308,990	-3,490,665	-5,263,585	-6,489,579	-4,211,092	-1,324,908	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	1,604,569	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,056,322**	**3,056,322**	**3,056,322**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	459,483																							
Stamp Duty	22,974	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	6,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	103,234	0	103,234	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	12,904	0	12,904	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	25,808	0	25,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	64,521	0	64,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	537,362	1,074,723	1,612,085	1,074,723	537,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**1,214,987**																					
Post CIL s106					50,000	50,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	13,434	26,868	40,302	26,868	13,434	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,058	12,116	18,173	12,116	6,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	91,690	91,690	91,690	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,282	15,282	15,282	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**709,677**	**0**	**1,978,308**	**1,113,707**	**1,720,560**	**1,163,707**	**713,825**	**106,971**	**106,971**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		10,645	10,805	40,642	57,957	84,634	103,360	69,773	26,579	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,332,402
Affordable Housing																								270,859
Cash Flow	-709,677	-10,645	-1,989,112	-1,154,348	-1,778,517	-1,248,341	2,239,138	2,879,578	2,922,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,603,261
Opening Balance	0																							
Closing Balance	-709,677	-720,322	-2,709,434	-3,863,783	-5,642,300	-6,890,641	-4,651,504	-1,771,925	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	1,150,846	-452,415

Typologies L
Site 7

SITE NAME Site 7 Green 20

INCOME	Av Size m2	%	Number 20	Price £/m2	GDV £	GIA m2
Market Housing	97.4	70%	14	3,600	4,906,800	1,363
Shared Ownership	81.2	15%	3	2,340	558,394	239
Affordable Rent	81.2	15%	3	2,350	583,670	248
Social Rent	81.2	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.57 ha		35 /ha		**6,048,864**	**1,850**
SITE AREA - Gross	0.82 ha		24 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	788,556	1,379,973	965,352
Alternative Use Value	20,421		25,000
Uplift 0%	0		0
Plus /ha 350,000	285,901		350,000
Viability Threshold	**306,322**		**375,000**
	£/m2		
Additional Profit	782,010	574	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -298,746

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	39,428		788,556	
	Stamp Duty		28,928		
	Easements etc.		0		
	Legals Acquisition	1.50%	11,828	40,756	
PLANNING					
	Planning Fee		9,240		
	Architects	4.00%	136,333		
	QS / PM	0.50%	17,042		
	Planning Consultants	1.00%	34,083		
	Other Professional	2.50%	85,208	281,906	
CONSTRUCTION					
	Build Cost - BCIS Based	1,728	3,196,281		
	s106 / CIL		100,000		
	Contingency	2.50%	79,907		
	Abnormals		32,135	3,408,323	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	181,466		
	Legals	0.5%	30,244		
	Misc.		0	211,710	**4,731,251**

Developers Profit			
	Market Housing	17.50%	**858,690**
	Affordable Housing	17.50%	**199,861**

52927.55738

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	20		
No dwgs under	20	462	9,240
No dwgs over 5(	0	138	0
		Total	9,240

Stamp duty calc - Residual		
Land payment		788,556
	Total	28,928

Stamp duty calc - Add Profit			
Land payment			306,322
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	12,253

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**100,000**
Post CIL s106	5,000	£/ Unit (all)	100,000
CIL	0	£/m2	0
		Total	**100,000**

Build Cost	/m2	
BCIS	1,442	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	231	16%
	1,728	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	1,226,700	1,226,700	1,226,700	1,226,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	139,599	139,599	139,599	139,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	145,917	145,917	145,917	145,917	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,512,216**	**1,512,216**	**1,512,216**	**1,512,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	28,928																							
Easements etc.	0																							
Legals Acquisition	11,828																							
Planning Fee	9,240																							
Architects	68,166		68,166																					
QS	8,521		8,521																					
Planning Consultants	17,042		17,042																					
Other Professional	42,604		42,604																					
Build Cost - BCIS Base		0	266,357	532,714	799,070	799,070	532,714	266,357	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,659	13,318	19,977	19,977	13,318	6,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,678	5,356	8,034	8,034	5,356	2,678	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	45,366	45,366	45,366	45,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,561	7,561	7,561	7,561	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**186,329**	**0**	**420,360**	**568,054**	**852,081**	**852,081**	**620,981**	**336,954**	**52,928**	**52,928**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**788,556**																							
Interest		14,623	14,843	21,371	30,212	43,446	56,879	44,364	27,401	5,922	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								858,690
Affordable Housing																								199,861
Cash Flow	-974,885	-14,623	-435,202	-589,425	-882,293	-895,527	834,355	1,130,897	1,431,888	1,453,366	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,058,551
Opening Balanc	0																							
Closing Balance	-974,885	-989,508	-1,424,711	-2,014,135	-2,896,428	-3,791,955	-2,957,600	-1,826,703	-394,815	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	1,058,551	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,512,216**	**1,512,216**	**1,512,216**	**1,512,216**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	306,322																							
Stamp Duty	12,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	68,166	0	68,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,521	0	8,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,042	0	17,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	42,604	0	42,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	266,357	532,714	799,070	799,070	532,714	266,357	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			391,005	391,005																				
Post CIL s106					25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,659	13,318	19,977	19,977	13,318	6,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,678	5,356	8,034	8,034	5,356	2,678	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	45,366	45,366	45,366	45,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,561	7,561	7,561	7,561	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**468,743**	**0**	**803,032**	**942,392**	**852,081**	**852,081**	**629,315**	**353,621**	**52,928**	**52,928**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		7,031	7,137	19,289	33,714	47,001	60,488	48,151	31,495	10,078	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								876,246
Affordable Housing																								199,861
Cash Flow	-468,743	-7,031	-810,168	-961,681	-885,795	-899,082	822,414	1,110,443	1,427,794	1,449,211	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,076,107
Opening Balance	0																							
Closing Balance	-468,743	-475,774	-1,285,942	-2,247,623	-3,133,418	-4,032,500	-3,210,087	-2,099,643	-671,850	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	777,361	-298,746

Typologies L
Site 8

SITE NAME	Site 8	Green 12

INCOME	Av Size m2		%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	106.1		70%	8		3,600	3,209,220	891
Shared Ownership	71.8		15%	2		2,340	296,167	127
Affordable Rent	71.8		15%	2		2,350	309,573	132
Social Rent	71.8		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.34	ha		35	/ha		**3,814,959**	**1,150**
SITE AREA - Gross	0.49	ha		24	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	612,326	1,785,952	1,249,352
Alternative Use Value	24,506		50,000
Uplift 0%	0		0
Plus /ha 350,000	171,540		350,000
Viability Threshold	**196,046**		**400,000**
	£/m2		
Additional Profit	629,874	707	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -191,648

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	51,027		612,326	
	Stamp Duty		20,116		
	Easements etc.		0		
	Legals Acquisition	1.50%	9,185	29,301	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	81,379		
	QS / PM	0.50%	10,172		
	Planning Consultants	1.00%	20,345		
	Other Professional	2.50%	50,862	168,301	
CONSTRUCTION					
	Build Cost - BCIS Based	1,654	1,901,900		
	s106 / CIL		60,000		
	Contingency	2.50%	47,548		
	Abnormals		25,018	2,034,465	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	114,449		
	Legals	0.5%	19,075		
	Misc.		0	133,524	**2,977,917**

Developers Profit				
	Market Housing	17.50%		**561,614**
	Affordable Housing	17.50%		**106,004**

55634.82356

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		612,326
	Total	20,116

Stamp duty calc - Add Profit			
Land payment			196,046
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	7,842

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**60,000**

Post CIL s106	5,000	£/ Unit (all)	60,000
CIL	0	£/m2	0
		Total	**60,000**

Build Cost	/m2	
BCIS	1,441	
Sustainability	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	159	11%
	1,654	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	1,069,740	1,069,740	1,069,740	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	98,722	98,722	98,722	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	103,191	103,191	103,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,271,653**	**1,271,653**	**1,271,653**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	20,116																							
Easements etc.	0																							
Legals Acquisition	9,185																							
Planning Fee	5,544																							
Architects	40,689		40,689																					
QS	5,086		5,086																					
Planning Consultants	10,172		10,172																					
Other Professional	25,431		25,431																					
Build Cost - BCIS Base		0	211,322	422,644	633,967	422,644	211,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	6,667	13,333	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	5,283	10,566	15,849	10,566	5,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,780	5,559	8,339	5,559	2,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	38,150	38,150	38,150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,358	6,358	6,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**116,224**	**0**	**307,430**	**452,103**	**678,155**	**452,103**	**270,560**	**44,508**	**44,508**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**612,326**																							
Interest		10,928	11,092	15,870	22,890	33,405	40,688	26,282	8,269	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								561,614
Affordable Housing																								106,004
Cash Flow	-728,550	-10,928	-318,522	-467,973	-701,045	-485,509	960,406	1,200,863	1,218,876	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-667,618
Opening Balanc	0																							
Closing Balance	-728,550	-739,478	-1,058,001	-1,525,974	-2,227,019	-2,712,528	-1,752,122	-551,258	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	667,618	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,271,653**	**1,271,653**	**1,271,653**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	196,046																							
Stamp Duty	7,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,941	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	40,689	0	40,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	5,086	0	5,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	10,172	0	10,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	25,431	0	25,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	211,322	422,644	633,967	422,644	211,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**629,874**																					
Post CIL s106					20,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	5,283	10,566	15,849	10,566	5,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,780	5,559	8,339	5,559	2,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	38,150	38,150	38,150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,358	6,358	6,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**293,751**	**0**	**930,638**	**438,770**	**678,155**	**458,770**	**283,893**	**44,508**	**44,508**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,406	4,472	18,499	25,358	35,911	43,331	29,165	11,195	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								555,274
Affordable Housing																								106,004
Cash Flow	-293,751	-4,406	-935,110	-457,269	-703,513	-494,681	944,429	1,197,981	1,215,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-661,278
Opening Balance	0																							
Closing Balance	-293,751	-298,157	-1,233,267	-1,690,536	-2,394,049	-2,888,730	-1,944,301	-746,320	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	469,630	-191,648

Typologies L
Site 9

SITE NAME Site 9 Green 8

INCOME	Av Size m2	%	Number 8		Price £/m2	GDV £	GIA m2
Market Housing	96.0	70%	6		4,000	2,150,400	538
Shared Ownership	96.0	15%	1		2,600	293,530	113
Affordable Rent	96.0	15%	1		2,350	276,134	118
Social Rent	96.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.23 ha		35	/ha		**2,720,064**	**768**
SITE AREA - Gross	0.23 ha		35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	594,266	2,599,914	2,599,914
Alternative Use Value	11,429		50,000
Uplift 0%	0		0
Plus /ha 350,000	80,000		350,000
Viability Threshold	**91,429**		**400,000**
	£/m2		
Additional Profit	550,347	1,024	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,749

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				594,266	
	Stamp Duty		19,213		
	Easements etc.		0		
	Legals Acquisition	1.50%	8,914	28,127	
PLANNING					
	Planning Fee		3,696		
	Architects	4.00%	51,486		
	QS / PM	0.50%	6,436		
	Planning Consultants	1.00%	12,871		
	Other Professional	2.50%	32,179	106,668	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	1,209,117		
	s106 / CIL		40,000		
	Contingency	2.50%	30,228		
	Abnormals		7,800	1,287,145	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	81,602		
	Legals	0.5%	13,600		
	Misc.		0	95,202	**2,111,408**
Developers Profit					
	Market Housing	17.50%			**376,320**
	Affordable Housing	17.50%			**99,691**

59501.4

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	8		
No dwgs under	8	462	3,696
No dwgs over 5(	0	138	0
		Total	3,696

Stamp duty calc - Residual

Land payment		594,266
	Total	19,213

Stamp duty calc - Add Profit

Land payment			91,429
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	3,657

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**40,000**
Post CIL s106	5,000	£/ Unit (all)	40,000
CIL	0	£/m2	0
		Total	**40,000**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2	2																		
Market Housing				0	0	0	537,600	537,600	537,600	537,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	73,382	73,382	73,382	73,382	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	69,034	69,034	69,034	69,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**680,016**	**680,016**	**680,016**	**680,016**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	19,213																							
Easements etc.	0																							
Legals Acquisition	8,914																							
Planning Fee	3,696																							
Architects	25,743		25,743																					
QS	3,218		3,218																					
Planning Consultants	6,436		6,436																					
Other Professional	16,089		16,089																					
Build Cost - BCIS Base		0	100,760	201,519	302,279	302,279	201,519	100,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,519	5,038	7,557	7,557	5,038	2,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	650	1,300	1,950	1,950	1,300	650	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	20,400	20,400	20,400	20,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,400	3,400	3,400	3,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**83,309**	**0**	**158,748**	**214,524**	**321,786**	**321,786**	**238,325**	**131,063**	**23,801**	**23,801**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**594,266**																							
Interest		10,164	10,316	12,852	16,263	21,333	26,480	20,252	12,322	2,663	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								376,320
Affordable Housing																								99,691
Cash Flow	-677,575	-10,164	-169,064	-227,376	-338,049	-343,120	415,211	528,701	643,894	653,552	0	0	0	0	0	0	0	0	0	0	0	0	0	-476,011
Opening Balanc	0																							
Closing Balance	-677,575	-687,739	-856,803	-1,084,179	-1,422,228	-1,765,347	-1,350,136	-821,435	-177,541	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	476,011	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**680,016**	**680,016**	**680,016**	**680,016**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	91,429																							
Stamp Duty	3,657	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	25,743	0	25,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,218	0	3,218	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,436	0	6,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,089	0	16,089	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	100,760	201,519	302,279	302,279	201,519	100,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**275,174**	275,174																				
Post CIL s106					10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,519	5,038	7,557	7,557	5,038	2,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	650	1,300	1,950	1,950	1,300	650	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	20,400	20,400	20,400	20,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,400	3,400	3,400	3,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**151,639**	**0**	**430,588**	**483,031**	**321,786**	**321,786**	**241,658**	**137,729**	**23,801**	**23,801**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,275	2,309	8,802	16,180	21,249	26,395	20,215	12,384	2,727	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								373,768
Affordable Housing																								99,691
Cash Flow	-151,639	-2,275	-432,897	-491,833	-337,966	-343,035	411,963	522,071	643,831	653,489	0	0	0	0	0	0	0	0	0	0	0	0	0	-473,460
Opening Balance	0																							
Closing Balance	-151,639	-153,914	-586,810	-1,078,643	-1,416,609	-1,759,645	-1,347,681	-825,610	-181,779	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	471,710	-1,749

Typologies L
Site 10

SITE NAME Site 10 Green 6

INCOME	Av Size m2	%	Number 6	Price £/m2	GDV £	GIA m2
Market Housing	99.0	70%	4	4,000	1,663,200	416
Shared Ownership	99.0	15%	1	2,600	227,027	87
Affordable Rent	99.0	15%	1	2,350	213,573	91
Social Rent	99.0	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.17 ha		35 /ha		**2,103,800**	**594**
SITE AREA - Gross	0.17 ha		35 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	466,253	2,719,810	2,719,810
Alternative Use Value	8,571		50,000
Uplift 0%	0		0
Plus /ha 350,000	60,000		350,000
Viability Threshold	**68,571**		**400,000**

£/m2

Additional Profit	428,528	1,031

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 960

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	77,709		466,253	
	Stamp Duty		12,813		
	Easements etc.		0		
	Legals Acquisition	1.50%	6,994	19,806	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	39,776		
	QS / PM	0.50%	4,972		
	Planning Consultants	1.00%	9,944		
	Other Professional	2.50%	24,860	82,324	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	935,176		
	s106 / CIL		30,000		
	Contingency	2.50%	23,379		
	Abnormals		5,850	994,406	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	63,114		
	Legals	0.5%	10,519		
	Misc.		0	73,633	**1,636,423**

Developers Profit				
	Market Housing	17.50%		**291,060**
	Affordable Housing	17.50%		**77,105**

61360.81875

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		466,253
	Total	12,813

Stamp duty calc - Add Profit			
Land payment			68,571
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	2,057

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**30,000**
Post CIL s106	5,000	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	831,600	831,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	113,513	113,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	106,786	106,786	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,051,900**	**1,051,900**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	12,813																							
Easements etc.	0																							
Legals Acquisition	6,994																							
Planning Fee	2,772																							
Architects	19,888		19,888																					
QS	2,486		2,486																					
Planning Consultants	4,972		4,972																					
Other Professional	12,430		12,430																					
Build Cost - BCIS Base		0	155,863	311,725	311,725	155,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	5,000	10,000	10,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,897	7,793	7,793	3,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	975	1,950	1,950	975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,557	31,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,259	5,259	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**62,355**	**0**	**205,511**	**331,469**	**331,469**	**165,734**	**36,816**	**36,816**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**466,253**																							
Interest		7,929	8,048	11,251	16,392	21,610	24,420	9,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								291,060
Affordable Housing																								77,105
Cash Flow	-528,608	-7,929	-213,559	-342,720	-347,861	-187,344	990,663	1,005,523	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-368,165
Opening Balanc	0																							
Closing Balanc	-528,608	-536,537	-750,096	-1,092,816	-1,440,676	-1,628,021	-637,358	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	368,165	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,051,900**	**1,051,900**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	68,571																							
Stamp Duty	2,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,888	0	19,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,486	0	2,486	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,972	0	4,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	12,430	0	12,430	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	155,863	311,725	311,725	155,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			428,528																					
Post CIL s106					15,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,897	7,793	7,793	3,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	975	1,950	1,950	975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	31,557	31,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,259	5,259	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**114,205**	**0**	**629,038**	**321,469**	**336,469**	**175,734**	**36,816**	**36,816**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,713	1,739	11,200	16,190	21,480	24,439	9,579	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								288,846
Affordable Housing																								77,105
Cash Flow	-114,205	-1,713	-630,777	-332,669	-352,659	-197,215	990,645	1,005,504	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-365,951
Opening Balance	0																							
Closing Balance	-114,205	-115,918	-746,695	-1,079,364	-1,432,023	-1,629,238	-638,593	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	366,911	960

Typologies L
Site 11

SITE NAME	Site 11	Green 4

INCOME	Av Size m2	%	Number 4	Price £/m2	GDV £	GIA m2
Market Housing	115.0	70%	3	4,000	1,288,000	322
Shared Ownership	115.0	15%	1	2,600	175,812	68
Affordable Rent	115.0	15%	1	2,350	165,393	70
Social Rent	115.0	0%	0	1,400	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.11 ha		35 /ha		**1,629,205**	**460**
SITE AREA - Gross	0.11 ha		35 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	288,858	2,527,503	2,527,503
Alternative Use Value	5,714		50,000
Uplift 0%	0		0
Plus /ha 350,000	40,000		350,000
Viability Threshold	**45,714**		**400,000**
	£/m2		
Additional Profit	258,389	802	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 55

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	72,214		288,858	
	Stamp Duty		3,943		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,333	8,276	
PLANNING					
	Planning Fee		1,848		
	Architects	4.00%	33,899		
	QS / PM	0.50%	4,237		
	Planning Consultants	1.00%	8,475		
	Other Professional	2.50%	21,187	69,646	
CONSTRUCTION					
	Build Cost - BCIS Based	1,717	789,830		
	s106 / CIL		20,000		
	Contingency	2.50%	19,746		
	Abnormals		17,900	847,475	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	48,876		
	Legals	0.5%	8,146		
	Misc.		0	57,022	**1,271,277**

Developers Profit				
	Market Housing	17.50%		**225,400**
	Affordable Housing	17.50%		**59,711**

71277.71875

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	4		
No dwgs under	4	462	1,848
No dwgs over 5(	0	138	0
		Total	1,848

Stamp duty calc - Residual		
Land payment		288,858
	Total	3,943

Stamp duty calc - Add Profit			
Land payment			45,714
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	1,371

Pre CIL s106	5,000	£/ Unit (all)	
		Total	**20,000**

Post CIL s106	5,000	£/ Unit (all)	20,000
CIL	0	£/m2	0
		Total	**20,000**

Build Cost	/m2	
BCIS	1,496	
Sustainability	46	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	165	11%
	1,717	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2																				
Market Housing			0	0	0	0	644,000	644,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	87,906	87,906	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	82,697	82,697	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**814,603**	**814,603**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,943																							
Easements etc.	0																							
Legals Acquisition	4,333																							
Planning Fee	1,848																							
Architects	16,950		16,950																					
QS	2,119		2,119																					
Planning Consultants	4,237		4,237																					
Other Professional	10,593		10,593																					
Build Cost - BCIS Base		0	131,638	263,277	263,277	131,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,291	6,582	6,582	3,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,983	5,967	5,967	2,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	24,438	24,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,073	4,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**44,023**	**0**	**175,145**	**282,492**	**282,492**	**141,246**	**28,511**	**28,511**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**288,858**																							
Interest		4,993	5,068	7,771	12,125	16,544	18,911	7,404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								225,400
Affordable Housing																								59,711
Cash Flow	-332,880	-4,993	-180,213	-290,263	-294,617	-157,790	767,180	778,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-285,111
Opening Balanc	0																							
Closing Balance	-332,880	-337,873	-518,086	-808,350	-1,102,967	-1,260,757	-493,577	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	285,111	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**814,603**	**814,603**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	45,714																							
Stamp Duty	1,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	686	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,848	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	16,950	0	16,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,119	0	2,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,237	0	4,237	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,593	0	10,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	131,638	263,277	263,277	131,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			258,389																					
Post CIL s106					10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,291	6,582	6,582	3,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,983	5,967	5,967	2,983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	24,438	24,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,073	4,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**83,518**	**0**	**430,200**	**275,825**	**285,825**	**147,913**	**28,511**	**28,511**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,253	1,272	7,744	11,997	16,465	18,930	7,423	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								224,053
Affordable Housing																								59,711
Cash Flow	-83,518	-1,253	-431,472	-283,569	-297,822	-164,377	767,161	778,669	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-283,764
Opening Balance	0																							
Closing Balance	-83,518	-84,771	-516,243	-799,812	-1,097,634	-1,262,011	-494,850	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	283,819	55

Typologies L
Site 12

SITE NAME	Site 12	V High Density 400

INCOME	Av Size m2	%	Number 400	Price £/m2	GDV £	GIA m2
Market Housing	65.0	70%	280	3,600	65,520,000	18,200
Shared Ownership	58.6	15%	59	2,340	8,062,891	3,446
Affordable Rent	58.6	15%	61	2,350	8,427,852	3,586
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.45 ha		275 /ha		**82,010,743**	**25,232**
SITE AREA - Gross	1.45 ha		275 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-11,456,723**	**-7,876,497**	**-7,876,497**
Alternative Use Value	2,327,273	1,600,000	
Uplift 20%	465,455	320,000	
Plus /ha 0	0	0	
Viability Threshold	**2,792,727**	**1,920,000**	

£/m2

Additional Profit	**-9,174,487**	**-504**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -9,124,469

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-28,642		-11,456,723	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-171,851	-171,851	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,795,754		
	QS / PM	0.50%	349,469		
	Planning Consultants	1.00%	698,938		
	Other Professional	2.50%	1,747,346	5,662,907	
CONSTRUCTION					
	Build Cost - BCIS Based	2,405	60,687,675		
	s106 / CIL		3,020,400		
	Contingency	5.00%	3,034,384		
	Abnormals		3,151,384	69,893,842	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,460,322		
	Legals	0.5%	410,054		
	Misc.		0	2,870,376	**66,798,552**

Developers Profit			
	Market Housing	17.50%	**11,466,000**
	Affordable Housing	17.50%	**2,885,880**

35879.70015

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual	
Land payment	-11,456,723
Total	0

Stamp duty calc - Add Profit		
Land payment		2,792,727
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	2,195	
Sustainability	68	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	132	6%
	2,405	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	4,095,000	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-171,851																							
Planning Fee	71,400																							
Architects	1,397,877		1,397,877																					
QS	174,735		174,735																					
Planning Consultants	349,469		349,469																					
Other Professional	873,673		873,673																					
Build Cost - BCIS Base		0	1,264,327	2,528,653	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	63,216	126,433	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	126,433	63,216	0	0	0	0
Abnormals		0	65,654	131,308	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	131,308	65,654	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	0	0
Legals	0	0	0	0	0	0	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,695,303**	**0**	**4,251,875**	**2,912,243**	**4,368,365**	**4,368,365**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**4,547,764**	**3,091,642**	**1,635,520**	**179,399**	**179,399**	**0**	**0**
For Residual Valuation Land	-11,456,723																							
Interest		0	0	0	0	41,566	107,715	100,662	93,503	86,237	78,862	71,377	63,779	56,067	48,239	40,294	32,230	24,045	15,737	0	0	0	0	0
Market Housing																								11,466,000
Affordable Housing																								2,885,880
Cash Flow	8,761,420	0	-4,251,875	-2,912,243	-4,368,365	-4,409,931	470,193	477,246	484,404	491,671	499,046	506,531	514,129	521,841	529,669	537,614	545,678	553,863	2,018,293	3,490,151	4,946,273	4,946,273	0	-14,351,880
Opening Balanc	0																							
Closing Balance	8,761,420	8,761,420	4,509,545	1,597,301	-2,771,064	-7,180,995	-6,710,802	-6,233,556	-5,749,152	-5,257,481	-4,758,436	-4,251,904	-3,737,775	-3,215,934	-2,686,265	-2,148,651	-1,602,973	-1,049,110	969,183	4,459,334	9,405,607	14,351,880	14,351,880	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**0**	**0**
EXPENDITURE																								
Land	2,792,727																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	41,891	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,397,877	0	1,397,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	174,735	0	174,735	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	349,469	0	349,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	873,673	0	873,673	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,264,327	2,528,653	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0
POTENTIAL CIL			-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320	-655,320								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	63,216	126,433	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	189,649	126,433	63,216	0	0	0	0
Abnormals	0	0	65,654	131,308	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	196,961	131,308	65,654	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	153,770	0	0
Legals	0	0	0	0	0	0	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	25,628	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**5,701,772**	**0**	**3,533,630**	**2,131,073**	**3,713,045**	**3,713,045**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**3,892,443**	**4,547,764**	**4,547,764**	**3,154,567**	**1,761,370**	**179,399**	**179,399**	**0**	**0**
For CIL calculation																								
Interest		85,527	86,809	141,116	175,199	233,523	292,721	278,613	264,294	249,760	235,008	220,035	204,837	189,411	173,754	157,862	141,731	135,189	128,548	100,909	51,959	0	0	0
Market Housing																								12,615,270
Affordable Housing																								2,885,880
Cash Flow	-5,701,772	-85,527	-3,620,439	-2,272,189	-3,888,244	-3,946,567	940,507	954,615	968,934	983,468	998,220	1,013,193	1,028,391	1,043,817	1,059,474	1,075,367	436,177	442,719	1,842,557	3,263,392	4,894,314	4,946,273	0	-15,501,150
Opening Balance	0																							
Closing Balance	-5,701,772	-5,787,298	-9,407,738	-11,679,927	-15,568,170	-19,514,738	-18,574,230	-17,619,615	-16,650,681	-15,667,213	-14,668,993	-13,655,800	-12,627,408	-11,583,591	-10,524,117	-9,448,750	-9,012,574	-8,569,854	-6,727,298	-3,463,906	1,430,408	6,376,681	6,376,681	-9,124,469

Typologies L
Site 13

SITE NAME Site 13 V High Density 100

INCOME		Av Size m2	%	Number 100		Price £/m2	GDV £	GIA m2
Market Housing		65.0	70%	70		3,600	16,380,000	4,550
Shared Ownership		58.6	15%	15		2,340	2,015,723	861
Affordable Rent		58.6	15%	15		2,350	2,106,963	897
Social Rent		58.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		0.36 ha		275	/ha		**20,502,686**	**6,308**
SITE AREA - Gross		0.36 ha		275	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-3,224,688	-8,867,892	-8,867,892
Alternative Use Value	581,818	1,600,000	
Uplift 20%	116,364	320,000	
Plus /ha 0	0	0	
Viability Threshold	**698,182**		**1,920,000**
	£/m2		
Additional Profit	-2,435,069	-535	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,031,043

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-3,224,688	
	Land	-32,247			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-48,370	-48,370	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	698,938		
	QS / PM	0.50%	87,367		
	Planning Consultants	1.00%	174,735		
	Other Professional	2.50%	436,837	1,427,877	
CONSTRUCTION					
	Build Cost - BCIS Based	2,405	15,171,919		
	s106 / CIL		755,100		
	Contingency	5.00%	758,596		
	Abnormals		787,846	17,473,461	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	615,081		
	Legals	0.5%	102,513		
	Misc.		0	717,594	**16,345,873**

Developers Profit			
	Market Housing	17.50%	**2,866,500**
	Affordable Housing	17.50%	**721,470**

35879.70015

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-3,224,688
	Total	0

Stamp duty calc - Add Profit			
Land payment			698,182
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	2,195	
Sustainability	68	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	132	6%
	2,405	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,095,000	4,095,000	4,095,000	4,095,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-48,370																							
Planning Fee	30,000																							
Architects	349,469		349,469																					
QS	43,684		43,684																					
Planning Consultants	87,367		87,367																					
Other Professional	218,418		218,418																					
Build Cost - BCIS Base		0	1,264,327	2,528,653	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	63,216	126,433	189,649	189,649	126,433	63,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	65,654	131,308	196,961	196,961	131,308	65,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	153,770	153,770	153,770	153,770	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,628	25,628	25,628	25,628	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**680,568**	**0**	**2,155,060**	**2,912,243**	**4,368,365**	**4,368,365**	**3,091,642**	**1,635,520**	**179,399**	**179,399**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-3,224,688**																							
Interest		0	0	0	37,848	103,941	171,026	143,080	92,874	20,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,866,500
Affordable Housing																								721,470
Cash Flow	2,544,120	0	-2,155,060	-2,912,243	-4,406,213	-4,472,306	1,863,004	3,347,071	4,853,399	4,926,200	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,587,970
Opening Balanc	0																							
Closing Balance	2,544,120	2,544,120	389,060	-2,523,184	-6,929,397	-11,401,703	-9,538,699	-6,191,628	-1,338,229	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	3,587,970	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,125,671**	**5,125,671**	**5,125,671**	**5,125,671**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	698,182																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	10,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	349,469	0	349,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	43,684	0	43,684	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	87,367	0	87,367	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	218,418	0	218,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,264,327	2,528,653	3,792,980	3,792,980	2,528,653	1,264,327	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,217,535	-1,217,535																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	63,216	126,433	189,649	189,649	126,433	63,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	65,654	131,308	196,961	196,961	131,308	65,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	153,770	153,770	153,770	153,770	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,628	25,628	25,628	25,628	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,437,593**	**0**	**874,600**	**1,568,859**	**4,368,365**	**4,368,365**	**3,154,567**	**1,761,370**	**179,399**	**179,399**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		21,564	21,887	35,335	59,398	125,814	193,227	166,559	118,592	46,177	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,131,190
Affordable Housing																								721,470
Cash Flow	-1,437,593	-21,564	-896,488	-1,604,193	-4,427,763	-4,494,179	1,777,878	3,197,743	4,827,681	4,900,096	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,852,660
Opening Balance	0																							
Closing Balance	-1,437,593	-1,459,157	-2,355,645	-3,959,838	-8,387,601	-12,881,780	-11,103,902	-7,906,159	-3,078,479	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	1,821,617	-2,031,043

Typologies L
Site 14

SITE NAME	Site 14	High Density 400

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	65.4	70%	280		3,600	65,923,200	18,312
Shared Ownership	58.6	15%	59		2,340	8,062,891	3,446
Affordable Rent	58.6	15%	61		2,350	8,427,852	3,586
Social Rent	58.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.22 ha		180	/ha		**82,413,943**	**25,344**
SITE AREA - Gross	2.22 ha		180	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-1,156,854	-520,584	-520,584
Alternative Use Value	3,555,556		1,600,000
Uplift 20%	711,111		320,000
Plus /ha 0	0		0
Viability Threshold	**4,266,667**		**1,920,000**

	£/m2	
Additional Profit	144,889	8

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -8,443,277

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-2,892		-1,156,854	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-17,353	-17,353	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,375,283		
	QS / PM	0.50%	296,910		
	Planning Consultants	1.00%	593,821		
	Other Professional	2.50%	1,484,552	4,821,966	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	51,131,520		
	s106 / CIL		3,020,400		
	Contingency	5.00%	2,556,576		
	Abnormals		2,673,576	59,382,072	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,472,418		
	Legals	0.5%	412,070		
	Misc.		0	2,884,488	**65,914,319**

Developers Profit			
	Market Housing	17.50%	**11,536,560**
	Affordable Housing	17.50%	**2,885,880**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual		
Land payment		-1,156,854
	Total	0

Stamp duty calc - Add Profit			
Land payment			4,266,667
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-17,353																							
Planning Fee	71,400																							
Architects	1,187,641		1,187,641																					
QS	148,455		148,455																					
Planning Consultants	296,910		296,910																					
Other Professional	742,276		742,276																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,429,330**	**0**	**3,612,409**	**2,474,253**	**3,711,380**	**3,711,380**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**2,654,534**	**1,417,407**	**180,281**	**180,281**	**0**	**0**
For Residual Valuation Land	**-1,156,854**																							
Interest		19,087	19,373	73,850	112,072	169,424	227,636	212,162	196,456	180,515	164,334	147,911	131,242	114,322	97,149	79,718	62,026	44,068	25,841	0	0	0	0	0
Market Housing																								11,536,560
Affordable Housing																								2,885,880
Cash Flow	-1,272,476	-19,087	-3,631,783	-2,548,103	-3,823,451	-3,880,803	1,031,576	1,047,050	1,062,755	1,078,697	1,094,877	1,111,300	1,127,970	1,144,889	1,162,063	1,179,494	1,197,186	1,215,144	2,470,497	3,733,464	4,970,591	4,970,591	0	-14,422,440
Opening Balanc	0																							
Closing Balanc	-1,272,476	-1,291,563	-4,923,346	-7,471,449	-11,294,900	-15,175,703	-14,144,127	-13,097,078	-12,034,322	-10,955,626	-9,860,749	-8,749,449	-7,621,479	-6,476,590	-5,314,527	-4,135,033	-2,937,847	-1,722,704	747,794	4,481,258	9,451,849	14,422,440	14,422,440	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**
EXPENDITURE																								
Land	4,266,667																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	64,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,187,641	0	1,187,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	148,455	0	148,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	742,276	0	742,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
POTENTIAL CIL			10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349	10,349								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**6,777,350**	**0**	**3,559,834**	**2,358,752**	**3,721,729**	**3,721,729**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,902,009**	**3,891,660**	**3,891,660**	**2,717,459**	**1,543,257**	**180,281**	**180,281**	**0**	**0**
For CIL calculation																								
Interest		101,660	103,185	158,130	195,884	254,648	314,294	300,275	286,046	271,604	256,945	242,066	226,964	211,636	196,077	180,286	164,257	147,833	131,162	96,628	43,964	0	0	0
Market Housing																								12,523,714
Affordable Housing																								2,885,880
Cash Flow	-6,777,350	-101,660	-3,663,019	-2,516,883	-3,917,612	-3,976,377	934,569	948,587	962,816	977,258	991,917	1,006,796	1,021,898	1,037,226	1,052,785	1,068,577	1,094,954	1,111,379	2,302,251	3,510,986	4,926,627	4,970,591	0	-15,409,594
Opening Balance	0																							
Closing Balance	-6,777,350	-6,879,010	-10,542,029	-13,058,911	-16,976,523	-20,952,900	-20,018,331	-19,069,744	-18,106,928	-17,129,670	-16,137,752	-15,130,956	-14,109,058	-13,071,832	-12,019,047	-10,950,471	-9,855,516	-8,744,138	-6,441,887	-2,930,901	1,995,727	6,966,318	6,966,318	-8,443,277

Typologies L
Site 15

SITE NAME Site 15 High Density 100

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			100				
Market Housing	65.4	70%	70		3,600	16,480,800	4,578
Shared Ownership	58.6	15%	15		2,340	2,015,723	861
Affordable Rent	58.6	15%	15		2,350	2,106,963	897
Social Rent	58.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.56 ha		180	/ha		**20,603,486**	**6,336**
SITE AREA - Gross	0.56 ha		180	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-449,204	-808,568	-808,568
Alternative Use Value	888,889		1,600,000
Uplift 20%	177,778		320,000
Plus /ha 0	0		0
Viability Threshold	**1,066,667**		**1,920,000**
	£/m2		
Additional Profit	-65,503	-14	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,906,189

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-4,492		-449,204
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-6,738	-6,738
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	593,821	
	QS / PM	0.50%	74,228	
	Planning Consultants	1.00%	148,455	
	Other Professional	2.50%	371,138	1,217,641
CONSTRUCTION				
	Build Cost - BCIS Based	2,018	12,782,880	
	s106 / CIL		755,100	
	Contingency	5.00%	639,144	
	Abnormals		668,394	14,845,518
FINANCE				
	Fees		0	
	Interest	6.00%		
	Legal and Valuation		0	0
SALES				
	Agents	3.0%	618,105	
	Legals	0.5%	103,017	
	Misc.		0	721,122 **16,328,339**

Developers Profit			
	Market Housing	17.50%	**2,884,140**
	Affordable Housing	17.50%	**721,470**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment	-449,204
Total	0

Stamp duty calc - Add Profit

Land payment		1,066,667
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,120,200	4,120,200	4,120,200	4,120,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,738																							
Planning Fee	30,000																							
Architects	296,910		296,910																					
QS	37,114		37,114																					
Planning Consultants	74,228		74,228																					
Other Professional	185,569		185,569																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**617,083**	**0**	**1,830,947**	**2,474,253**	**3,711,380**	**3,711,380**	**2,654,534**	**1,417,407**	**180,281**	**180,281**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-449,204**																							
Interest		2,518	2,556	30,058	67,623	124,308	181,844	147,126	93,331	20,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,884,140
Affordable Housing																								721,470
Cash Flow	-167,878	-2,518	-1,833,503	-2,504,311	-3,779,003	-3,835,688	2,314,494	3,586,338	4,877,260	4,950,419	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,605,610
Opening Balanc	0																							
Closing Balanc	-167,878	-170,396	-2,003,900	-4,508,211	-8,287,214	-12,122,901	-9,808,407	-6,222,069	-1,344,809	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,066,667																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	16,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,114	0	37,114	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	74,228	0	74,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	185,569	0	185,569	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-32,751	-32,751																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,706,487**	**0**	**1,735,271**	**2,315,652**	**3,711,380**	**3,711,380**	**2,717,459**	**1,543,257**	**180,281**	**180,281**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		25,597	25,981	52,400	87,921	144,910	202,755	169,295	117,720	44,927	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,115,253
Affordable Housing																								721,470
Cash Flow	-1,706,487	-25,597	-1,761,252	-2,368,052	-3,799,300	-3,856,290	2,230,658	3,438,320	4,852,871	4,925,664	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,836,723
Opening Balance	0																							
Closing Balance	-1,706,487	-1,732,085	-3,493,337	-5,861,388	-9,660,689	-13,516,979	-11,286,320	-7,848,001	-2,995,130	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	1,930,534	-1,906,189

Typologies L
Site 16

SITE NAME	Site 16	Central HD 400

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			400				
Market Housing	65.4	70%	280		3,600	65,923,200	18,312
Shared Ownership	58.6	15%	59		2,340	8,062,891	3,446
Affordable Rent	58.6	15%	61		2,350	8,427,852	3,586
Social Rent	58.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	2.67 ha		150	/ha		**82,413,943**	**25,344**
SITE AREA - Gross	2.67 ha		150	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-1,156,854**	**-433,820**	**-433,820**
Alternative Use Value	9,333,333	3,500,000	
Uplift 20%	1,866,667	700,000	
Plus /ha 0	0	0	
Viability Threshold	**11,200,000**		**4,200,000**
	£/m2		
Additional Profit	**-8,091,023**	**-442**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -7,920,206

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-2,892		-1,156,854	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-17,353	-17,353	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,375,283		
	QS / PM	0.50%	296,910		
	Planning Consultants	1.00%	593,821		
	Other Professional	2.50%	1,484,552	4,821,966	
CONSTRUCTION					
	Build Cost - BCIS Based	2,018	51,131,520		
	s106 / CIL		3,020,400		
	Contingency	5.00%	2,556,576		
	Abnormals		2,673,576	59,382,072	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,472,418		
	Legals	0.5%	412,070		
	Misc.		0	2,884,488	**65,914,319**

Developers Profit			
	Market Housing	17.50%	**11,536,560**
	Affordable Housing	17.50%	**2,885,880**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual

Land payment	-1,156,854
Total	0

Stamp duty calc - Add Profit

Land payment		11,200,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**3,020,400**

Post CIL s106	7,551	£/ Unit (all)	3,020,400
CIL	0	£/m2	0
		Total	**3,020,400**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25	25	25	25	25	25	25	25	25	25	25	25	25						
Market Housing				0	0	0	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	4,120,200	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	503,931	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	526,741	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-17,353																							
Planning Fee	71,400																							
Architects	1,187,641		1,187,641																					
QS	148,455		148,455																					
Planning Consultants	296,910		296,910																					
Other Professional	742,276		742,276																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	125,850	62,925	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,429,330**	**0**	**3,612,409**	**2,474,253**	**3,711,380**	**3,711,380**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**3,891,660**	**2,654,534**	**1,417,407**	**180,281**	**180,281**	**0**	**0**
For Residual Valuation Land	-1,156,854																							
Interest		19,087	19,373	73,850	112,072	169,424	227,636	212,162	196,456	180,515	164,334	147,911	131,242	114,322	97,149	79,718	62,026	44,068	25,841	0	0	0	0	0
Market Housing																								11,536,560
Affordable Housing																								2,885,880
Cash Flow	-1,272,476	-19,087	-3,631,783	-2,548,103	-3,823,451	-3,880,803	1,031,576	1,047,050	1,062,755	1,078,697	1,094,877	1,111,300	1,127,970	1,144,889	1,162,063	1,179,494	1,197,186	1,215,144	2,470,497	3,733,464	4,970,591	4,970,591	0	-14,422,440
Opening Balanc	0																							
Closing Balance	-1,272,476	-1,291,563	-4,923,346	-7,471,449	-11,294,900	-15,175,703	-14,144,127	-13,097,078	-12,034,322	-10,955,626	-9,860,749	-8,749,449	-7,621,479	-6,476,590	-5,314,527	-4,135,033	-2,937,847	-1,722,704	747,794	4,481,258	9,451,849	14,422,440	14,422,440	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**
EXPENDITURE																								
Land	11,200,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	168,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	71,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,187,641	0	1,187,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	148,455	0	148,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	742,276	0	742,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0
POTENTIAL CIL			-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930	-577,930								
Post CIL s106					188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	188,775	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	159,786	106,524	53,262	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	167,099	111,399	55,700	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	154,526	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	25,754	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**13,814,683**	**0**	**2,971,554**	**1,770,473**	**3,133,449**	**3,133,449**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,313,730**	**3,891,660**	**3,891,660**	**2,717,459**	**1,543,257**	**180,281**	**180,281**	**0**	**0**
For CIL calculation																								
Interest		207,220	210,329	258,057	288,485	339,814	391,913	370,234	348,231	325,897	303,228	280,220	256,866	233,162	209,102	184,681	159,894	143,405	126,668	92,066	39,333	0	0	0
Market Housing																								12,313,963
Affordable Housing																								2,885,880
Cash Flow	-13,814,683	-207,220	-3,181,883	-2,028,530	-3,421,934	-3,473,263	1,445,229	1,466,907	1,488,911	1,511,245	1,533,913	1,556,922	1,580,276	1,603,980	1,628,040	1,652,460	1,099,317	1,115,807	2,306,745	3,515,548	4,931,258	4,970,591	0	-15,199,843
Opening Balance	0																							
Closing Balance	-13,814,683	-14,021,903	-17,203,786	-19,232,315	-22,654,249	-26,127,512	-24,682,284	-23,215,376	-21,726,465	-20,215,220	-18,681,307	-17,124,385	-15,544,109	-13,940,129	-12,312,089	-10,659,629	-9,560,312	-8,444,505	-6,137,760	-2,622,212	2,309,046	7,279,637	7,279,637	-7,920,206

Typologies L
Site 17

SITE NAME Site 17 Central HD 100

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			100				
Market Housing	65.4	70%	70		3,600	16,480,800	4,578
Shared Ownership	58.6	15%	15		2,340	2,015,723	861
Affordable Rent	58.6	15%	15		2,350	2,106,963	897
Social Rent	58.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.67 ha		150	/ha		**20,603,486**	**6,336**
SITE AREA - Gross	0.67 ha		150	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-449,204	-673,807	-673,807
Alternative Use Value	2,333,333	3,500,000	
Uplift 20%	466,667	700,000	
Plus /ha 0	0	0	
Viability Threshold	**2,800,000**		**4,200,000**
	£/m2		
Additional Profit	-1,953,966	-427	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,814,780

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-4,492		-449,204
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-6,738	-6,738
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	593,821	
	QS / PM	0.50%	74,228	
	Planning Consultants	1.00%	148,455	
	Other Professional	2.50%	371,138	1,217,641
CONSTRUCTION				
	Build Cost - BCIS Based	2,018	12,782,880	
	s106 / CIL		755,100	
	Contingency	5.00%	639,144	
	Abnormals		668,394	14,845,518
FINANCE				
	Fees		0	
	Interest	6.00%		
	Legal and Valuation		0	0
SALES				
	Agents	3.0%	618,105	
	Legals	0.5%	103,017	
	Misc.		0	721,122 **16,328,339**

Developers Profit			
	Market Housing	17.50%	**2,884,140**
	Affordable Housing	17.50%	**721,470**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment	-449,204
Total	0

Stamp duty calc - Add Profit

Land payment		2,800,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	4,120,200	4,120,200	4,120,200	4,120,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	503,931	503,931	503,931	503,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	526,741	526,741	526,741	526,741	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,738																							
Planning Fee	30,000																							
Architects	296,910		296,910																					
QS	37,114		37,114																					
Planning Consultants	74,228		74,228																					
Other Professional	185,569		185,569																					
Build Cost - BCIS Base		0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	188,775	188,775	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**617,083**	**0**	**1,830,947**	**2,474,253**	**3,711,380**	**3,711,380**	**2,654,534**	**1,417,407**	**180,281**	**180,281**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-449,204**																							
Interest		2,518	2,556	30,058	67,623	124,308	181,844	147,126	93,331	20,172	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,884,140
Affordable Housing																								721,470
Cash Flow	-167,878	-2,518	-1,833,503	-2,504,311	-3,779,003	-3,835,688	2,314,494	3,586,338	4,877,260	4,950,419	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,605,610
Opening Balanc	0																							
Closing Balanc	-167,878	-170,396	-2,003,900	-4,508,211	-8,287,214	-12,122,901	-9,808,407	-6,222,069	-1,344,809	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	3,605,610	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**5,150,871**	**5,150,871**	**5,150,871**	**5,150,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,800,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	42,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	296,910	0	296,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,114	0	37,114	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	74,228	0	74,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	185,569	0	185,569	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,065,240	2,130,480	3,195,720	3,195,720	2,130,480	1,065,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-976,983	-976,983																				
Post CIL s106					188,775	188,775	188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,262	106,524	159,786	159,786	106,524	53,262	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	55,700	111,399	167,099	167,099	111,399	55,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	154,526	154,526	154,526	154,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,754	25,754	25,754	25,754	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**3,465,821**	**0**	**791,039**	**1,371,420**	**3,711,380**	**3,711,380**	**2,717,459**	**1,543,257**	**180,281**	**180,281**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		51,987	52,767	65,424	86,977	143,952	201,782	168,308	116,718	43,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,092,655
Affordable Housing																								721,470
Cash Flow	-3,465,821	-51,987	-843,806	-1,436,844	-3,798,356	-3,855,332	2,231,631	3,439,307	4,853,873	4,926,681	0	0	0	0	0	0	0	0	0	0	0	0	0	-3,814,125
Opening Balance	0																							
Closing Balance	-3,465,821	-3,517,808	-4,361,614	-5,798,458	-9,596,815	-13,452,146	-11,220,516	-7,781,209	-2,927,336	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	1,999,345	-1,814,780

Typologies L
Site 18

SITE NAME	Site 18	Medium Density 100

INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	78.7	70%	70	3,550	19,553,400	5,508
Shared Ownership	58.6	15%	15	2,308	1,987,727	861
Affordable Rent	58.6	15%	15	2,350	2,106,963	897
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	1.05 ha		95 /ha		**23,648,090**	**7,266**
SITE AREA - Gross	1.05 ha		95 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**738,994**	**702,044**	**702,044**
Alternative Use Value	1,684,211		1,600,000
Uplift 20%	336,842		320,000
Plus /ha 0	0		0
Viability Threshold	**2,021,053**		**1,920,000**
	£/m2		
Additional Profit	**-700,349**	**-127**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -786,571

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	7,390		738,994	
	Stamp Duty		26,450		
	Easements etc.		0		
	Legals Acquisition	1.50%	11,085	37,535	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	631,426		
	QS / PM	0.50%	78,928		
	Planning Consultants	1.00%	157,857		
	Other Professional	2.50%	394,641	1,292,852	
CONSTRUCTION					
	Build Cost - BCIS Based	1,874	13,615,214		
	s106 / CIL		755,100		
	Contingency	5.00%	680,761		
	Abnormals		734,581	15,785,656	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	709,443		
	Legals	0.5%	118,240		
	Misc.		0	827,683	**18,682,719**

Developers Profit			
	Market Housing	17.50%	**3,421,845**
	Affordable Housing	17.50%	**716,571**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		738,994
	Total	26,450

Stamp duty calc - Add Profit		
Land payment		2,021,053
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
	Total	80,842

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	1,633	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	180	11%
	1,874	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15	15	15	10															
Market Housing				0	0	0	2,933,010	2,933,010	2,933,010	2,933,010	2,933,010	2,933,010	1,955,340	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	298,159	298,159	298,159	298,159	298,159	298,159	198,773	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	316,044	316,044	316,044	316,044	316,044	316,044	210,696	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**2,364,809**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	26,450																							
Easements etc.	0																							
Legals Acquisition	11,085																							
Planning Fee	30,000																							
Architects	315,713		315,713																					
QS	39,464		39,464																					
Planning Consultants	78,928		78,928																					
Other Professional	197,321		197,321																					
Build Cost - BCIS Base		0	680,761	1,361,521	2,042,282	2,042,282	2,042,282	2,042,282	1,815,362	1,134,601	453,840	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	37,755	75,510	113,265	113,265	113,265	113,265	100,680	62,925	25,170	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	34,038	68,076	102,114	102,114	102,114	102,114	90,768	56,730	22,692	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	36,729	73,458	110,187	110,187	110,187	110,187	97,944	61,215	24,486	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	106,416	106,416	106,416	106,416	106,416	106,416	70,944	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,736	17,736	17,736	17,736	17,736	17,736	11,824	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**698,961**	**0**	**1,420,709**	**1,578,566**	**2,367,848**	**2,367,848**	**2,492,001**	**2,492,001**	**2,228,907**	**1,439,624**	**650,341**	**124,152**	**82,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**738,994**																							
Interest		21,569	21,893	43,532	67,863	104,399	141,483	127,777	113,865	95,799	65,622	23,153	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,421,845
Affordable Housing																								716,571
Cash Flow	-1,437,954	-21,569	-1,442,602	-1,622,097	-2,435,712	-2,472,247	913,730	927,436	1,204,442	2,011,791	2,831,251	3,399,908	2,282,041	0	0	0	0	0	0	0	0	0	0	-4,138,416
Opening Balanc	0																							
Closing Balance	-1,437,954	-1,459,524	-2,902,126	-4,524,223	-6,959,935	-9,432,182	-8,518,452	-7,591,016	-6,386,575	-4,374,784	-1,543,533	1,856,375	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	4,138,416	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**3,547,213**	**2,364,809**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,021,053																							
Stamp Duty	80,842	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	30,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	315,713	0	315,713	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	39,464	0	39,464	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	78,928	0	78,928	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	197,321	0	197,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	680,761	1,361,521	2,042,282	2,042,282	2,042,282	2,042,282	1,815,362	1,134,601	453,840	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-87,544	-87,544	-87,544	-87,544	-87,544	-87,544	-87,544	-87,544														
Post CIL s106					113,265	113,265	113,265	113,265	113,265	113,265	75,510	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	34,038	68,076	102,114	102,114	102,114	102,114	90,768	56,730	22,692	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	36,729	73,458	110,187	110,187	110,187	110,187	97,944	61,215	24,486	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	106,416	106,416	106,416	106,416	106,416	106,416	70,944	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,736	17,736	17,736	17,736	17,736	17,736	11,824	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,793,637**	**0**	**1,295,410**	**1,415,512**	**2,280,305**	**2,280,305**	**2,404,457**	**2,404,457**	**2,153,948**	**1,402,420**	**700,681**	**124,152**	**82,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,905	42,533	62,602	84,774	120,250	156,258	141,461	126,442	107,439	76,879	35,334	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,384,159
Affordable Housing																								716,571
Cash Flow	-2,793,637	-41,905	-1,337,944	-1,478,114	-2,365,079	-2,400,555	986,498	1,001,295	1,266,824	2,037,354	2,769,654	3,387,727	2,282,041	0	0	0	0	0	0	0	0	0	0	-4,100,730
Opening Balance	0																							
Closing Balance	-2,793,637	-2,835,541	-4,173,485	-5,651,599	-8,016,678	-10,417,233	-9,430,735	-8,429,440	-7,162,616	-5,125,262	-2,355,608	1,032,119	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	3,314,159	-786,571

Typologies L
Site 19

SITE NAME Site 19 Medium Density 30

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	78.6		70%	21		3,550	5,857,500	1,650
Shared Ownership	60.7		15%	4		2,308	617,349	268
Affordable Rent	60.7		15%	5		2,350	654,381	278
Social Rent	60.7		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.32	ha		95	/ha		**7,129,230**	**2,196**
SITE AREA - Gross	0.32	ha		95	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	215,224	681,543	681,543
Alternative Use Value	505,263		1,600,000
Uplift 20%	101,053		320,000
Plus /ha 0	0		0
Viability Threshold	606,316		**1,920,000**
	£/m2		
Additional Profit	-214,933	-130	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -210,516

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	7,174		215,224	
	Stamp Duty		1,304		
	Easements etc.		0		
	Legals Acquisition	1.50%	3,228	4,533	
PLANNING					
	Planning Fee		13,860		
	Architects	4.00%	190,348		
	QS / PM	0.50%	23,794		
	Planning Consultants	1.00%	47,587		
	Other Professional	2.50%	118,968	394,557	
CONSTRUCTION					
	Build Cost - BCIS Based	1,869	4,105,360		
	s106 / CIL		226,530		
	Contingency	5.00%	205,268		
	Abnormals		221,550	4,758,708	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	213,877		
	Legals	0.5%	35,646		
	Misc.		0	249,523	**5,622,545**

Developers Profit			
	Market Housing	17.50%	**1,025,063**
	Affordable Housing	17.50%	**222,553**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual		
Land payment		215,224
	Total	1,304

Stamp duty calc - Add Profit			
Land payment			606,316
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	6,063

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**226,530**

Post CIL s106	7,551	£/ Unit (all)	226,530
CIL	0	£/m2	0
		Total	**226,530**

Build Cost	/m2	
BCIS	1,630	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	179	11%
	1,869	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			7	7	7	9																		
Market Housing				0	0	0	1,366,750	1,366,750	1,366,750	1,757,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	144,048	144,048	144,048	185,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	152,689	152,689	152,689	196,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,663,487**	**1,663,487**	**1,663,487**	**2,138,769**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,304																							
Easements etc.	0																							
Legals Acquisition	3,228																							
Planning Fee	13,860																							
Architects	95,174		95,174																					
QS	11,897		11,897																					
Planning Consultants	23,794		23,794																					
Other Professional	59,484		59,484																					
Build Cost - BCIS Base		0	319,306	638,612	957,917	1,049,148	729,842	410,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	17,619	35,238	52,857	57,891	40,272	22,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,965	31,931	47,896	52,457	36,492	20,527	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	17,232	34,463	51,695	56,618	39,387	22,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	49,905	49,905	49,905	64,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,317	8,317	8,317	10,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**208,741**	**0**	**560,470**	**740,244**	**1,110,365**	**1,216,114**	**904,215**	**534,093**	**58,222**	**74,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**215,224**																							
Interest		6,359	6,455	14,959	26,287	43,337	62,228	51,773	35,608	12,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,025,063
Affordable Housing																								222,553
Cash Flow	-423,965	-6,359	-566,925	-755,202	-1,136,652	-1,259,451	697,044	1,077,621	1,569,657	2,051,848	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,247,615
Opening Balanc	0																							
Closing Balance	-423,965	-430,325	-997,250	-1,752,452	-2,889,104	-4,148,555	-3,451,511	-2,373,890	-804,233	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	1,247,615	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,663,487**	**1,663,487**	**1,663,487**	**2,138,769**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	606,316																							
Stamp Duty	6,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	9,095	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	95,174	0	95,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	11,897	0	11,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	23,794	0	23,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	59,484	0	59,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	319,306	638,612	957,917	1,049,148	729,842	410,536	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-107,467	-107,467																				
Post CIL s106					52,857	52,857	52,857	67,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,965	31,931	47,896	52,457	36,492	20,527	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	17,232	34,463	51,695	56,618	39,387	22,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	49,905	49,905	49,905	64,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,317	8,317	8,317	10,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**825,682**	**0**	**435,385**	**597,539**	**1,110,365**	**1,211,080**	**916,800**	**579,399**	**58,222**	**74,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,385	12,571	19,290	28,543	45,626	64,477	54,244	38,796	15,299	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,016,633
Affordable Housing																								222,553
Cash Flow	-825,682	-12,385	-447,956	-616,829	-1,138,908	-1,256,707	682,210	1,029,844	1,566,469	2,048,613	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,239,185
Opening Balance	0																							
Closing Balance	-825,682	-838,067	-1,286,023	-1,902,852	-3,041,760	-4,298,467	-3,616,257	-2,586,413	-1,019,944	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	1,028,669	-210,516

Typologies L
Site 20

SITE NAME Site 20 Brown 300

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	78.8	70%	210	3,550	58,759,600	16,552
Shared Ownership	58.6	15%	44	2,308	5,963,180	2,584
Affordable Rent	58.6	15%	46	2,350	6,320,889	2,690
Social Rent	58.6	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	3.80 ha		79 /ha		**71,043,669**	**21,826**
SITE AREA - Gross	3.80 ha		79 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,049,667	276,412	276,412
Alternative Use Value	6,075,949		1,600,000
Uplift 20%	1,215,190		320,000
Plus /ha 0	0		0
Viability Threshold	**7,291,139**		**1,920,000**
	£/m2		
Additional Profit	-5,082,470	-307	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,633,895

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	3,499		1,049,667	
	Stamp Duty		41,983		
	Easements etc.		0		
	Legals Acquisition	1.50%	15,745	57,728	
PLANNING					
	Planning Fee		57,600		
	Architects	4.00%	1,956,372		
	QS / PM	0.50%	244,546		
	Planning Consultants	1.00%	489,093		
	Other Professional	2.50%	1,222,732	3,970,344	
CONSTRUCTION					
	Build Cost - BCIS Based	1,936	42,251,889		
	s106 / CIL		2,265,300		
	Contingency	5.00%	2,112,594		
	Abnormals		2,279,514	48,909,298	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	2,131,310		
	Legals	0.5%	355,218		
	Misc.		0	2,486,528	**56,473,565**
Developers Profit					
	Market Housing	17.50%			**10,282,930**
	Affordable Housing	17.50%			**2,149,712**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	300		
No dwgs under	50	462	23,100
No dwgs over 5(	250	138	34,500
		Total	57,600

Stamp duty calc - Residual

Land payment	1,049,667
Total	41,983

Stamp duty calc - Add Profit

Land payment			7,291,139
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	364,557

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**2,265,300**

Post CIL s106	7,551	£/ Unit (all)	2,265,300
CIL	0	£/m2	0
		Total	**2,265,300**

Build Cost	/m2	
BCIS	1,617	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	259	16%
	1,936	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			20	20	20	20	20	20	20	20	20	20	20	20	20	20	20							
Market Housing				0	0	0	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	3,917,307	0	0	0
Shared Ownership				0	0	0	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	397,545	0	0	0
Affordable Rent				0	0	0	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	421,393	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	41,983																							
Easements etc.	0																							
Legals Acquisition	15,745																							
Planning Fee	57,600																							
Architects	978,186		978,186																					
QS	122,273		122,273																					
Planning Consultants	244,546		244,546																					
Other Professional	611,366		611,366																					
Build Cost - BCIS Base		0	938,931	1,977,862	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	1,977,862	938,931	0	0	0	0	0
s106/CIL		0	50,340	100,680	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	100,680	50,340	0	0	0	0	0
Contingency		0	46,947	93,893	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	93,893	46,947	0	0	0	0	0
Abnormals		0	50,656	101,312	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	101,312	50,656	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	0	0	0
Legals	0	0	0	0	0	0	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,071,700**	**0**	**3,043,245**	**2,173,747**	**3,260,620**	**3,260,620**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**3,426,388**	**2,339,515**	**1,252,642**	**165,769**	**165,769**	**0**	**0**	**0**
For Residual Valuation Land	1,049,667																							
Interest		46,821	47,523	93,884	127,899	178,727	230,317	214,124	197,688	181,005	164,072	146,886	129,441	111,735	93,763	75,522	57,007	38,214	2,836	0	0	0	0	0
Market Housing																								10,282,930
Affordable Housing																								2,149,712
Cash Flow	-3,121,367	-46,821	-3,090,768	-2,267,631	-3,388,519	-3,439,346	1,079,539	1,095,732	1,112,168	1,128,851	1,145,784	1,162,971	1,180,415	1,198,121	1,216,093	1,234,335	1,252,850	2,358,516	3,480,767	4,570,476	4,570,476	0	0	-12,432,642
Opening Balanc	0																							
Closing Balance	-3,121,367	-3,168,188	-6,258,956	-8,526,586	-11,915,105	-15,354,452	-14,274,912	-13,179,180	-12,067,011	-10,938,160	-9,792,376	-8,629,406	-7,448,991	-6,250,869	-5,034,776	-3,800,442	-2,547,592	-189,077	3,291,690	7,862,166	12,432,642	12,432,642	12,432,642	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**4,736,245**	**0**	**0**	**0**
EXPENDITURE																								
Land	7,291,139																							
Stamp Duty	364,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	109,367	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	57,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	978,186	0	978,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	122,273	0	122,273	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	244,546	0	244,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	611,366	0	611,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	938,931	1,877,862	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	2,816,793	1,877,862	938,931	0	0	0	0	0
POTENTIAL CIL			-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959	-390,959									
Post CIL s106					151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	151,020	0	0	0	0	0
Contingency	0	0	46,947	93,893	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	140,840	93,893	46,947	0	0	0	0	0
Abnormals	0	0	50,656	101,312	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	151,968	101,312	50,656	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	142,087	0	0	0
Legals	0	0	0	0	0	0	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	23,681	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**9,779,035**	**0**	**2,601,946**	**1,682,107**	**2,869,661**	**2,869,661**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,035,429**	**3,426,388**	**3,426,388**	**2,389,855**	**1,353,322**	**165,769**	**165,769**	**0**	**0**	**0**
For CIL calculation																								
Interest		146,686	148,886	190,148	218,232	264,551	311,564	290,725	269,574	248,105	226,314	204,197	181,747	158,961	135,834	112,359	94,396	76,165	42,111	0	0	0	0	0
Market Housing																								10,158,534
Affordable Housing																								2,149,712
Cash Flow	-9,779,035	-146,686	-2,750,832	-1,872,256	-3,087,893	-3,134,211	1,389,252	1,410,090	1,431,242	1,452,710	1,474,501	1,496,619	1,519,068	1,541,854	1,564,982	1,197,497	1,215,460	2,270,225	3,340,812	4,570,476	4,570,476	0	0	-12,308,246
Opening Balance	0																							
Closing Balance	-9,779,035	-9,925,721	-12,676,553	-14,548,808	-17,636,701	-20,770,912	-19,381,660	-17,971,570	-16,540,328	-15,087,618	-13,613,117	-12,116,498	-10,597,430	-9,055,576	-7,490,594	-6,293,097	-5,077,637	-2,807,413	533,399	5,103,875	9,674,351	9,674,351	9,674,351	-2,633,895

Typologies L
Site 21

SITE NAME	Site 21	Brown 80

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			80				
Market Housing	78.4	70%	56		3,550	15,588,050	4,391
Shared Ownership	58.7	15%	12		2,308	1,591,990	690
Affordable Rent	58.7	15%	12		2,350	1,687,488	718
Social Rent	58.7	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.01 ha		79	/ha		**18,867,528**	**5,799**
SITE AREA - Gross	1.01 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	215,020	212,332	212,332
Alternative Use Value	1,620,253		1,600,000
Uplift 20%	324,051		320,000
Plus /ha 0	0		0
Viability Threshold	**1,944,304**		**1,920,000**
	£/m2		
Additional Profit	-1,334,409	-304	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -561,241

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	2,688		215,020	
	Stamp Duty		1,300		
	Easements etc.		0		
	Legals Acquisition	1.50%	3,225	4,526	
PLANNING					
	Planning Fee		27,240		
	Architects	4.00%	519,715		
	QS / PM	0.50%	64,964		
	Planning Consultants	1.00%	129,929		
	Other Professional	2.50%	324,822	1,066,669	
CONSTRUCTION					
	Build Cost - BCIS Based	1,935	11,222,028		
	s106 / CIL		604,080		
	Contingency	5.00%	561,101		
	Abnormals		605,659	12,992,868	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	566,026		
	Legals	0.5%	94,338		
	Misc.		0	660,363	**14,939,446**

Developers Profit			
	Market Housing	17.50%	**2,727,909**
	Affordable Housing	17.50%	**573,909**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	80		
No dwgs under	50	462	23,100
No dwgs over 5(	30	138	4,140
		Total	27,240

Stamp duty calc - Residual		
Land payment		215,020
	Total	1,300

Stamp duty calc - Add Profit			
Land payment			1,944,304
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	19,443

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**604,080**
Post CIL s106	7,551	£/ Unit (all)	604,080
CIL	0	£/m2	0
		Total	**604,080**

Build Cost	/m2	
BCIS	1,616	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	259	16%
	1,935	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	12	12	12	12		8															
Market Housing				0	0	0	2,338,208	2,338,208	2,338,208	2,338,208	2,338,208	2,338,208	1,558,805	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	238,799	238,799	238,799	238,799	238,799	238,799	159,199	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	253,123	253,123	253,123	253,123	253,123	253,123	168,749	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**1,886,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,300																							
Easements etc.	0																							
Legals Acquisition	3,225																							
Planning Fee	27,240																							
Architects	259,857		259,857																					
QS	32,482		32,482																					
Planning Consultants	64,964		64,964																					
Other Professional	162,411		162,411																					
Build Cost - BCIS Base		0	561,101	1,122,203	1,683,304	1,683,304	1,683,304	1,683,304	1,496,270	935,169	374,068	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	30,204	60,408	90,612	90,612	90,612	90,612	80,544	50,340	20,136	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	28,055	56,110	84,165	84,165	84,165	84,165	74,814	46,758	18,703	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,283	60,566	90,849	90,849	90,849	90,849	80,755	50,472	20,189	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	84,904	84,904	84,904	84,904	84,904	84,904	56,603	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	14,151	14,151	14,151	14,151	14,151	14,151	9,434	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**551,480**	**0**	**1,169,358**	**1,299,287**	**1,948,930**	**1,948,930**	**2,047,985**	**2,047,985**	**1,831,437**	**1,181,794**	**532,150**	**99,055**	**66,036**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**215,020**																							
Interest		11,497	11,670	29,385	49,315	79,289	109,712	99,626	89,388	75,749	52,160	18,473	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,727,909
Affordable Housing																								573,909
Cash Flow	-766,500	-11,497	-1,181,028	-1,328,672	-1,998,246	-2,028,219	672,432	682,519	909,304	1,572,587	2,245,819	2,712,602	1,820,716	0	0	0	0	0	0	0	0	0	0	-3,301,817
Opening Balanc	0																							
Closing Balance	-766,500	-777,997	-1,959,025	-3,287,698	-5,285,943	-7,314,163	-6,641,730	-5,959,212	-5,049,908	-3,477,321	-1,231,501	1,481,101	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	3,301,817	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**2,830,129**	**1,886,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,944,304																							
Stamp Duty	19,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	29,165	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	27,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	259,857	0	259,857	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	32,482	0	32,482	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	64,964	0	64,964	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	162,411	0	162,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	561,101	1,122,203	1,683,304	1,683,304	1,683,304	1,683,304	1,496,270	935,169	374,068	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-266,882	-266,882	-266,882	-266,882	-266,882																	
Post CIL s106					90,612	90,612	90,612	90,612	90,612	90,612	60,408	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	28,055	56,110	84,165	84,165	84,165	84,165	74,814	46,758	18,703	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	30,283	60,566	90,849	90,849	90,849	90,849	80,755	50,472	20,189	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	84,904	84,904	84,904	84,904	84,904	84,904	56,603	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	14,151	14,151	14,151	14,151	14,151	14,151	9,434	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,539,866**	**0**	**872,272**	**971,997**	**1,682,048**	**1,682,048**	**1,781,103**	**2,047,985**	**1,841,505**	**1,222,066**	**572,422**	**99,055**	**66,036**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		38,098	38,669	52,334	67,699	93,945	120,585	106,658	96,526	83,144	60,270	27,309	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,691,221
Affordable Housing																								573,909
Cash Flow	-2,539,866	-38,098	-910,942	-1,024,331	-1,749,747	-1,775,993	928,442	675,487	892,099	1,524,920	2,197,437	2,703,766	1,820,716	0	0	0	0	0	0	0	0	0	0	-3,265,129
Opening Balance	0																							
Closing Balance	-2,539,866	-2,577,964	-3,488,906	-4,513,237	-6,262,984	-8,038,977	-7,110,535	-6,435,049	-5,542,950	-4,018,030	-1,820,594	883,172	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	2,703,889	-561,241

Typologies L
Site 22

SITE NAME	Site 22	Brown 30

INCOME		Av Size m2		%	Number 30		Price £/m2	GDV £	GIA m2
Market Housing		79.5		70%	21		3,550	5,924,950	1,669
Shared Ownership		60.7		15%	4		2,308	617,349	268
Affordable Rent		60.7		15%	5		2,350	654,381	278
Social Rent		60.7		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		0.38	ha		79	/ha		**7,196,680**	**2,215**
SITE AREA - Gross		0.38	ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**271,700**	**715,477**	**715,477**
Alternative Use Value	607,595	1,600,000	
Uplift 20%	121,519	320,000	
Plus /ha 0	0	0	
Viability Threshold	**729,114**		**1,920,000**
	£/m2		
Additional Profit	**-284,554**	**-170**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -225,728

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND		Land	9,057		271,700	
		Stamp Duty		3,085		
		Easements etc.		0		
		Legals Acquisition	1.50%	4,076	7,161	
PLANNING						
		Planning Fee		13,860		
		Architects	4.00%	189,902		
		QS / PM	0.50%	23,738		
		Planning Consultants	1.00%	47,476		
		Other Professional	2.50%	118,689	393,665	
CONSTRUCTION						
		Build Cost - BCIS Based	1,849	4,094,603		
		s106 / CIL		226,530		
		Contingency	5.00%	204,730		
		Abnormals		221,695	4,747,558	
FINANCE						
		Fees		0		
		Interest	6.00%			
		Legal and Valuation		0	0	
SALES						
		Agents	3.0%	215,900		
		Legals	0.5%	35,983		
		Misc.		0	251,884	**5,671,968**

Developers Profit			
	Market Housing	17.50%	**1,036,866**
	Affordable Housing	17.50%	**222,553**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	30		
No dwgs under	30	462	13,860
No dwgs over 5(	0	138	0
		Total	13,860

Stamp duty calc - Residual	
Land payment	271,700
Total	3,085

Stamp duty calc - Add Profit		
Land payment		729,114
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	5%	3%
Total		21,873

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**226,530**

Post CIL s106	7,551	£/ Unit (all)	226,530
CIL	0	£/m2	0
		Total	**226,530**

Build Cost	/m2	
BCIS	1,611	
Sustainability	50	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	177	11%
	1,849	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			7	7	7	9																		
Market Housing				0	0	0	1,382,488	1,382,488	1,382,488	1,777,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	144,048	144,048	144,048	185,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	152,689	152,689	152,689	196,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,679,225**	**1,679,225**	**1,679,225**	**2,159,004**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,085																							
Easements etc.	0																							
Legals Acquisition	4,076																							
Planning Fee	13,860																							
Architects	94,951		94,951																					
QS	11,869		11,869																					
Planning Consultants	23,738		23,738																					
Other Professional	59,344		59,344																					
Build Cost - BCIS Base		0	318,469	636,938	955,407	1,046,399	727,929	409,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	17,619	35,238	52,857	57,891	40,272	22,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,923	31,847	47,770	52,320	36,396	20,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	17,243	34,486	51,729	56,655	39,412	22,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	50,377	50,377	50,377	64,770	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,396	8,396	8,396	10,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**210,923**	**0**	**559,157**	**738,509**	**1,107,764**	**1,213,265**	**902,783**	**533,529**	**58,773**	**75,565**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**271,700**																							
Interest		7,239	7,348	15,846	27,161	44,185	63,046	52,346	35,945	12,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,036,866
Affordable Housing																								222,553
Cash Flow	-482,623	-7,239	-566,505	-754,355	-1,134,924	-1,257,450	713,396	1,093,351	1,584,507	2,071,261	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,259,419
Opening Balanc	0																							
Closing Balance	-482,623	-489,862	-1,056,367	-1,810,722	-2,945,646	-4,203,096	-3,489,700	-2,396,349	-811,842	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	1,259,419	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,679,225**	**1,679,225**	**1,679,225**	**2,159,004**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	729,114																							
Stamp Duty	21,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	10,937	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	94,951	0	94,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	11,869	0	11,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	23,738	0	23,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	59,344	0	59,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	318,469	636,938	955,407	1,046,399	727,929	409,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-142,277	-142,277																				
Post CIL s106					52,857	52,857	52,857	67,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,923	31,847	47,770	52,320	36,396	20,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	17,243	34,486	51,729	56,655	39,412	22,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	50,377	50,377	50,377	64,770	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,396	8,396	8,396	10,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**965,686**	**0**	**399,261**	**560,994**	**1,107,764**	**1,208,231**	**915,368**	**578,835**	**58,773**	**75,565**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		14,485	14,703	20,912	29,641	46,702	65,526	55,051	39,371	15,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,027,334
Affordable Housing																								222,553
Cash Flow	-965,686	-14,485	-413,964	-581,906	-1,137,404	-1,254,933	698,331	1,045,340	1,581,082	2,067,784	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,249,886
Opening Balance	0																							
Closing Balance	-965,686	-980,172	-1,394,135	-1,976,042	-3,113,446	-4,368,378	-3,670,047	-2,624,707	-1,043,626	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	1,024,159	-225,728

Typologies L
Site 23

SITE NAME Site 23 Small Brown 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	70.0	70%	8		3,550	2,087,400	588
Shared Ownership	59.0	15%	2		2,308	240,155	104
Affordable Rent	59.0	15%	2		2,350	254,561	108
Social Rent	59.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.15 ha		79	/ha		**2,582,117**	**800**
SITE AREA - Gross	0.15 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	47,930	315,540	315,540
Alternative Use Value	243,038		1,600,000
Uplift 20%	48,608		320,000
Plus /ha 0	0		0
Viability Threshold	**291,646**		**1,920,000**
	£/m2		
Additional Profit	-181,345	-308	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -81,799

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	3,994		47,930	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	719	719	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	70,116		
	QS / PM	0.50%	8,764		
	Planning Consultants	1.00%	17,529		
	Other Professional	2.50%	43,822	145,776	
CONSTRUCTION					
	Build Cost - BCIS Based	1,881	1,505,494		
	s106 / CIL		90,612		
	Contingency	5.00%	75,275		
	Abnormals		81,515	1,752,896	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	77,464		
	Legals	0.5%	12,911		
	Misc.		0	90,374	**2,037,694**

Developers Profit			
	Market Housing	17.50%	**365,295**
	Affordable Housing	17.50%	**86,575**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		47,930
	Total	0

Stamp duty calc - Add Profit			
Land payment			291,646
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**90,612**
Post CIL s106	7,551	£/ Unit (all)	90,612
CIL	0	£/m2	0
		Total	**90,612**

Build Cost	/m2	
BCIS	1,640	
Sustainability	51	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	180	11%
	1,881	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	695,800	695,800	695,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	80,052	80,052	80,052	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	84,854	84,854	84,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**860,706**	**860,706**	**860,706**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	719																							
Planning Fee	5,544																							
Architects	35,058		35,058																					
QS	4,382		4,382																					
Planning Consultants	8,764		8,764																					
Other Professional	21,911		21,911																					
Build Cost - BCIS Base		0	167,277	334,554	501,831	334,554	167,277	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,068	20,136	30,204	20,136	10,068	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	8,364	16,728	25,092	16,728	8,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	9,057	18,114	27,172	18,114	9,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	25,821	25,821	25,821	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,304	4,304	4,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**76,379**	**0**	**264,882**	**389,532**	**584,299**	**389,532**	**224,891**	**30,125**	**30,125**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**47,930**																							
Interest		1,865	1,893	5,894	11,826	20,767	26,922	17,789	5,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								365,295
Affordable Housing																								86,575
Cash Flow	-124,309	-1,865	-266,775	-395,427	-596,124	-410,300	608,893	812,792	824,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-451,870
Opening Balanc	0																							
Closing Balance	-124,309	-126,174	-392,948	-788,375	-1,384,499	-1,794,799	-1,185,906	-373,114	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	451,870	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**860,706**	**860,706**	**860,706**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	291,646																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	35,058	0	35,058	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,382	0	4,382	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,764	0	8,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	21,911	0	21,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	167,277	334,554	501,831	334,554	167,277	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-181,345																					
Post CIL s106					30,204	30,204	30,204	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	8,364	16,728	25,092	16,728	8,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	9,057	18,114	27,172	18,114	9,057	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	25,821	25,821	25,821	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,304	4,304	4,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**371,680**	**0**	**73,469**	**369,396**	**584,299**	**399,600**	**245,027**	**30,125**	**30,125**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		5,575	5,659	6,846	12,489	21,441	27,757	18,938	6,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								368,151
Affordable Housing																								86,575
Cash Flow	-371,680	-5,575	-79,128	-376,242	-596,788	-421,042	587,922	811,643	823,818	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-454,727
Opening Balance	0																							
Closing Balance	-371,680	-377,255	-456,383	-832,625	-1,429,413	-1,850,455	-1,262,533	-450,890	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	372,927	-81,799

Typologies L
Site 24

SITE NAME	Site 24	Small Brown 8

INCOME	Av Size m2	%	Number 8		Price £/m2	GDV £	GIA m2
Market Housing	90.0	70%	6		3,550	1,789,200	504
Shared Ownership	90.0	15%	1		2,308	244,226	106
Affordable Rent	90.0	15%	1		2,350	258,876	110
Social Rent	90.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		79	/ha		**2,292,302**	**720**
SITE AREA - Gross	0.10 ha		79	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	282,416	2,788,860	2,788,860
Alternative Use Value	162,025		1,600,000
Uplift 20%	32,405		320,000
Plus /ha 0	0		0
Viability Threshold	**194,430**		**1,920,000**
	£/m2		
Additional Profit	137,394	273	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -60,551

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	35,302		282,416	
	Stamp Duty		3,621		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,236	7,857	
PLANNING					
	Planning Fee		3,696		
	Architects	4.00%	52,604		
	QS / PM	0.50%	6,576		
	Planning Consultants	1.00%	13,151		
	Other Professional	2.50%	32,878	108,905	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	1,133,547		
	s106 / CIL		60,408		
	Contingency	5.00%	56,677		
	Abnormals		64,477	1,315,110	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	68,769		
	Legals	0.5%	11,462		
	Misc.		0	80,231	**1,794,518**

Developers Profit			
	Market Housing	17.50%	**313,110**
	Affordable Housing	17.50%	**88,043**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	8		
No dwgs under	8	462	3,696
No dwgs over 5(	0	138	0
		Total	3,696

Stamp duty calc - Residual		
Land payment		282,416
	Total	3,621

Stamp duty calc - Add Profit			
Land payment			194,430
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	5,833

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**60,408**

Post CIL s106	7,551	£/ Unit (all)	60,408
CIL	0	£/m2	0
		Total	**60,408**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2	2																		
Market Housing				0	0	0	447,300	447,300	447,300	447,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	61,056	61,056	61,056	61,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,719	64,719	64,719	64,719	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**573,075**	**573,075**	**573,075**	**573,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,621																							
Easements etc.	0																							
Legals Acquisition	4,236																							
Planning Fee	3,696																							
Architects	26,302		26,302																					
QS	3,288		3,288																					
Planning Consultants	6,576		6,576																					
Other Professional	16,439		16,439																					
Build Cost - BCIS Base		0	94,462	188,925	283,387	283,387	188,925	94,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	5,034	10,068	15,102	15,102	10,068	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,723	9,446	14,169	14,169	9,446	4,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,373	10,746	16,119	16,119	10,746	5,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	17,192	17,192	17,192	17,192	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,865	2,865	2,865	2,865	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**64,157**	**0**	**162,197**	**219,185**	**328,777**	**328,777**	**239,243**	**129,650**	**20,058**	**20,058**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**282,416**																							
Interest		5,199	5,277	7,789	11,193	16,293	21,469	16,783	10,384	2,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								313,110
Affordable Housing																								88,043
Cash Flow	-346,574	-5,199	-167,473	-226,974	-339,971	-345,070	312,364	426,642	542,634	550,773	0	0	0	0	0	0	0	0	0	0	0	0	0	-401,153
Opening Balanc	0																							
Closing Balance	-346,574	-351,772	-519,246	-746,219	-1,086,190	-1,431,260	-1,118,897	-692,255	-149,621	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	401,153	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**573,075**	**573,075**	**573,075**	**573,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	194,430																							
Stamp Duty	5,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	26,302	0	26,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,288	0	3,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,576	0	6,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,439	0	16,439	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	94,462	188,925	283,387	283,387	188,925	94,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			68,697	68,697																				
Post CIL s106					15,102	15,102	15,102	15,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,723	9,446	14,169	14,169	9,446	4,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,373	10,746	16,119	16,119	10,746	5,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	17,192	17,192	17,192	17,192	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,865	2,865	2,865	2,865	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**259,480**	**0**	**225,860**	**277,814**	**328,777**	**328,777**	**244,277**	**139,718**	**20,058**	**20,058**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,892	3,951	7,398	11,676	16,783	21,966	17,364	11,124	2,995	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								322,843
Affordable Housing																								88,043
Cash Flow	-259,480	-3,892	-229,810	-285,212	-340,453	-345,560	306,833	415,994	541,894	550,022	0	0	0	0	0	0	0	0	0	0	0	0	0	-410,886
Opening Balance	0																							
Closing Balance	-259,480	-263,372	-493,183	-778,394	-1,118,848	-1,464,408	-1,157,575	-741,581	-199,687	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	350,335	-60,551

Typologies L
Site 25

SITE NAME	Site 25	Small Brown 5

INCOME	Av Size m2	%	Number 5	Price £/m2	GDV £	GIA m2
Market Housing	95.0	70%	4	3,550	1,180,375	333
Shared Ownership	95.0	15%	1	2,308	161,121	70
Affordable Rent	95.0	15%	1	2,350	170,786	73
Social Rent	95.0	0%	0	1,400	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.06 ha		79 /ha		**1,512,282**	**475**
SITE AREA - Gross	0.06 ha		79 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	189,121	2,988,116	2,988,116
Alternative Use Value	101,266		1,600,000
Uplift 20%	20,253		320,000
Plus /ha 0	0		0
Viability Threshold	**121,519**		**1,920,000**
	£/m2		
Additional Profit	99,536	299	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -37,283

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	37,824		189,121	
	Stamp Duty		782		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,837	3,619	
PLANNING					
	Planning Fee		2,310		
	Architects	4.00%	34,610		
	QS / PM	0.50%	4,326		
	Planning Consultants	1.00%	8,652		
	Other Professional	2.50%	21,631	71,529	
CONSTRUCTION					
	Build Cost - BCIS Based	1,574	747,826		
	s106 / CIL		37,755		
	Contingency	5.00%	37,391		
	Abnormals		42,266	865,239	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	45,368		
	Legals	0.5%	7,561		
	Misc.		0	52,930	**1,182,438**

Developers Profit			
	Market Housing	17.50%	**206,566**
	Affordable Housing	17.50%	**58,084**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	5		
No dwgs under	5	462	2,310
No dwgs over 5(	0	138	0
		Total	2,310

Stamp duty calc - Residual		
Land payment		189,121
	Total	782

Stamp duty calc - Add Profit			
Land payment			121,519
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	1,215

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**37,755**

Post CIL s106	7,551	£/ Unit (all)	37,755
CIL	0	£/m2	0
		Total	**37,755**

Build Cost	/m2	
BCIS	1,371	
Sustainability	43	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	151	11%
	1,574	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing				0	0	0	236,075	472,150	472,150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	32,224	64,448	64,448	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	34,157	68,315	68,315	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**302,456**	**604,913**	**604,913**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	782																							
Easements etc.	0																							
Legals Acquisition	2,837																							
Planning Fee	2,310																							
Architects	17,305		17,305																					
QS	2,163		2,163																					
Planning Consultants	4,326		4,326																					
Other Professional	10,815		10,815																					
Build Cost - BCIS Base		0	49,855	149,565	249,275	199,420	99,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,517	7,551	12,585	10,068	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,493	7,478	12,464	9,971	4,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,818	8,453	14,089	11,271	5,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	9,074	18,147	18,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,512	3,025	3,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**40,539**	**0**	**92,292**	**173,048**	**288,413**	**230,730**	**125,951**	**21,172**	**21,172**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**189,121**																							
Interest		3,445	3,497	4,933	7,603	12,043	15,685	13,273	4,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								206,566
Affordable Housing																								58,084
Cash Flow	-229,660	-3,445	-95,789	-177,981	-296,016	-242,774	160,820	570,468	579,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-264,649
Opening Balanc	0																							
Closing Balanc	-229,660	-233,105	-328,894	-506,875	-802,891	-1,045,665	-884,844	-314,376	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	264,649	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**302,456**	**604,913**	**604,913**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	121,519																							
Stamp Duty	1,215	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,823	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,310	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	17,305	0	17,305	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,163	0	2,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,326	0	4,326	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	10,815	0	10,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	49,855	149,565	249,275	199,420	99,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			99,536																					
Post CIL s106					7,551	15,102	15,102	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,493	7,478	12,464	9,971	4,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,818	8,453	14,089	11,271	5,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	9,074	18,147	18,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,512	3,025	3,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**161,477**	**0**	**189,311**	**165,497**	**283,379**	**235,764**	**136,019**	**21,172**	**21,172**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,422	2,458	5,335	7,898	12,267	15,987	13,730	5,180	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								212,413
Affordable Housing																								58,084
Cash Flow	-161,477	-2,422	-191,770	-170,832	-291,276	-248,031	150,450	570,011	578,561	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-270,497
Opening Balance	0																							
Closing Balance	-161,477	-163,899	-355,668	-526,500	-817,777	-1,065,808	-915,357	-345,347	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	233,214	-37,283

Typologies L
Site 26

SITE NAME	Site 26	PRS HD 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	64.9		80%	80		2,900	15,046,857	5,189
Shared Ownership	61.0		0%	0		1,885	0	0
Affordable Rent	61.0		20%	20		2,320	2,830,400	1,220
Social Rent	61.0		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.83	ha		120	/ha		**17,877,257**	**6,409**
SITE AREA - Gross	0.83	ha		120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-4,260,924**	**-5,113,109**	**-5,113,109**
Alternative Use Value	1,333,333		1,600,000
Uplift 20%	266,667		320,000
Plus /ha 0	0		0
Viability Threshold	**1,600,000**		**1,920,000**
	£/m2		
Additional Profit	**-4,091,757**	**-789**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -2,280,707

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-42,609		-4,260,924	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-63,914	-63,914	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	678,176		
	QS / PM	0.50%	84,772		
	Planning Consultants	1.00%	169,544		
	Other Professional	2.50%	423,860	1,386,352	
CONSTRUCTION					
	Build Cost - BCIS Based	2,294	14,700,049		
	s106 / CIL		755,100		
	Contingency	5.00%	735,002		
	Abnormals		764,252	16,954,404	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	536,318		
	Legals	0.5%	89,386		
	Misc.		0	625,704	**14,641,622**

Developers Profit			
	Market Housing	15.00%	**2,257,029**
	Affordable Housing	15.00%	**424,560**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual		
Land payment		-4,260,924
	Total	0

Stamp duty calc - Add Profit			
Land payment			1,600,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**755,100**

Post CIL s106	7,551	£/ Unit (all)	755,100
CIL	0	£/m2	0
		Total	**755,100**

Build Cost	/m2	
BCIS	2,093	
Sustainability	65	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	126	6%
	2,294	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			50	50																				
Market Housing				0	0	0	7,523,429	7,523,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	1,415,200	1,415,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**8,938,629**	**8,938,629**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-63,914																							
Planning Fee	30,000																							
Architects	339,088		339,088																					
QS	42,386		42,386																					
Planning Consultants	84,772		84,772																					
Other Professional	211,930		211,930																					
Build Cost - BCIS Base		0	2,450,008	4,900,016	4,900,016	2,450,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	125,850	251,700	251,700	125,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	122,500	245,001	245,001	122,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	127,375	254,751	254,751	127,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	268,159	268,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	44,693	44,693	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**644,262**	**0**	**3,503,910**	**5,651,468**	**5,651,468**	**2,825,734**	**312,852**	**312,852**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-4,260,924**																							
Interest		0	0	0	83,081	169,099	214,021	87,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,257,029
Affordable Housing																								424,560
Cash Flow	3,616,662	0	-3,503,910	-5,651,468	-5,734,549	-2,994,833	8,411,755	8,537,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,681,589
Opening Balanc	0																							
Closing Balance	3,616,662	3,616,662	112,752	-5,538,716	-11,273,265	-14,268,098	-5,856,343	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	2,681,589	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**8,938,629**	**8,938,629**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,600,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	339,088	0	339,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	42,386	0	42,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	84,772	0	84,772	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	211,930	0	211,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	2,450,008	4,900,016	4,900,016	2,450,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**-4,091,757**																					
Post CIL s106					377,550	377,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	122,500	245,001	245,001	122,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	127,375	254,751	254,751	127,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	268,159	268,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	44,693	44,693	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**2,332,176**	**0**	**-713,697**	**5,399,768**	**5,777,318**	**3,077,434**	**312,852**	**312,852**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		34,983	35,507	25,335	106,711	194,972	244,058	118,332	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,474,805
Affordable Housing																								424,560
Cash Flow	-2,332,176	-34,983	678,190	-5,425,102	-5,884,029	-3,272,405	8,381,719	8,507,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,899,365
Opening Balance	0																							
Closing Balance	-2,332,176	-2,367,159	-1,688,969	-7,114,071	-12,998,100	-16,270,506	-7,888,787	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	618,658	-2,280,707

Typologies L
Site 27

SITE NAME	Site 27	PRS MD 50

INCOME		Av Size m2		Number		Price £/m2	GDV £	GIA m2
Market Housing		64.8	80%	40		2,900	7,513,486	2,591
Shared Ownership		61.0	0%	0		1,885	0	0
Affordable Rent		61.0	20%	10		2,320	1,415,200	610
Social Rent		61.0	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		0.53 ha		95	/ha		8,928,686	3,201
SITE AREA - Gross		0.53 ha		95	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-1,121,978	-2,131,759	-2,131,759
Alternative Use Value	842,105	1,600,000	
Uplift 20%	168,421	320,000	
Plus /ha 0	0	0	
Viability Threshold	1,010,526		1,920,000
	£/m2		
Additional Profit	-1,260,494	-487	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -1,114,263

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND					-1,121,978	
		Land	-22,440			
		Stamp Duty		0		
		Easements etc.		0		
		Legals Acquisition	1.50%	-16,830	-16,830	
PLANNING						
		Planning Fee		23,100		
		Architects	4.00%	299,827		
		QS / PM	0.50%	37,478		
		Planning Consultants	1.00%	74,957		
		Other Professional	2.50%	187,392	622,754	
CONSTRUCTION						
		Build Cost - BCIS Based	2,018	6,457,729		
		s106 / CIL		377,550		
		Contingency	5.00%	322,886		
		Abnormals		337,511	7,495,677	
FINANCE						
		Fees		0		
		Interest	6.00%			
		Legal and Valuation		0	0	
SALES						
		Agents	3.0%	267,861		
		Legals	0.5%	44,643		
		Misc.		0	312,504	**7,292,128**

Developers Profit			
	Market Housing	15.00%	**1,127,023**
	Affordable Housing	15.00%	**212,280**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	50		
No dwgs under	50	462	23,100
No dwgs over 5(	0	138	0
		Total	23,100

Stamp duty calc - Residual		
Land payment		-1,121,978
	Total	0

Stamp duty calc - Add Profit			
Land payment			1,010,526
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	7,551	£/ Unit (all)	
		Total	**377,550**

Post CIL s106	7,551	£/ Unit (all)	377,550
CIL	0	£/m2	0
		Total	**377,550**

Build Cost	/m2	
BCIS	1,840	
Sustainability	57	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	110	6%
	2,018	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25																				
Market Housing				0	0	0	3,756,743	3,756,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	707,600	707,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,464,343**	**4,464,343**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-16,830																							
Planning Fee	23,100																							
Architects	149,914		149,914																					
QS	18,739		18,739																					
Planning Consultants	37,478		37,478																					
Other Professional	93,696		93,696																					
Build Cost - BCIS Base		0	1,076,288	2,152,576	2,152,576	1,076,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	62,925	125,850	125,850	62,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,814	107,629	107,629	53,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	56,252	112,504	112,504	56,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	133,930	133,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	22,322	22,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**306,097**	**0**	**1,549,107**	**2,498,559**	**2,498,559**	**1,249,280**	**156,252**	**156,252**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,121,978**																							
Interest		0	0	10,998	48,642	86,850	106,892	43,874	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,127,023
Affordable Housing																								212,280
Cash Flow	815,881	0	-1,549,107	-2,509,557	-2,547,201	-1,336,129	4,201,199	4,264,217	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,339,303
Opening Balanc	0																							
Closing Balance	815,881	815,881	-733,226	-3,242,783	-5,789,984	-7,126,113	-2,924,914	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	1,339,303	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,464,343**	**4,464,343**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,010,526																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	15,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	23,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	149,914	0	149,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	18,739	0	18,739	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	37,478	0	37,478	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	93,696	0	93,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,076,288	2,152,576	2,152,576	1,076,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,260,494																					
Post CIL s106					188,775	188,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,814	107,629	107,629	53,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	56,252	112,504	112,504	56,252	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	133,930	133,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	22,322	22,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,348,611**	**0**	**225,687**	**2,372,709**	**2,561,484**	**1,375,130**	**156,252**	**156,252**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		20,229	20,533	24,226	60,180	99,505	121,624	58,827	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,229,419
Affordable Housing																								212,280
Cash Flow	-1,348,611	-20,229	-246,220	-2,396,935	-2,621,664	-1,474,634	4,186,466	4,249,263	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,441,699
Opening Balance	0																							
Closing Balance	-1,348,611	-1,368,840	-1,615,061	-4,011,996	-6,633,660	-8,108,294	-3,921,828	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	327,436	-1,114,263

Strategic Cover

Medway - Strategic

10/12/2021
10:38

Strategic
Site make up

Number	1	Units	NET Area	Density erage Unit Size		Developed	Density	Total Cost	Rate	Locality een/ Brown lternative Use		
				Units/ha	m2	m2	m2/ha		£/m2			
Chatham Docks		**3,625**	**29.37**	**123.43**	**67**	**242,464**	**8,255**	**474,583,436**	**1,957.34**	Chatham	Brown	Docks

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	127		45.00	5,715.00	15%	1,600	10,515,600
	2	381		65.00	24,765.00	15%	1,600	45,567,600
	3	888		76.00	67,488.00	15%	1,600	124,177,920
Terrace	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Semi	2	0		82.00	0.00		1,371	0
	3	0		102.00	0.00		1,371	0
Det	4	0		115.00	0.00		1,584	0
	5	0		130.00	0.00		1,584	0
Flat 1 High*	1	127		45.00	5,715.00	15%	1,909	12,546,425
Flat 2 High*	2	254		65.00	16,510.00	15%	1,909	36,245,229
Flat 3 High*	3	761		76.00	57,836.00	15%	1,909	126,970,263
Affordable								
Flat	1	325		40.00	13,000.00	15%	1,600	23,920,000
	2	381		61.00	23,241.00	15%	1,600	42,763,440
	3	381		74.00	28,194.00	15%	1,600	51,876,960
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		70.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		106.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	29.370
	Net	29.370

Number	2	Units	Area	Density erage Unit Size		Developed	Density	Total Cost	Rate	Locality een/Brown lternative Use		
			ha	Units/ha	m2	m2	m2/ha		£/m2			
Strood SS		**1,538**	**18.75**	**82.03**	**76**	**117,617**	**6,273**	**179,656,936**	**1,527.47**	Strood	Brown	Urban Mix

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	109		45.00	4,905.00	15%	1,600	9,025,200
	2	108		65.00	7,020.00	15%	1,600	12,916,800
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	161		79.00	12,719.00		1,371	17,437,749
	3	269		93.00	25,017.00		1,371	34,298,307
Semi	2	161		82.00	13,202.00		1,371	18,099,942
	3	269		102.00	27,438.00		1,371	37,617,498
Det	4	0		115.00	0.00		1,584	0
	5	0		130.00	0.00		1,584	0
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	138		40.00	5,520.00	15%	1,600	10,156,800
	2	162		61.00	9,882.00	15%	1,600	18,182,880
	3	161		74.00	11,914.00	15%	1,600	21,921,760
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		70.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		106.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	18.750
	Net	18.750

Strategic
Site make up

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Chatham SS		**667**	**3.84**	**173.70**	**67**	**44,618**	**11,619**		**87,331,426**	**1,957.31**	Chatham	Browm	Urban Mix

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	23		45.00	1,035.00	15%	1,600	1,904,400
	2	71		65.00	4,615.00	15%	1,600	8,491,600
	3	163		76.00	12,388.00	15%	1,600	22,793,920
Terrace	2	0		79.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Semi	2	0		82.00	0.00		1,371	0
	3	0		102.00	0.00		1,371	0
Det	4	0		115.00	0.00		1,584	0
	5	0		130.00	0.00		1,584	0
Flat 1 High*	1	23		45.00	1,035.00	15%	1,909	2,272,187
Flat 2 High*	2	47		65.00	3,055.00	15%	1,909	6,706,794
Flat 3 High*	3	140		76.00	10,640.00	15%	1,909	23,358,524
Affordable								
Flat	1	60		40.00	2,400.00	15%	1,600	4,416,000
	2	70		61.00	4,270.00	15%	1,600	7,856,800
	3	70		74.00	5,180.00	15%	1,600	9,531,200
Terrace	2	0		70.00	0.00		1,371	0
	3	0		84.00	0.00		1,371	0
Semi	2	0		70.00	0.00		1,371	0
	3	0		93.00	0.00		1,371	0
Det	4	0		106.00	0.00		1,584	0
	5	0		110.00	0.00		1,584	0
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	3.840
	Net	3.840

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Hoo - Chattenden		**1,188**	**33.94**	**35.00**	**89**	**105,891**	**3,120**		**153,971,998**	**1,454.06**	Hoo	Mix	Ag / MOD

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	42		45.00	1,890.00	15%	1,600	3,477,600
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	125		79.00	9,875.00		1,371	13,538,625
	3	166		93.00	15,438.00		1,371	21,165,498
Semi	2	125		82.00	10,250.00		1,371	14,052,750
	3	208		102.00	21,216.00		1,371	29,087,136
Det	4	83		115.00	9,545.00		1,584	15,119,280
	5	83		130.00	10,790.00		1,584	17,091,360
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	70		40.00	2,800.00	15%	1,600	5,152,000
	2	36		61.00	2,196.00	15%	1,600	4,040,640
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	36		70.00	2,520.00		1,371	3,454,920
	3	53		84.00	4,452.00		1,371	6,103,692
Semi	2	36		70.00	2,520.00		1,371	3,454,920
	3	71		93.00	6,603.00		1,371	9,052,713
Det	4	36		106.00	3,816.00		1,584	6,044,544
	5	18		110.00	1,980.00		1,584	3,136,320
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	57.830
	Net	33.943

Number	5	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Hoo - Deangate Ridge		**768**	**21.94**	**35.00**	**89**	**68,552**	**3,124**	**99,654,173**	**1,453.70**	Hoo	Green	Agricultural

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	26		45.00	1,170.00	15%	1,600	2,152,800
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	81		79.00	6,399.00		1,371	8,773,029
	3	108		93.00	10,044.00		1,371	13,770,324
Semi	2	81		82.00	6,642.00		1,371	9,106,182
	3	134		102.00	13,668.00		1,371	18,738,828
Det	4	54		115.00	6,210.00		1,584	9,836,640
	5	54		130.00	7,020.00		1,584	11,119,680
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	45		40.00	1,800.00	15%	1,600	3,312,000
	2	23		61.00	1,403.00	15%	1,600	2,581,520
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	23		70.00	1,610.00		1,371	2,207,310
	3	35		84.00	2,940.00		1,371	4,030,740
Semi	2	23		70.00	1,610.00		1,371	2,207,310
	3	46		93.00	4,278.00		1,371	5,865,138
Det	4	23		106.00	2,438.00		1,584	3,861,792
	5	12		110.00	1,320.00		1,584	2,090,880
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	72.290
	Net	21.943

Number	6	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Hoo - West of Hoo		**3,086**	**88.17**	**35.00**	**89**	**275,052**	**3,120**	**399,937,603**	**1,454.04**	Hoo	Green	Agricultural

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	108		45.00	4,860.00	15%	1,600	8,942,400
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	324		79.00	25,596.00		1,371	35,092,116
	3	432		93.00	40,176.00		1,371	55,081,296
Semi	2	324		82.00	26,568.00		1,371	36,424,728
	3	540		102.00	55,080.00		1,371	75,514,680
Det	4	216		115.00	24,840.00		1,584	39,346,560
	5	216		130.00	28,080.00		1,584	44,478,720
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	184		40.00	7,360.00	15%	1,600	13,542,400
	2	93		61.00	5,673.00	15%	1,600	10,438,320
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	93		70.00	6,510.00		1,371	8,925,210
	3	139		84.00	11,676.00		1,371	16,007,796
Semi	2	93		70.00	6,510.00		1,371	8,925,210
	3	185		93.00	17,205.00		1,371	23,588,055
Det	4	93		106.00	9,858.00		1,584	15,615,072
	5	46		110.00	5,060.00		1,584	8,015,040
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	118.920
	Net	88.171

Number	7	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Hoo - Station Quarter		**3,401**	**97.17**	**35.00**	**89**	**303,110**	**3,119**	**440,738,379**	**1,454.05**	Hoo	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	119		45.00	5,355.00	15%	1,600	9,853,200
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	357		79.00	28,203.00		1,371	38,666,313
	3	476		93.00	44,268.00		1,371	60,691,428
Semi	2	357		82.00	29,274.00		1,371	40,134,654
	3	596		102.00	60,792.00		1,371	83,345,832
Det	4	238		115.00	27,370.00		1,584	43,354,080
	5	238		130.00	30,940.00		1,584	49,008,960
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	204		40.00	8,160.00	15%	1,600	15,014,400
	2	102		61.00	6,222.00	15%	1,600	11,448,480
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	102		70.00	7,140.00		1,371	9,788,940
	3	153		84.00	12,852.00		1,371	17,620,092
Semi	2	102		70.00	7,140.00		1,371	9,788,940
	3	204		93.00	18,972.00		1,371	26,010,612
Det	4	102		106.00	10,812.00		1,584	17,126,208
	5	51		110.00	5,610.00		1,584	8,886,240
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	175.580
	Net	97.171

Number	8	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/ Brown	lternative Use
Hoo - High Halstow		**819**	**23.40**	**35.00**	**89**	**72,977**	**3,119**	**106,099,372**	**1,453.87**	Hoo	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	29		45.00	1,305.00	15%	1,600	2,401,200
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	86		79.00	6,794.00		1,371	9,314,574
	3	115		93.00	10,695.00		1,371	14,662,845
Semi	2	86		82.00	7,052.00		1,371	9,668,292
	3	143		102.00	14,586.00		1,371	19,997,406
Det	4	57		115.00	6,555.00		1,584	10,383,120
	5	57		130.00	7,410.00		1,584	11,737,440
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	48		40.00	1,920.00	15%	1,600	3,532,800
	2	25		61.00	1,525.00	15%	1,600	2,806,000
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	25		70.00	1,750.00		1,371	2,399,250
	3	37		84.00	3,108.00		1,371	4,261,068
Semi	2	25		70.00	1,750.00		1,371	2,399,250
	3	49		93.00	4,557.00		1,371	6,247,647
Det	4	25		106.00	2,650.00		1,584	4,197,600
	5	12		110.00	1,320.00		1,584	2,090,880
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Area	Gross	41.860
	Net	23.400

Strategic
Site make up

Number	9	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Hoo - ALL		**9,262**	**264.63**	**35.00**	**89**	**825,483**	**3,119**		**1,200,268,544**	**1,454.02**	Hoo	Green	Agricultural

Area	Gross	466.480
	Net	264.629

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	323		45.00	14,535.00	15%	1,600	26,744,400
	2	0		65.00	0.00	15%	1,600	0
	3	0		76.00	0.00	15%	1,600	0
Terrace	2	973		79.00	76,867.00		1,371	105,384,657
	3	1,297		93.00	120,621.00		1,371	165,371,391
Semi	2	973		82.00	79,786.00		1,371	109,386,606
	3	1,621		102.00	165,342.00		1,371	226,683,882
Det	4	648		115.00	74,520.00		1,584	118,039,680
	5	648		130.00	84,240.00		1,584	133,436,160
Flat 1 High*	1	0		45.00	0.00	15%	1,909	0
Flat 2 High*	2	0		65.00	0.00	15%	1,909	0
Flat 3 High*	3	0		76.00	0.00	15%	1,909	0
Affordable								
Flat	1	555		40.00	22,200.00	15%	1,600	40,848,000
	2	278		61.00	16,958.00	15%	1,600	31,202,720
	3	0		74.00	0.00	15%	1,600	0
Terrace	2	278		70.00	19,460.00		1,371	26,679,660
	3	417		84.00	35,028.00		1,371	48,023,388
Semi	2	278		70.00	19,460.00		1,371	26,679,660
	3	556		93.00	51,708.00		1,371	70,891,668
Det	4	278		106.00	29,468.00		1,584	46,677,312
	5	139		110.00	15,290.00		1,584	24,219,360
Flat 1 High*	1	0		40.00	0.00	15%	1,909	0
Flat 2 High*	2	0		61.00	0.00	15%	1,909	0
Flat 3 High*	3	0		74.00	0.00	15%	1,909	0

Strategic For Apps

			Site 1 Chatham Docks	Site 2 Strood SS	Site 3 Chatham SS	Site 4 Hoo - Chattenden	Site 5 Hoo - Deangate Ridge	Site 6 Hoo - West of Hoo	Site 7 Hoo - Station Quarter	Site 8 Hoo - High Halstow	Site 9 Hoo - ALL
Green/brown field			Brown	Brown	Browm	Mix	Green	Green	Green	Green	Green
Use			Docks	Urban Mix	Urban Mix	Ag / MOD	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural
Locality			Chatham	Strood	Chatham	Hoo	Hoo	Hoo	Hoo	Hoo	Hoo
Site Area	**Gross**	**ha**	29.37	18.75	3.84	57.83	72.29	118.92	175.58	41.86	466.48
	Net	ha	29.37	18.75	3.84	33.94	21.94	88.17	97.17	23.40	264.63
Units			3,625	1,538	667	1,188	768	3,086	3,401	819	9,262
Average Unit Size		m2	66.89	76.47	66.89	89.13	89.26	89.13	89.12	89.11	89.13
Mix	Intermediate to Buy		14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent		15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	3,600	3,550	3,550	3,720	3,720	3,720	3,720	3,720	3,720
	Intermediate to Buy	£/m2	2,340	2,308	2,308	2,418	2,418	2,418	2,418	2,418	2,418
	Affordable Rent	£/m2	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350
	Social Rent	£/m2	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400
Grant and Subsic	Intermediate to Buy	£/unit									
	Affordable Rent	£/unit									
	Social Rent	£/unit									
Sales per Quarter											
Unit Build Time			3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	1,600,000	3,500,000	3,500,000	25,000	25,000	25,000	25,000	25,000	25,000
Up Lift %		%	20%	20%	20%						
Additional Uplift		£/ha				350,000	350,000	350,000	350,000	350,000	350,000
Easements etc		£	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	462	462	462	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138	138	138	138
Architects		%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	1,957	1,527	1,957	1,454	1,454	1,454	1,454	1,454	1,454
CfSH		%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%	3.10%
Energy		£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Design		£/m2		0	0	0	0	0	0	0	0
Acc & Adpt		£/m2	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Water		£/m2	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06	0.06
Small Sites		%									
Site Costs		%	16.0%	16.0%	16.0%	13.6%	13.6%	13.6%	13.6%	13.6%	13.6%
Pre CIL s106		£/Unit	5,690	5,628	5,690	27,557	27,557	27,557	27,557	27,557	27,557
Post CIL s106		£/Unit	5,690	5,628	5,690	27,557	27,557	27,557	27,557	27,557	27,557
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Abnormals		%	10.00%	5.00%	5.00%						
		£/site	1,060,313	1,036,815	195,098	2,219,290	1,440,645	5,770,088	6,357,913	1,526,910	17,313,480
FINANCE	Fees	£									
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£									
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0
Developers Profi	Market Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	Affordable Housing		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%	17.50%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9
	Green/brown field		Chatham Docks	Strood SS	Chatham SS	Hoo - Chattenden	Hoo - Deangate Ridge	Hoo - West of Hoo	Hoo - Station Quarter	Hoo - High Halstow	Hoo - ALL
	Use		Brown Docks	Brown Urban Mix	Browm Urban	Mix Ag / MOD	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural
Site Are	Gross	ha	29.37	18.75	3.84	57.83	72.29	118.92	175.58	41.86	466.48
	Net	ha	29.37	18.75	3.84	33.94	21.94	88.17	97.17	23.40	264.63
Units			3625	1538	667	1188	768	3086	3401	819	9262
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%	14.70%
	Affordable Rent		15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%	15.30%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Existing Use Value		£/ha	######	3,500,000	#######	25,000	25,000	25,000	25,000	25,000	25,000
		£ site	######	65,625,000	#######	#######	#######	2,973,000	4,389,500	1,046,500	11,662,000
Uplift		£/ha	320,000	700,000	700,000	350,000	350,000	350,000	350,000	350,000	350,000
		£ site	######	13,125,000	#######	#######	#######	41,622,000	61,453,000	14,651,000	163,268,000
Benchmark Land Value		£/ha	######	4,200,000	#######	375,000	375,000	375,000	375,000	375,000	375,000
		£ site	######	78,750,000	#######	#######	#######	44,595,000	65,842,500	15,697,500	174,930,000
Residua	Gross	£/ha	######	1,288,777	#######	568,090	299,215	528,116	267,832	530,644	391,826
	Net	£/ha	######	1,288,777	#######	967,881	985,754	712,289	483,948	949,263	690,701
		£ site	######	24,164,577	#######	#######	#######	62,803,557	47,025,912	22,212,752	182,779,221
Additional Profit		£ site	######	-72,951,081	#######	#######	#######	39,596,727	-29,140,620	9,853,621	25,730,163
		£/m2	-1,018	-808	-1,131	312	-178	193	-129	181	42

Strategic
Site 1

SITE NAME Site 1 Chatham Docks

INCOME	Av Size m2	%	Number 3,625		Price £/m2	GDV £	GIA m2
Market Housing	70.1	70%	2,538		3,600	640,778,138	177,994
Shared Ownership	59.3	15%	533		2,340	73,915,155	31,588
Affordable Rent	59.3	15%	555		2,350	77,260,870	32,877
Social Rent	59.3	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	29.37 ha		123	/ha		**791,954,163**	**242,459**
SITE AREA - Gross	29.37 ha		123	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-101,796,695**	**-3,466,009**	**-3,466,009**
Alternative Use Value	46,992,000		1,600,000
Uplift 20%	9,398,400		320,000
Plus /ha 0	0		0
Viability Threshold	**56,390,400**		**1,920,000**
	£/m2		
Additional Profit	**-181,227,009**	**-1,018**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-101,796,695	
	Land	-28,082			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,526,950	-1,526,950	
PLANNING					
	Planning Fee		516,450		
	Architects	4.00%	26,979,666		
	QS / PM	0.50%	3,372,458		
	Planning Consultants	1.00%	6,744,917		
	Other Professional	2.50%	16,862,291	54,475,782	
CONSTRUCTION					
	Build Cost - BCIS Based	2,341	567,655,339		
	s106 / CIL		20,627,700		
	Contingency	5.00%	28,382,767		
	Abnormals		57,825,846	674,491,652	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	23,758,625		
	Legals	0.5%	3,959,771		
	Misc.		0	27,718,396	**653,362,184**
Developers Profit					
	Market Housing	17.50%			**112,136,174**
	Affordable Housing	17.50%			**26,455,804**

38232.26994

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	3625		
No dwgs under	50	462	23,100
No dwgs over 5(	3575	138	493,350
		Total	516,450

Stamp duty calc - Residual	
Land payment	-101,796,695
Total	0

Stamp duty calc - Add Profit			
Land payment			56,390,400
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	5,690	£/ Unit (all)	
		Total	**20,627,700**
Post CIL s106	5,690	£/ Unit (all)	20,627,700
CIL	0	£/m2	0
		Total	**20,627,700**

Build Cost	/m2	
BCIS	1,957	
CfSH	61	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	313	16%
	2,341	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2026

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		150	150	150	150	150	450	450	450	450	450	200	200	200	25										
Market Housing			26,514,957	26,514,957	26,514,957	26,514,957	26,514,957	79,544,872	79,544,872	79,544,872	79,544,872	79,544,872	35,353,277	35,353,277	35,353,277	4,419,160	0	0	0	0	0	0	0	0	0
Shared Ownership			3,058,558	3,058,558	3,058,558	3,058,558	3,058,558	9,175,674	9,175,674	9,175,674	9,175,674	9,175,674	4,078,078	4,078,078	4,078,078	509,760	0	0	0	0	0	0	0	0	0
Affordable Rent			3,197,002	3,197,002	3,197,002	3,197,002	3,197,002	9,591,005	9,591,005	9,591,005	9,591,005	9,591,005	4,262,669	4,262,669	4,262,669	532,834	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**32,770,517**	**32,770,517**	**32,770,517**	**32,770,517**	**32,770,517**	**98,311,551**	**98,311,551**	**98,311,551**	**98,311,551**	**98,311,551**	**43,694,023**	**43,694,023**	**43,694,023**	**5,461,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-1,526,950																							
Planning Fee		516,450																							
Architects		26,979,666		0																					
QS		3,372,458		0																					
Planning Consultants		6,744,917		0																					
Other Professional		16,862,291		0																					
Build Cost - BCIS Base			23,489,186	23,489,186	23,489,186	23,489,186	23,489,186	70,467,559	70,467,559	70,467,559	70,467,559	70,467,559	31,318,915	31,318,915	31,318,915	3,914,864	0	0	0	0	0	0	0	0	0
s106/CIL			853,560	853,560	853,560	853,560	853,560	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	1,138,080	1,138,080	1,138,080	142,260	0	0	0	0	0	0	0	0	0
Contingency			1,174,459	1,174,459	1,174,459	1,174,459	1,174,459	3,523,378	3,523,378	3,523,378	3,523,378	3,523,378	1,565,946	1,565,946	1,565,946	195,743	0	0	0	0	0	0	0	0	0
Abnormals			2,392,794	2,392,794	2,392,794	2,392,794	2,392,794	7,178,381	7,178,381	7,178,381	7,178,381	7,178,381	3,190,392	3,190,392	3,190,392	398,799	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	983,116	983,116	983,116	983,116	983,116	2,949,347	2,949,347	2,949,347	2,949,347	2,949,347	1,310,821	1,310,821	1,310,821	163,853	0	0	0	0	0	0	0	0	0
Legals		0	163,853	163,853	163,853	163,853	163,853	491,558	491,558	491,558	491,558	491,558	218,470	218,470	218,470	27,309	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**52,948,832**	**29,056,967**	**29,056,967**	**29,056,967**	**29,056,967**	**29,056,967**	**87,170,902**	**87,170,902**	**87,170,902**	**87,170,902**	**87,170,902**	**38,742,623**	**38,742,623**	**38,742,623**	**4,842,828**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-101,796,695**																							
	Interest		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								112,136,174
	Profit on GDV																								26,455,804
	Cash Flow	48,847,863	3,713,550	3,713,550	3,713,550	3,713,550	3,713,550	11,140,649	11,140,649	11,140,649	11,140,649	11,140,649	4,951,399	4,951,399	4,951,399	618,925	0	0	0	0	0	0	0	0	-138,591,979
	Opening Balanc	0																							
	Closing Balanc	48,847,863	52,561,413	56,274,962	59,988,512	63,702,062	67,415,611	78,556,260	89,696,909	100,837,558	111,978,206	123,118,855	128,070,255	133,021,654	137,973,054	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	138,591,979	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	As Above																								
INCOME		**0**	**32,770,517**	**32,770,517**	**32,770,517**	**32,770,517**	**32,770,517**	**98,311,551**	**98,311,551**	**98,311,551**	**98,311,551**	**98,311,551**	**43,694,023**	**43,694,023**	**43,694,023**	**5,461,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		56,390,400																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		845,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		516,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		26,979,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		3,372,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		6,744,917	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		16,862,291	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	23,489,186	23,489,186	23,489,186	23,489,186	23,489,186	70,467,559	70,467,559	70,467,559	70,467,559	70,467,559	31,318,915	31,318,915	31,318,915	3,914,864	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251	-15,102,251												
Post CIL s106			853,560	853,560	853,560	853,560	853,560	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	1,138,080	1,138,080	1,138,080	142,260	0	0	0	0	0	0	0	0	0
Contingency		0	1,174,459	1,174,459	1,174,459	1,174,459	1,174,459	3,523,378	3,523,378	3,523,378	3,523,378	3,523,378	1,565,946	1,565,946	1,565,946	195,743	0	0	0	0	0	0	0	0	0
Abnormals		0	2,392,794	2,392,794	2,392,794	2,392,794	2,392,794	7,178,381	7,178,381	7,178,381	7,178,381	7,178,381	3,190,392	3,190,392	3,190,392	398,799	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	983,116	983,116	983,116	983,116	983,116	2,949,347	2,949,347	2,949,347	2,949,347	2,949,347	1,310,821	1,310,821	1,310,821	163,853	0	0	0	0	0	0	0	0	0
Legals		0	163,853	163,853	163,853	163,853	163,853	491,558	491,558	491,558	491,558	491,558	218,470	218,470	218,470	27,309	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**96,609,787**	**13,954,717**	**13,954,717**	**13,954,717**	**13,954,717**	**13,954,717**	**72,068,652**	**72,068,652**	**72,068,652**	**72,068,652**	**72,068,652**	**23,640,373**	**38,742,623**	**38,742,623**	**4,842,828**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		5,796,587	5,015,434	4,187,413	3,309,709	2,379,344	1,393,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								110,721,638
	Profit on GDV																								26,455,804
	Cash Flow	-96,609,787	13,019,213	13,800,366	14,628,388	15,506,091	16,436,457	24,849,743	26,242,900	26,242,900	26,242,900	26,242,900	20,053,650	4,951,399	4,951,399	618,925	0	0	0	0	0	0	0	0	-137,177,443
	Opening Balanc	0																							
	Closing Balanc	-96,609,787	-83,590,574	-69,790,208	-55,161,821	-39,655,729	-23,219,273	1,630,470	27,873,370	54,116,270	80,359,169	106,602,069	126,655,719	131,607,118	136,558,518	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	137,177,443	0

Strategic
Site 2

SITE NAME Site 2 Strood SS

INCOME		Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing		83.8	70%	1,077		3,550	320,449,490	90,267
Shared Ownership		59.3	15%	226		2,308	30,912,317	13,396
Affordable Rent		59.3	15%	235		2,350	32,766,632	13,943
Social Rent		59.3	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		18.75 ha		82	/ha		**384,128,439**	**117,607**
SITE AREA - Gross		18.75 ha		82	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		24,164,577	1,288,777	1,288,777
Alternative Use Value		65,625,000		3,500,000
Uplift	20%	13,125,000		700,000
Plus /ha	0	0		0
Viability Threshold		**78,750,000**		**4,200,000**
		£/m2		
Additional Profit		-72,951,081		-808

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	15,712		24,164,577	
	Stamp Duty		1,197,729		
	Easements etc.		0		
	Legals Acquisition	1.50%	362,469	1,560,197	
PLANNING					
	Planning Fee		228,444		
	Architects	4.00%	9,853,689		
	QS / PM	0.50%	1,231,711		
	Planning Consultants	1.00%	2,463,422		
	Other Professional	2.50%	6,158,556	19,935,822	
CONSTRUCTION					
	Build Cost - BCIS Based	1,829	215,136,644		
	s106 / CIL		8,655,098		
	Contingency	5.00%	10,756,832		
	Abnormals		11,793,647	246,342,222	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	11,523,853		
	Legals	0.5%	1,920,642		
	Misc.		0	13,444,495	**305,447,313**
Developers Profit					
	Market Housing	17.50%			**56,078,661**
	Affordable Housing	17.50%			**11,143,816**

43707.72231

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	1538		
No dwgs under	50	462	23,100
No dwgs over 5(	1488	138	205,344
		Total	228,444

Stamp duty calc - Residual		
Land payment		24,164,577
	Total	1,197,729

Stamp duty calc - Add Profit			
Land payment			78,750,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	3,937,500

Pre CIL s106	5,628	£/ Unit (all)	
		Total	**8,655,098**

Post CIL s106	5,628	£/ Unit (all)	8,655,098
CIL	0	£/m2	0
		Total	**8,655,098**

Build Cost	/m2	
BCIS	1,527	
CfSH	47	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	244	16%
	1,829	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST 2023

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		47	100	140	120	182	185	175	191	115	89	84	110												
Market Housing			9,792,670	20,835,468	29,169,655	25,002,561	37,920,551	38,545,615	36,462,068	39,795,743	23,960,788	18,543,566	17,501,793	22,919,014	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			944,655	2,009,904	2,813,865	2,411,884	3,658,025	3,718,322	3,517,331	3,838,916	2,311,389	1,788,814	1,688,319	2,210,894	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			1,001,321	2,130,470	2,982,658	2,556,564	3,877,456	3,941,370	3,728,323	4,069,198	2,450,041	1,896,119	1,789,595	2,343,517	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**11,738,645**	**24,975,841**	**34,966,178**	**29,971,010**	**45,456,031**	**46,205,306**	**43,707,722**	**47,703,857**	**28,722,218**	**22,228,499**	**20,979,707**	**27,473,425**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		1,197,729																							
Easements etc.		0																							
Legals Acquisition		362,469																							
Planning Fee		228,444																							
Architects		9,853,689		0																					
QS		1,231,711		0																					
Planning Consultants		2,463,422		0																					
Other Professional		6,158,556		0																					
Build Cost - BCIS Base			6,574,397	13,988,078	19,583,310	16,785,694	25,458,302	25,877,945	24,479,137	26,717,230	16,086,290	12,449,390	11,749,986	15,386,886	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			264,493	562,750	787,850	675,300	1,024,205	1,041,088	984,813	1,074,853	647,163	500,848	472,710	619,025	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			328,720	699,404	979,165	839,285	1,272,915	1,293,897	1,223,957	1,335,861	804,315	622,469	587,499	769,344	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			360,404	766,817	1,073,544	920,181	1,395,607	1,418,612	1,341,930	1,464,621	881,840	682,467	644,126	843,499	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	352,159	749,275	1,048,985	899,130	1,363,681	1,386,159	1,311,232	1,431,116	861,667	666,855	629,391	824,203	0	0	0	0	0	0	0	0	0	0	0
Legals		0	58,693	124,879	174,831	149,855	227,280	231,027	218,539	238,519	143,611	111,142	104,899	137,367	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**21,496,019**	**7,938,866**	**16,891,204**	**23,647,686**	**20,269,445**	**30,741,991**	**31,248,727**	**29,559,607**	**32,262,200**	**19,424,885**	**15,033,172**	**14,188,611**	**18,580,324**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	24,164,577																							
	Interest		2,739,636	2,676,027	2,351,511	1,813,492	1,340,207	537,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								56,078,661
	Profit on GDV																								11,143,816
	Cash Flow	-45,660,596	1,060,144	5,408,610	8,966,982	7,888,073	13,373,833	14,418,802	14,148,115	15,441,657	9,297,333	7,195,327	6,791,095	8,893,101	0	0	0	0	0	0	0	0	0	0	-67,222,477
	Opening Balanc	0																							
	Closing Balanc	-45,660,596	-44,600,452	-39,191,842	-30,224,860	-22,336,787	-8,962,954	5,455,848	19,603,963	35,045,620	44,342,953	51,538,280	58,329,376	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	67,222,477	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	As Above																								
INCOME		**0**	**11,738,645**	**24,975,841**	**34,966,178**	**29,971,010**	**45,456,031**	**46,205,306**	**43,707,722**	**47,703,857**	**28,722,218**	**22,228,499**	**20,979,707**	**27,473,425**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		78,750,000																							
Stamp Duty		3,937,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		1,181,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		228,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		9,853,689	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		1,231,711	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		2,463,422	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		6,158,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	6,574,397	13,988,078	19,583,310	16,785,694	25,458,302	25,877,945	24,479,137	26,717,230	16,086,290	12,449,390	11,749,986	15,386,886	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792	-5,210,792										
Post CIL s106			264,493	562,750	787,850	675,300	1,024,205	1,041,088	984,813	1,074,853	647,163	500,848	472,710	619,025	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	328,720	699,404	979,165	839,285	1,272,915	1,293,897	1,223,957	1,335,861	804,315	622,469	587,499	769,344	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	360,404	766,817	1,073,544	920,181	1,395,607	1,418,612	1,341,930	1,464,621	881,840	682,467	644,126	843,499	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	352,159	749,275	1,048,985	899,130	1,363,681	1,386,159	1,311,232	1,431,116	861,667	666,855	629,391	824,203	0	0	0	0	0	0	0	0	0	0	0
Legals		0	58,693	124,879	174,831	149,855	227,280	231,027	218,539	238,519	143,611	111,142	104,899	137,367	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**98,593,780**	**2,728,074**	**11,680,412**	**18,436,894**	**15,058,653**	**25,531,200**	**26,037,936**	**24,348,815**	**27,051,408**	**14,214,093**	**9,822,380**	**8,977,820**	**13,369,533**	**-5,210,792**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		5,915,627	5,729,930	5,276,000	4,600,803	3,982,110	3,025,547	1,997,037	955,325	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								50,862,036
	Profit on GDV																								11,143,816
	Cash Flow	-98,593,780	3,094,944	7,565,499	11,253,284	10,311,553	15,942,721	17,141,824	17,361,870	19,697,124	14,508,124	12,406,119	12,001,887	14,103,893	5,210,792	0	0	0	0	0	0	0	0	0	-62,005,852
	Opening Balanc	0																							
	Closing Balanc	-98,593,780	-95,498,836	-87,933,337	-76,680,054	-66,368,501	-50,425,779	-33,283,955	-15,922,086	3,775,038	18,283,163	30,689,281	42,691,168	56,795,061	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	62,005,852	0

Strategic
Site 3

SITE NAME Site 3 Chatham SS

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	70.2	70%	467		3,550	116,301,491	32,761
Shared Ownership	59.3	15%	98		2,308	13,405,198	5,809
Affordable Rent	59.3	15%	102		2,350	14,209,326	6,047
Social Rent	59.3	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	3.84 ha		174	/ha		**143,916,015**	**44,617**
SITE AREA - Gross	3.84 ha		174	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-14,601,551**	**-3,802,487**	**-3,802,487**
Alternative Use Value	13,440,000	3,500,000	
Uplift 20%	2,688,000	700,000	
Plus /ha 0	0	0	
Viability Threshold	**16,128,000**		**4,200,000**
	£/m2		
Additional Profit	**-37,038,097**	**-1,131**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-21,891		-14,601,551	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-219,023	-219,023	
PLANNING					
	Planning Fee		108,246		
	Architects	4.00%	4,755,777		
	QS / PM	0.50%	594,472		
	Planning Consultants	1.00%	1,188,944		
	Other Professional	2.50%	2,972,361	9,619,800	
CONSTRUCTION					
	Build Cost - BCIS Based	2,341	104,458,029		
	s106 / CIL		3,795,497		
	Contingency	5.00%	5,222,901		
	Abnormals		5,417,999	118,894,426	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	4,317,480		
	Legals	0.5%	719,580		
	Misc.		0	5,037,061	**118,730,712**

Developers Profit				
	Market Housing	17.50%		**20,352,761**
	Affordable Housing	17.50%		**4,832,542**

37759.07435

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	667		
No dwgs under	50	462	23,100
No dwgs over 5(	617	138	85,146
		Total	108,246

Stamp duty calc - Residual	
Land payment	-14,601,551
Total	0

Stamp duty calc - Add Profit			
Land payment			16,128,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	5,690	£/ Unit (all)	
		Total	**3,795,497**

Post CIL s106	5,690	£/ Unit (all)	3,795,497
CIL	0	£/m2	0
		Total	**3,795,497**

Build Cost	/m2	
BCIS	1,957	
CfSH	61	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	313	16%
	2,341	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2024

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		5	0	80	109	50	75	50	105	74	60	59													
Market Housing			871,825	0	13,949,204	19,005,791	8,718,253	13,077,379	8,718,253	18,308,331	12,903,014	10,461,903	10,287,538	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			100,489	0	1,607,820	2,190,655	1,004,887	1,507,331	1,004,887	2,110,264	1,487,233	1,205,865	1,185,767	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			106,517	0	1,704,267	2,322,064	1,065,167	1,597,750	1,065,167	2,236,850	1,576,447	1,278,200	1,256,897	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**1,078,831**	**0**	**17,261,291**	**23,518,509**	**10,788,307**	**16,182,460**	**10,788,307**	**22,655,445**	**15,966,694**	**12,945,968**	**12,730,202**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		-219,023																							
Planning Fee		108,246																							
Architects		4,755,777		0																					
QS		594,472		0																					
Planning Consultants		1,188,944		0																					
Other Professional		2,972,361		0																					
Build Cost - BCIS Base			783,044	0	12,528,699	17,070,353	7,830,437	11,745,655	7,830,437	16,443,918	11,589,047	9,396,524	9,239,916	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			28,452	0	455,232	620,254	284,520	426,780	284,520	597,492	421,090	341,424	335,734	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			39,152	0	626,435	853,518	391,522	587,283	391,522	822,196	579,452	469,826	461,996	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			40,615	0	649,835	885,400	406,147	609,220	406,147	852,908	601,097	487,376	479,253	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	32,365	0	517,839	705,555	323,649	485,474	323,649	679,663	479,001	388,379	381,906	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	5,394	0	86,306	117,593	53,942	80,912	53,942	113,277	79,833	64,730	63,651	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**9,400,777**	**929,022**	**0**	**14,864,346**	**20,252,672**	**9,290,216**	**13,935,325**	**9,290,216**	**19,509,454**	**13,749,520**	**11,148,260**	**10,962,455**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**-14,601,551**																							
	Interest		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								20,352,761
	Profit on GDV																								4,832,542
	Cash Flow	5,200,775	149,809	0	2,396,945	3,265,837	1,498,091	2,247,136	1,498,091	3,145,990	2,217,174	1,797,709	1,767,747	0	0	0	0	0	0	0	0	0	0	0	-25,185,303
	Opening Balanc	0																							
	Closing Balanc	5,200,775	5,350,584	5,350,584	7,747,529	11,013,366	12,511,457	14,758,592	16,256,683	19,402,673	21,619,847	23,417,556	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	25,185,303	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	As Above																								
INCOME		**0**	**1,078,831**	**0**	**17,261,291**	**23,518,509**	**10,788,307**	**16,182,460**	**10,788,307**	**22,655,445**	**15,966,694**	**12,945,968**	**12,730,202**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		16,128,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		241,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		108,246	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		4,755,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		594,472	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		1,188,944	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		2,972,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	783,044	0	12,528,699	17,070,353	7,830,437	11,745,655	7,830,437	16,443,918	11,589,047	9,396,524	9,239,916	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578	-2,645,578										
Post CIL s106			28,452	0	455,232	620,254	284,520	426,780	284,520	597,492	421,090	341,424	335,734	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	39,152	0	626,435	853,518	391,522	587,283	391,522	822,196	579,452	469,826	461,996	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	40,615	0	649,835	885,400	406,147	609,220	406,147	852,908	601,097	487,376	479,253	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	32,365	0	517,839	705,555	323,649	485,474	323,649	679,663	479,001	388,379	381,906	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	5,394	0	86,306	117,593	53,942	80,912	53,942	113,277	79,833	64,730	63,651	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**23,344,142**	**-1,716,557**	**-2,645,578**	**12,218,768**	**17,607,093**	**6,644,638**	**11,289,746**	**6,644,638**	**16,863,876**	**11,103,942**	**8,502,681**	**8,316,877**	**-2,645,578**	**-2,645,578**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		1,400,649	1,316,964	1,237,247	1,008,931	714,782	509,048	246,028	12,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								19,754,544
	Profit on GDV																								4,832,542
	Cash Flow	-23,344,142	1,394,739	1,328,614	3,805,276	4,902,485	3,428,887	4,383,666	3,897,640	5,779,399	4,862,752	4,443,287	4,413,325	2,645,578	2,645,578	0	0	0	0	0	0	0	0	0	-24,587,086
	Opening Balanc	0																							
	Closing Balanc	-23,344,142	-21,949,403	-20,620,789	-16,815,513	-11,913,028	-8,484,140	-4,100,475	-202,834	5,576,564	10,439,317	14,882,604	19,295,929	21,941,508	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	24,587,086	0

Strategic
Site 4

SITE NAME	Site 4	Hoo - Chattenden

INCOME	Av Size m2		%	Number 1,188		Price £/m2	GDV £	GIA m2
Market Housing	95.0		70%	832		3,720	293,753,584	78,966
Shared Ownership	75.5		15%	175		2,418	31,892,049	13,189
Affordable Rent	75.5		15%	182		2,350	32,260,276	13,728
Social Rent	75.5		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	33.94	ha		35	/ha		**357,905,910**	**105,883**
SITE AREA - Gross	57.83	ha		21	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	32,852,648	967,881	568,090
Alternative Use Value	1,445,750		25,000
Uplift 0%	0		0
Plus /ha 350,000	20,240,500		350,000
Viability Threshold	**21,686,250**		**375,000**
	£/m2		
Additional Profit	24,608,210	312	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -12,352,822

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	27,654		32,852,648	
	Stamp Duty		1,632,132		
	Easements etc.		0		
	Legals Acquisition	1.50%	492,790	2,124,922	
PLANNING					
	Planning Fee		180,144		
	Architects	4.00%	8,808,519		
	QS / PM	0.50%	1,101,065		
	Planning Consultants	1.00%	2,202,130		
	Other Professional	2.50%	5,505,325	17,797,183	
CONSTRUCTION					
	Build Cost - BCIS Based	1,707	180,737,318		
	s106 / CIL		32,737,943		
	Contingency	2.50%	4,518,433		
	Abnormals		2,219,290	220,212,984	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	10,737,177		
	Legals	0.5%	1,789,530		
	Misc.		0	12,526,707	**285,514,444**

Developers Profit				
	Market Housing	17.50%		**51,406,877**
	Affordable Housing	17.50%		**11,226,657** 52721.83012

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	1188		
No dwgs under	50	462	23,100
No dwgs over 5(	1138	138	157,044
		Total	180,144

Stamp duty calc - Residual		
Land payment		32,852,648
	Total	1,632,132

Stamp duty calc - Add Profit		
Land payment		21,686,250
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	1,084,313

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**32,737,943**

Post CIL s106	27,557	£/ Unit (all)	32,737,943
CIL	0	£/m2	0
		Total	**32,737,943**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2023

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	40	122	269	204	203	80	79	40	60	75	16													
Market Housing		9,890,693	30,166,614	66,514,911	50,442,535	50,195,267	19,781,386	19,534,119	9,890,693	14,836,040	18,545,050	3,956,277	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,073,806	3,275,109	7,221,348	5,476,412	5,449,567	2,147,613	2,120,768	1,073,806	1,610,710	2,013,387	429,523	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,086,205	3,312,924	7,304,726	5,539,643	5,512,488	2,172,409	2,145,254	1,086,205	1,629,307	2,036,634	434,482	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**12,050,704**	**36,754,647**	**81,040,985**	**61,458,591**	**61,157,323**	**24,101,408**	**23,800,140**	**12,050,704**	**18,076,056**	**22,595,070**	**4,820,282**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,632,132																							
Easements etc.	0																							
Legals Acquisition	492,790																							
Planning Fee	180,144																							
Architects	8,808,519		0																					
QS	1,101,065		0																					
Planning Consultants	2,202,130		0																					
Other Professional	5,505,325		0																					
Build Cost - BCIS Base		6,085,432	18,560,566	40,924,527	31,035,701	30,883,565	12,170,863	12,018,727	6,085,432	9,128,147	11,410,184	2,434,173	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		1,102,288	3,361,977	7,412,884	5,621,667	5,594,110	2,204,575	2,177,018	1,102,288	1,653,431	2,066,789	440,915	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		152,136	464,014	1,023,113	775,893	772,089	304,272	300,468	152,136	228,204	285,255	60,854	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		74,724	227,907	502,516	381,090	379,222	149,447	147,579	74,724	112,085	140,107	29,889	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	361,521	1,102,639	2,431,230	1,843,758	1,834,720	723,042	714,004	361,521	542,282	677,852	144,608	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	60,254	183,773	405,205	307,293	305,787	120,507	119,001	60,254	90,380	112,975	24,101	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**19,922,105**	**7,836,353**	**23,900,877**	**52,699,475**	**39,965,401**	**39,769,493**	**15,672,706**	**15,476,798**	**7,836,353**	**11,754,530**	**14,693,162**	**3,134,541**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	32,852,648																							
Interest		3,166,485	3,103,613	2,518,604	969,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								51,406,877
Profit on GDV																								11,226,657
Cash Flow	-52,774,753	1,047,866	9,750,157	25,822,905	20,523,960	21,387,830	8,428,702	8,323,343	4,214,351	6,321,526	7,901,908	1,685,740	0	0	0	0	0	0	0	0	0	0	0	-62,633,534
Opening Balanc	0																							
Closing Balanc	-52,774,753	-51,726,887	-41,976,731	-16,153,825	4,370,134	25,757,965	34,186,666	42,510,009	46,724,360	53,045,886	60,947,794	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	62,633,534	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**12,050,704**	**36,754,647**	**81,040,985**	**61,458,591**	**61,157,323**	**24,101,408**	**23,800,140**	**12,050,704**	**18,076,056**	**22,595,070**	**4,820,282**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	21,686,250																							
Stamp Duty	1,084,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	325,294	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	180,144	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,808,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,101,065	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,202,130	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	5,505,325	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	6,085,432	18,560,566	40,924,527	31,035,701	30,883,565	12,170,863	12,018,727	6,085,432	9,128,147	11,410,184	2,434,173	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	3,076,026	3,076,026	3,076,026	3,076,026	3,076,026	3,076,026	3,076,026	3,076,026																
Post CIL s106		1,102,288	3,361,977	7,412,884	5,621,667	5,594,110	2,204,575	2,177,018	1,102,288	1,653,431	2,066,789	440,915	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	152,136	464,014	1,023,113	775,893	772,089	304,272	300,468	152,136	228,204	285,255	60,854	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	74,724	227,907	502,516	381,090	379,222	149,447	147,579	74,724	112,085	140,107	29,889	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	361,521	1,102,639	2,431,230	1,843,758	1,834,720	723,042	714,004	361,521	542,282	677,852	144,608	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	60,254	183,773	405,205	307,293	305,787	120,507	119,001	60,254	90,380	112,975	24,101	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**43,969,065**	**10,912,380**	**26,976,904**	**55,775,502**	**43,041,428**	**42,845,519**	**18,748,733**	**18,552,824**	**7,836,353**	**11,754,530**	**14,693,162**	**3,134,541**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,638,144	2,728,133	2,305,156	927,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								52,192,164
Profit on GDV																								11,226,657
Cash Flow	-43,969,065	-1,499,819	7,049,611	22,960,326	17,489,626	18,311,804	5,352,675	5,247,317	4,214,351	6,321,526	7,901,908	1,685,740	0	0	0	0	0	0	0	0	0	0	0	-63,418,821
Opening Balanc	0																							
Closing Balanc	-43,969,065	-45,468,885	-38,419,274	-15,458,948	2,030,678	20,342,482	25,695,158	30,942,474	35,156,825	41,478,351	49,380,259	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	51,065,999	-12,352,822

Strategic
Site 5

SITE NAME	Site 5	Hoo - Deangate Ridge

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	95.1	70%	538		3,720	190,147,681	51,115
Shared Ownership	75.6	15%	113		2,418	20,650,535	8,540
Affordable Rent	75.6	15%	118		2,350	20,888,967	8,889
Social Rent	75.6	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	21.94 ha		35	/ha		**231,687,183**	**68,544**
SITE AREA - Gross	72.29 ha		11	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		21,630,267	985,754	299,215
Alternative Use Value		1,807,250		25,000
Uplift	0%	0		0
Plus /ha	350,000	25,301,500		350,000
Viability Threshold		**27,108,750**		**375,000**
		£/m2		
Additional Profit		**-9,086,767**		**-178**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 3,488,575

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	28,164		21,630,267
	Stamp Duty		1,071,013	
	Easements etc.		0	
	Legals Acquisition	1.50%	324,454	1,395,467
PLANNING				
	Planning Fee		122,184	
	Architects	4.00%	5,700,067	
	QS / PM	0.50%	712,508	
	Planning Consultants	1.00%	1,425,017	
	Other Professional	2.50%	3,562,542	11,522,318
CONSTRUCTION				
	Build Cost - BCIS Based	1,707	116,972,788	
	s106 / CIL		21,163,923	
	Contingency	2.50%	2,924,320	
	Abnormals		1,440,645	142,501,676
FINANCE				
	Fees		0	
	Interest	6.00%		
	Legal and Valuation		0	0
SALES				
	Agents	3.0%	6,950,615	
	Legals	0.5%	1,158,436	
	Misc.		0	8,109,051 **185,158,779**
Developers Profit				
	Market Housing	17.50%		**33,275,844**
	Affordable Housing	17.50%		**7,269,413**

52793.3034

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	768		
No dwgs under	50	462	23,100
No dwgs over 5(	718	138	99,084
		Total	122,184

Stamp duty calc - Residual		
Land payment		21,630,267
	Total	1,071,013

Stamp duty calc - Add Profit			
Land payment			27,108,750
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	1,355,438

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**21,163,923**

Post CIL s106	27,557	£/ Unit (all)	21,163,923
CIL	0	£/m2	0
		Total	**21,163,923**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2026

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	65	85	105	145	156	80	72	60																
Market Housing		16,093,228	21,044,991	25,996,753	35,900,278	38,623,748	19,807,050	17,826,345	14,855,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		1,747,767	2,285,541	2,823,315	3,898,864	4,194,640	2,151,097	1,935,988	1,613,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,767,946	2,311,930	2,855,913	3,943,881	4,243,071	2,175,934	1,958,341	1,631,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**19,608,941**	**25,642,462**	**31,675,982**	**43,743,023**	**47,061,459**	**24,134,082**	**21,720,673**	**18,100,561**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,071,013																							
Easements etc.	0																							
Legals Acquisition	324,454																							
Planning Fee	122,184																							
Architects	5,700,067		0																					
QS	712,508		0																					
Planning Consultants	1,425,017		0																					
Other Professional	3,562,542		0																					
Build Cost - BCIS Base		9,900,041	12,946,207	15,992,373	22,084,706	23,760,098	12,184,665	10,966,199	9,138,499	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		1,791,217	2,342,361	2,893,505	3,995,793	4,298,922	2,204,575	1,984,118	1,653,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		247,501	323,655	399,809	552,118	594,002	304,617	274,155	228,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		121,930	159,446	196,963	271,997	292,631	150,067	135,060	112,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	588,268	769,274	950,279	1,312,291	1,411,844	724,022	651,620	543,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	98,045	128,212	158,380	218,715	235,307	120,670	108,603	90,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**12,917,785**	**12,747,002**	**16,669,156**	**20,591,310**	**28,435,619**	**30,592,804**	**15,688,617**	**14,119,756**	**11,766,463**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**21,630,267**																							
Interest		2,072,883	1,785,540	1,354,274	770,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								33,275,844
Profit on GDV																								7,269,413
Cash Flow	-34,548,052	4,789,056	7,187,766	9,730,398	14,536,954	16,468,655	8,445,464	7,600,918	6,334,098	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,545,257
Opening Balanc	0																							
Closing Balanc	-34,548,052	-29,758,996	-22,571,230	-12,840,832	1,696,122	18,164,777	26,610,241	34,211,159	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	40,545,257	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**19,608,941**	**25,642,462**	**31,675,982**	**43,743,023**	**47,061,459**	**24,134,082**	**21,720,673**	**18,100,561**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	27,108,750																							
Stamp Duty	1,355,438	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	406,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	122,184	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	5,700,067	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	712,508	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,425,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	3,562,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	9,900,041	12,946,207	15,992,373	22,084,706	23,760,098	12,184,665	10,966,199	9,138,499	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982	-698,982											
Post CIL s106		1,791,217	2,342,361	2,893,505	3,995,793	4,298,922	2,204,575	1,984,118	1,653,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	247,501	323,655	399,809	552,118	594,002	304,617	274,155	228,462	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	121,930	159,446	196,963	271,997	292,631	150,067	135,060	112,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	588,268	769,274	950,279	1,312,291	1,411,844	724,022	651,620	543,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	98,045	128,212	158,380	218,715	235,307	120,670	108,603	90,503	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**39,694,155**	**12,048,020**	**15,970,174**	**19,892,328**	**27,736,637**	**29,893,822**	**14,989,635**	**13,420,774**	**11,067,481**	**-698,982**	**-698,982**	**-698,982**	**-698,982**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,381,649	2,070,893	1,614,809	1,004,679	104,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								31,835,492
Profit on GDV																								7,269,413
Cash Flow	-39,694,155	5,179,272	7,601,395	10,168,845	15,001,707	17,063,061	9,144,446	8,299,900	7,033,080	698,982	698,982	698,982	698,982	0	0	0	0	0	0	0	0	0	0	-39,104,905
Opening Balanc	0																							
Closing Balanc	-39,694,155	-34,514,882	-26,913,488	-16,744,643	-1,742,936	15,320,125	24,464,571	32,764,471	39,797,551	40,496,534	41,195,516	41,894,498	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	42,593,480	3,488,575

Strategic
Site 6

SITE NAME	Site 6	Hoo - West of Hoo

INCOME	Av Size m2		%	Number 3,086		Price £/m2	GDV £	GIA m2
Market Housing	95.0		70%	2,160		3,720	763,414,680	205,219
Shared Ownership	75.4		15%	454		2,418	82,744,171	34,220
Affordable Rent	75.4		15%	472		2,350	83,699,540	35,617
Social Rent	75.4		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	88.17	ha		35	/ha		**929,858,392**	**275,056**
SITE AREA - Gross	118.92	ha		26	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	62,803,557	712,289	528,116
Alternative Use Value	2,973,000		25,000
Uplift 0%	0		0
Plus /ha 350,000	41,622,000		350,000
Viability Threshold	**44,595,000**		**375,000**
	£/m2		
Additional Profit	39,596,727	193	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -10,257,160

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				62,803,557	
	Land	20,351			
	Stamp Duty		3,129,678		
	Easements etc.		0		
	Legals Acquisition	1.50%	942,053	4,071,731	
PLANNING					
	Planning Fee		442,068		
	Architects	4.00%	22,881,999		
	QS / PM	0.50%	2,860,250		
	Planning Consultants	1.00%	5,720,500		
	Other Professional	2.50%	14,301,250	46,206,067	
CONSTRUCTION					
	Build Cost - BCIS Based	1,707	469,500,885		
	s106 / CIL		85,041,492		
	Contingency	2.50%	11,737,522		
	Abnormals		5,770,088	572,049,987	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	27,895,752		
	Legals	0.5%	4,649,292		
	Misc.		0	32,545,044	**717,676,385**

Developers Profit				
	Market Housing	17.50%		**133,597,569**
	Affordable Housing	17.50%		**29,127,650**

52730.14212

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	3086		
No dwgs under	50	462	23,100
No dwgs over 5(	3036	138	418,968
		Total	442,068

Stamp duty calc - Residual		
Land payment		62,803,557
	Total	3,129,678

Stamp duty calc - Add Profit			
Land payment			44,595,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	2,229,750

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**85,041,492**

Post CIL s106	27,557	£/ Unit (all)	85,041,492
CIL	0	£/m2	0
		Total	**85,041,492**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2023

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	40	93	80	120	140	160	308	341	314	276	202	137	100	100	100	100	100	100	100	100	75			
Market Housing		9,895,200	23,006,340	19,790,400	29,685,600	34,633,200	39,580,800	76,193,040	84,356,580	77,677,320	68,276,880	49,970,760	33,891,060	24,738,000	24,738,000	24,738,000	24,738,000	24,738,000	24,738,000	24,738,000	24,738,000	18,553,500	0	0
Shared Ownership		1,072,510	2,493,587	2,145,021	3,217,531	3,753,786	4,290,041	8,258,329	9,143,151	8,419,206	7,400,321	5,416,177	3,673,348	2,681,276	2,681,276	2,681,276	2,681,276	2,681,276	2,681,276	2,681,276	2,681,276	2,010,957	0	0
Affordable Rent		1,084,894	2,522,378	2,169,787	3,254,681	3,797,128	4,339,574	8,353,681	9,248,718	8,516,415	7,485,766	5,478,713	3,715,761	2,712,234	2,712,234	2,712,234	2,712,234	2,712,234	2,712,234	2,712,234	2,712,234	2,034,175	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**12,052,604**	**28,022,304**	**24,105,208**	**36,157,812**	**42,184,114**	**48,210,416**	**92,805,050**	**102,748,448**	**94,612,941**	**83,162,967**	**60,865,650**	**41,280,168**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**22,598,632**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,129,678																							
Easements etc.	0																							
Legals Acquisition	942,053																							
Planning Fee	442,068																							
Architects	22,881,999		0																					
QS	2,860,250		0																					
Planning Consultants	5,720,500		0																					
Other Professional	14,301,250		0																					
Build Cost - BCIS Base		6,085,559	14,148,925	12,171,118	18,256,677	21,299,457	24,342,236	46,858,805	51,879,391	47,771,639	41,990,358	30,732,074	20,843,040	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	11,410,423	0	0
s106/CIL		1,102,288	2,562,819	2,204,575	3,306,863	3,858,007	4,409,151	8,487,615	9,397,002	8,652,958	7,605,785	5,566,553	3,775,335	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,066,789	0	0
Contingency		152,139	353,723	304,278	456,417	532,486	608,556	1,171,470	1,296,985	1,194,291	1,049,759	768,302	521,076	380,347	380,347	380,347	380,347	380,347	380,347	380,347	380,347	285,261	0	0
Abnormals		74,791	173,888	149,581	224,372	261,767	299,162	575,887	637,589	587,105	516,054	377,692	256,157	186,976	186,976	186,976	186,976	186,976	186,976	186,976	186,976	140,232	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	361,578	840,669	723,156	1,084,734	1,265,523	1,446,312	2,784,152	3,082,453	2,838,388	2,494,889	1,825,969	1,238,405	903,945	903,945	903,945	903,945	903,945	903,945	903,945	903,945	677,959	0	0
Legals	0	60,263	140,112	120,526	180,789	210,921	241,052	464,025	513,742	473,065	415,815	304,328	206,401	150,658	150,658	150,658	150,658	150,658	150,658	150,658	150,658	112,993	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**50,277,798**	**7,836,617**	**18,220,135**	**15,673,235**	**23,509,852**	**27,428,161**	**31,346,469**	**60,341,954**	**66,807,163**	**61,517,446**	**54,072,660**	**39,574,918**	**26,840,415**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**14,693,658**	**0**	**0**
For Residual Valuation Land	62,803,557																							
Interest		6,784,881	6,939,015	6,767,226	6,667,341	6,308,504	5,801,657	5,137,919	3,498,409	1,551,836	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								133,597,569
Profit on GDV																								29,127,650
Cash Flow	-113,081,355	-2,568,895	2,863,154	1,664,747	5,980,619	8,447,449	11,062,289	27,325,177	32,442,876	31,543,658	29,090,307	21,290,732	14,439,754	10,539,966	10,539,966	10,539,966	10,539,966	10,539,966	10,539,966	10,539,966	10,539,966	7,904,975	0	-162,725,219
Opening Balanc	0																							
Closing Balanc	-113,081,355	-115,650,249	-112,787,096	-111,122,348	-105,141,730	-96,694,281	-85,631,991	-58,306,814	-25,863,938	5,679,720	34,770,027	56,060,759	70,500,513	81,040,479	91,580,446	102,120,412	112,660,378	123,200,345	133,740,311	144,280,277	154,820,244	162,725,219	162,725,219	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**12,052,604**	**28,022,304**	**24,105,208**	**36,157,812**	**42,184,114**	**48,210,416**	**92,805,050**	**102,748,448**	**94,612,941**	**83,162,967**	**60,865,650**	**41,280,168**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**30,131,510**	**22,598,632**	**0**	**0**
EXPENDITURE																								
Land	44,595,000																							
Stamp Duty	2,229,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	668,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	442,068	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	22,881,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,860,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,720,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	14,301,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	6,085,559	14,148,925	12,171,118	18,256,677	21,299,457	24,342,236	46,858,805	51,879,391	47,771,639	41,990,358	30,732,074	20,843,040	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	15,213,898	11,410,423	0	0
POTENTIAL CIL	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795	2,474,795								
Post CIL s106		1,102,288	2,562,819	2,204,575	3,306,863	3,858,007	4,409,151	8,487,615	9,397,002	8,652,958	7,605,785	5,566,553	3,775,335	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,755,719	2,066,789	0	0
Contingency	0	152,139	353,723	304,278	456,417	532,486	608,556	1,171,470	1,296,985	1,194,291	1,049,759	768,302	521,076	380,347	380,347	380,347	380,347	380,347	380,347	380,347	380,347	285,261	0	0
Abnormals	0	74,791	173,888	149,581	224,372	261,767	299,162	575,887	637,589	587,105	516,054	377,692	256,157	186,976	186,976	186,976	186,976	186,976	186,976	186,976	186,976	140,232	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	361,578	840,669	723,156	1,084,734	1,265,523	1,446,312	2,784,152	3,082,453	2,838,388	2,494,889	1,825,969	1,238,405	903,945	903,945	903,945	903,945	903,945	903,945	903,945	903,945	677,959	0	0
Legals	0	60,263	140,112	120,526	180,789	210,921	241,052	464,025	513,742	473,065	415,815	304,328	206,401	150,658	150,658	150,658	150,658	150,658	150,658	150,658	150,658	112,993	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**96,174,537**	**10,311,413**	**20,694,931**	**18,148,030**	**25,984,648**	**29,902,956**	**33,821,265**	**62,816,749**	**69,281,959**	**63,992,242**	**56,547,455**	**42,049,713**	**29,315,210**	**22,066,339**	**22,066,339**	**22,066,339**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**19,591,543**	**14,693,658**	**0**	**0**
For CIL calculation																								
Interest		5,770,472	6,012,229	5,933,320	5,931,889	5,677,413	5,281,188	4,734,710	3,219,495	1,404,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								129,131,012
Profit on GDV																								29,127,650
Cash Flow	-96,174,537	-4,029,281	1,315,144	23,857	4,241,275	6,603,745	9,107,963	25,253,591	30,246,995	29,216,024	26,615,512	18,815,937	11,964,958	8,065,171	8,065,171	8,065,171	10,539,966	10,539,966	10,539,966	10,539,966	10,539,966	7,904,975	0	-158,258,662
Opening Balanc	0																							
Closing Balanc	-96,174,537	-100,203,819	-98,888,674	-98,864,817	-94,623,542	-88,019,797	-78,911,834	-53,658,243	-23,411,248	5,804,776	32,420,288	51,236,224	63,201,183	71,266,353	79,331,524	87,396,695	97,936,662	108,476,628	119,016,594	129,556,561	140,096,527	148,001,502	148,001,502	-10,257,160

Strategic
Site 7

SITE NAME	Site 7	Hoo - Station Quarter

INCOME	Av Size m2		%	Number 3,401		Price £/m2	GDV £	GIA m2
Market Housing	95.0		70%	2,381		3,720	841,365,417	226,173
Shared Ownership	75.4		15%	500		2,418	91,148,937	37,696
Affordable Rent	75.4		15%	520		2,350	92,201,348	39,235
Social Rent	75.4		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	97.17	ha		35	/ha		**1,024,715,702**	**303,104**
SITE AREA - Gross	175.58	ha		19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	47,025,912	483,948	267,832
Alternative Use Value	4,389,500		25,000
Uplift 0%	0		0
Plus /ha 350,000	61,453,000		350,000
Viability Threshold	**65,842,500**		**375,000**
	£/m2		
Additional Profit	**-29,140,620**		**-129**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 22,095,535

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	13,827		47,025,912	
	Stamp Duty		2,340,796		
	Easements etc.		0		
	Legals Acquisition	1.50%	705,389	3,046,184	
PLANNING					
	Planning Fee		485,538		
	Architects	4.00%	25,215,815		
	QS / PM	0.50%	3,151,977		
	Planning Consultants	1.00%	6,303,954		
	Other Professional	2.50%	15,759,884	50,917,168	
CONSTRUCTION					
	Build Cost - BCIS Based	1,707	517,380,937		
	s106 / CIL		93,722,007		
	Contingency	2.50%	12,934,523		
	Abnormals		6,357,913	630,395,379	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	30,741,471		
	Legals	0.5%	5,123,579		
	Misc.		0	35,865,050	**767,249,693**
Developers Profit					
	Market Housing	17.50%			**147,238,948**
	Affordable Housing	17.50%			**32,086,300**

52727.21195

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	3401		
No dwgs under	50	462	23,100
No dwgs over 5(	3351	138	462,438
		Total	485,538

Stamp duty calc - Residual		
Land payment		47,025,912
	Total	2,340,796

Stamp duty calc - Add Profit			
Land payment			65,842,500
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	3,292,125

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**93,722,007**

Post CIL s106	27,557	£/ Unit (all)	93,722,007
CIL	0	£/m2	0
		Total	**93,722,007**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST 2022

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		20	75	65	28	0	0	0	159	199	259	253	199	229	199	229	199	200	200	200	200	200	200	88	
Market Housing			4,947,753	18,554,074	16,080,198	6,926,854	0	0	0	39,334,637	49,230,143	64,073,403	62,589,077	49,230,143	56,651,773	49,230,143	56,651,773	49,230,143	49,477,531	49,477,531	49,477,531	49,477,531	49,477,531	49,477,531	49,477,531	21,770,114
Shared Ownership			536,013	2,010,047	1,742,041	750,418	0	0	0	4,261,300	5,333,325	6,941,363	6,780,559	5,333,325	6,137,344	5,333,325	6,137,344	5,333,325	5,360,126	5,360,126	5,360,126	5,360,126	5,360,126	5,360,126	5,360,126	2,358,455
Affordable Rent			542,201	2,033,255	1,762,155	759,082	0	0	0	4,310,501	5,394,904	7,021,508	6,858,848	5,394,904	6,208,206	5,394,904	6,208,206	5,394,904	5,422,014	5,422,014	5,422,014	5,422,014	5,422,014	5,422,014	5,422,014	2,385,686
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**6,025,967**	**22,597,377**	**19,584,393**	**8,436,354**	**0**	**0**	**0**	**47,906,438**	**59,958,372**	**78,036,274**	**76,228,484**	**59,958,372**	**68,997,323**	**59,958,372**	**68,997,323**	**59,958,372**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**26,514,255**
EXPENDITURE																									
Stamp Duty		2,340,796																							
Easements etc.		0																							
Legals Acquisition		705,389																							
Planning Fee		485,538																							
Architects		25,215,815		0																					
QS		3,151,977		0																					
Planning Consultants		6,303,954		0																					
Other Professional		15,759,884		0																					
Build Cost - BCIS Base			3,042,522	11,409,459	9,888,198	4,259,531	0	0	0	24,188,053	30,273,098	39,400,665	38,497,909	30,273,098	34,836,882	30,273,098	34,836,882	30,273,098	30,425,224	30,425,224	30,425,224	30,425,224	30,425,224	30,425,224	30,425,224	13,387,099
s106/CIL			551,144	2,066,789	1,791,217	771,601	0	0	0	4,381,593	5,483,881	7,137,312	6,971,969	5,483,881	6,310,597	5,483,881	6,310,597	5,483,881	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	2,425,033
Contingency			76,063	285,236	247,205	106,488	0	0	0	604,701	756,827	985,017	962,198	756,827	870,922	756,827	870,922	756,827	760,631	760,631	760,631	760,631	760,631	760,631	760,631	334,677
Abnormals			37,388	140,207	121,513	52,344	0	0	0	297,238	372,015	484,181	472,964	372,015	428,098	372,015	428,098	372,015	373,885	373,885	373,885	373,885	373,885	373,885	373,885	164,509
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	180,779	677,921	587,532	253,091	0	0	0	1,437,193	1,798,751	2,341,088	2,286,855	1,798,751	2,069,920	1,798,751	2,069,920	1,798,751	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	795,428
Legals		0	30,130	112,987	97,922	42,182	0	0	0	239,532	299,792	390,181	381,142	299,792	344,987	299,792	344,987	299,792	301,298	301,298	301,298	301,298	301,298	301,298	132,571
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**53,963,353**	**3,918,027**	**14,692,600**	**12,733,587**	**5,485,237**	**0**	**0**	**0**	**31,148,312**	**38,984,365**	**50,738,445**	**49,563,037**	**38,984,365**	**44,861,405**	**38,984,365**	**44,861,405**	**38,984,365**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**17,239,317**
For Residual Valuation	Land	**47,025,912**																							
	Interest		6,059,356	6,296,441	6,199,941	6,160,889	6,353,475	6,734,684	7,138,765	7,567,090	7,015,628	6,178,125	4,910,943	3,605,673	2,563,573	1,269,232	86,946	0	0	0	0	0	0	0	0
	Profit on Costs																								147,238,948
	Profit on GDV																								32,086,300
	Cash Flow	-100,989,264	-3,951,415	1,608,336	650,866	-3,209,772	-6,353,475	-6,734,684	-7,138,765	9,191,036	13,958,379	21,119,703	21,754,503	17,368,334	21,572,345	19,704,775	24,048,972	20,974,007	21,079,404	21,079,404	21,079,404	21,079,404	21,079,404	21,079,404	-170,050,310
	Opening Balanc	0																							
	Closing Balanc	-100,989,264	-104,940,680	-103,332,344	-102,681,478	-105,891,250	-112,244,725	-118,979,409	-126,118,173	-116,927,137	-102,968,758	-81,849,055	-60,094,551	-42,726,217	-21,153,872	-1,449,097	22,599,876	43,573,883	64,653,288	85,732,692	106,812,096	127,891,501	148,970,905	170,050,310	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	As Above																								
INCOME		**0**	**6,025,967**	**22,597,377**	**19,584,393**	**8,436,354**	**0**	**0**	**0**	**47,906,438**	**59,958,372**	**78,036,274**	**76,228,484**	**59,958,372**	**68,997,323**	**59,958,372**	**68,997,323**	**59,958,372**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**60,259,671**	**26,514,255**
EXPENDITURE																									
Land		65,842,500																							
Stamp Duty		3,292,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		987,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		485,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		25,215,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		3,151,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		6,303,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		15,759,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	3,042,522	11,409,459	9,888,198	4,259,531	0	0	0	24,188,053	30,273,098	39,400,665	38,497,909	30,273,098	34,836,882	30,273,098	34,836,882	30,273,098	30,425,224	30,425,224	30,425,224	30,425,224	30,425,224	30,425,224	13,387,099
POTENTIAL CIL		-3,237,847	-3,237,847	-3,237,847	-3,237,847	-3,237,847	-3,237,847	-3,237,847	-3,237,847	-3,237,847															
Post CIL s106			551,144	2,066,789	1,791,217	771,601	0	0	0	4,381,593	5,483,881	7,137,312	6,971,969	5,483,881	6,310,597	5,483,881	6,310,597	5,483,881	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	5,511,438	2,425,033
Contingency		0	76,063	285,236	247,205	106,488	0	0	0	604,701	756,827	985,017	962,198	756,827	870,922	756,827	870,922	756,827	760,631	760,631	760,631	760,631	760,631	760,631	334,677
Abnormals		0	37,388	140,207	121,513	52,344	0	0	0	297,238	372,015	484,181	472,964	372,015	428,098	372,015	428,098	372,015	373,885	373,885	373,885	373,885	373,885	373,885	164,509
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	180,779	677,921	587,532	253,091	0	0	0	1,437,193	1,798,751	2,341,088	2,286,855	1,798,751	2,069,920	1,798,751	2,069,920	1,798,751	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	1,807,790	795,428
Legals		0	30,130	112,987	97,922	42,182	0	0	0	239,532	299,792	390,181	381,142	299,792	344,987	299,792	344,987	299,792	301,298	301,298	301,298	301,298	301,298	301,298	132,571
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**117,801,584**	**680,180**	**11,454,753**	**9,495,740**	**2,247,391**	**-3,237,847**	**-3,237,847**	**-3,237,847**	**27,910,465**	**38,984,365**	**50,738,445**	**49,563,037**	**38,984,365**	**44,861,405**	**38,984,365**	**44,861,405**	**38,984,365**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**39,180,266**	**17,239,317**
For CIL calculation																									
	Interest		7,068,095	7,171,434	6,933,162	6,743,833	6,777,125	6,989,482	7,214,580	7,453,184	6,700,616	5,844,213	4,556,996	3,230,489	2,165,878	847,675	0	0	0	0	0	0	0	0	0
	Profit on cost																								132,677,867
	Profit on GDV																								32,086,300
	Cash Flow	-117,801,584	-1,722,308	3,971,190	3,155,491	-554,869	-3,539,278	-3,751,635	-3,976,733	12,542,790	14,273,391	21,453,616	22,108,451	17,743,519	21,970,040	20,126,332	24,135,918	20,974,007	21,079,404	21,079,404	21,079,404	21,079,404	21,079,404	21,079,404	-155,489,229
	Opening Balanc	0																							
	Closing Balanc	-117,801,584	-119,523,892	-115,552,702	-112,397,211	-112,952,081	-116,491,359	-120,242,994	-124,219,727	-111,676,937	-97,403,546	-75,949,930	-53,841,479	-36,097,961	-14,127,920	5,998,412	30,134,330	51,108,338	72,187,742	93,267,147	114,346,551	135,425,955	156,505,360	177,584,764	22,095,535

Strategic
Site 8

SITE NAME	Site 8	Hoo - High Halstow

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	94.9	70%	573		3,720	202,462,786	54,425
Shared Ownership	75.5	15%	120		2,418	21,987,109	9,093
Affordable Rent	75.5	15%	125		2,350	22,240,974	9,464
Social Rent	75.5	0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	23.40 ha		35	/ha		**246,690,869**	**72,983**
SITE AREA - Gross	41.86 ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		22,212,752	949,263	530,644
Alternative Use Value		1,046,500		25,000
Uplift	0%	0		0
Plus /ha	350,000	14,651,000		350,000
Viability Threshold		**15,697,500**		**375,000**
		£/m2		
Additional Profit		9,853,621	181	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = -509,911

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				22,212,752	
	Land	27,122			
	Stamp Duty		1,100,138		
	Easements etc.		0		
	Legals Acquisition	1.50%	333,191	1,433,329	
PLANNING					
	Planning Fee		129,222		
	Architects	4.00%	6,070,894		
	QS / PM	0.50%	758,862		
	Planning Consultants	1.00%	1,517,724		
	Other Professional	2.50%	3,794,309	12,271,010	
CONSTRUCTION					
	Build Cost - BCIS Based	1,707	124,562,052		
	s106 / CIL		22,569,340		
	Contingency	2.50%	3,114,051		
	Abnormals		1,526,910	151,772,352	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	7,400,726		
	Legals	0.5%	1,233,454		
	Misc.		0	8,634,180	**196,323,623**

Developers Profit				
	Market Housing	17.50%		**35,430,988**
	Affordable Housing	17.50%		**7,739,915** 52711.72416

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	819		
No dwgs under	50	462	23,100
No dwgs over 5(	769	138	106,122
		Total	129,222

Stamp duty calc - Residual		
Land payment		22,212,752
	Total	1,100,138

Stamp duty calc - Add Profit			
Land payment			15,697,500
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	784,875

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**22,569,340**

Post CIL s106	27,557	£/ Unit (all)	22,569,340
CIL	0	£/m2	0
		Total	**22,569,340**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST 2023

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																									
UNITS Started		60	99	75	75	75	75	75	75	75	75	60													
Market Housing			14,832,439	24,473,524	18,540,548	18,540,548	18,540,548	18,540,548	18,540,548	18,540,548	18,540,548	18,540,548	14,832,439	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			1,610,777	2,657,782	2,013,472	2,013,472	2,013,472	2,013,472	2,013,472	2,013,472	2,013,472	2,013,472	1,610,777	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			1,629,375	2,688,469	2,036,719	2,036,719	2,036,719	2,036,719	2,036,719	2,036,719	2,036,719	2,036,719	1,629,375	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**18,072,591**	**29,819,775**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**18,072,591**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		1,100,138																							
Easements etc.		0																							
Legals Acquisition		333,191																							
Planning Fee		129,222																							
Architects		6,070,894		0																					
QS		758,862		0																					
Planning Consultants		1,517,724		0																					
Other Professional		3,794,309		0																					
Build Cost - BCIS Base			9,125,425	15,056,951	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	9,125,425	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			1,653,431	2,728,162	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	1,653,431	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			228,136	376,424	285,170	285,170	285,170	285,170	285,170	285,170	285,170	285,170	228,136	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			111,862	184,572	139,827	139,827	139,827	139,827	139,827	139,827	139,827	139,827	111,862	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																							
Legal and Valuation		0																							
Agents		0	542,178	894,593	677,722	677,722	677,722	677,722	677,722	677,722	677,722	677,722	542,178	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	90,363	149,099	112,954	112,954	112,954	112,954	112,954	112,954	112,954	112,954	90,363	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**13,704,339**	**11,751,394**	**19,389,801**	**14,689,243**	**14,689,243**	**14,689,243**	**14,689,243**	**14,689,243**	**14,689,243**	**14,689,243**	**14,689,243**	**11,751,394**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	22,212,752																							
	Interest		2,155,025	1,905,055	1,393,560	1,003,084	589,179	150,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								35,430,988
	Profit on GDV																								7,739,915
	Cash Flow	-35,917,091	4,166,171	8,524,920	6,507,936	6,898,412	7,312,317	7,751,056	7,901,496	7,901,496	7,901,496	7,901,496	6,321,197	0	0	0	0	0	0	0	0	0	0	0	-43,170,902
	Opening Balanc	0																							
	Closing Balanc	-35,917,091	-31,750,919	-23,226,000	-16,718,064	-9,819,651	-2,507,335	5,243,721	13,145,217	21,046,713	28,948,209	36,849,705	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	43,170,902	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	As Above																								
INCOME		**0**	**18,072,591**	**29,819,775**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**22,590,739**	**18,072,591**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		15,697,500																							
Stamp Duty		784,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		235,463	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		129,222	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		6,070,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		758,862	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		1,517,724	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		3,794,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	9,125,425	15,056,951	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	11,406,781	9,125,425	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908	656,908									
Post CIL s106			1,653,431	2,728,162	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	2,066,789	1,653,431	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	228,136	376,424	285,170	285,170	285,170	285,170	285,170	285,170	285,170	285,170	228,136	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	111,862	184,572	139,827	139,827	139,827	139,827	139,827	139,827	139,827	139,827	111,862	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	542,178	894,593	677,722	677,722	677,722	677,722	677,722	677,722	677,722	677,722	542,178	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	90,363	149,099	112,954	112,954	112,954	112,954	112,954	112,954	112,954	112,954	90,363	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		**29,645,756**	**12,408,302**	**20,046,709**	**15,346,151**	**15,346,151**	**15,346,151**	**15,346,151**	**15,346,151**	**15,346,151**	**15,346,151**	**15,346,151**	**12,408,302**	**656,908**	**656,908**	**656,908**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		1,778,745	1,545,613	1,051,966	680,408	286,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								34,868,575
	Profit on GDV																								7,739,915
	Cash Flow	-29,645,756	3,885,543	8,227,454	6,192,622	6,564,180	6,958,031	7,244,588	7,244,588	7,244,588	7,244,588	7,244,588	5,664,289	-656,908	-656,908	-656,908	0	0	0	0	0	0	0	0	-42,608,490
	Opening Balanc	0																							
	Closing Balanc	-29,645,756	-25,760,212	-17,532,758	-11,340,136	-4,775,956	2,182,074	9,426,662	16,671,250	23,915,838	31,160,426	38,405,014	44,069,303	43,412,395	42,755,487	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	42,098,578	-509,911

Strategic
Site 9

SITE NAME	Site 9	Hoo - ALL

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	95.0		70%	6,483		3,720	2,291,330,286	615,949
Shared Ownership	75.4		15%	1,362		2,418	248,269,357	102,675
Affordable Rent	75.4		15%	1,417		2,350	251,135,889	106,866
Social Rent	75.4		0%	0		1,400	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	264.63	ha		35	/ha		**2,790,735,532**	**825,491**
SITE AREA - Gross	466.48	ha		20	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**182,779,221**	**690,701**	**391,826**
Alternative Use Value	11,662,000		25,000
Uplift 0%	0		0
Plus /ha 350,000	163,268,000		350,000
Viability Threshold	**174,930,000**		**375,000**
	£/m2		
Additional Profit	**25,730,163**	**42**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	19,734		182,779,221	
	Stamp Duty		9,128,461		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,741,688	11,870,149	
PLANNING					
	Planning Fee		1,294,356		
	Architects	4.00%	68,672,204		
	QS / PM	0.50%	8,584,025		
	Planning Consultants	1.00%	17,168,051		
	Other Professional	2.50%	42,920,127	138,638,763	
CONSTRUCTION					
	Build Cost - BCIS Based	1,707	1,409,031,126		
	s106 / CIL		255,234,704		
	Contingency	2.50%	35,225,778		
	Abnormals		17,313,480	1,716,805,088	
FINANCE					
	Fees		0		
	Interest	6.00%			
	Legal and Valuation		0	0	
SALES					
	Agents	3.0%	83,722,066		
	Legals	0.5%	13,953,678		
	Misc.		0	97,675,744	**2,147,768,965**
Developers Profit					
	Market Housing	17.50%			**400,982,800**
	Affordable Housing	17.50%			**87,395,918**

52729.29368

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9262		
No dwgs under	50	462	23,100
No dwgs over 5(	9212	138	1,271,256
		Total	1,294,356

Stamp duty calc - Residual		
Land payment		182,779,221
	Total	9,128,461

Stamp duty calc - Add Profit			
Land payment			174,930,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	8,746,500

Pre CIL s106	27,557	£/ Unit (all)	
		Total	**255,234,704**

Post CIL s106	27,557	£/ Unit (all)	255,234,704
CIL	0	£/m2	0
		Total	**255,234,704**

Build Cost	/m2	
BCIS	1,454	
CfSH	45	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	198	14%
	1,707	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST 2022

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	20	215	379	452	464	503	420	766	811	788	751	537	366	299	329	299	300	300	300	300	300	300	63	
Market Housing		4,947,809	53,188,945	93,760,978	111,820,480	114,789,166	124,437,393	103,903,986	189,501,080	200,633,650	194,943,669	185,790,223	132,848,668	90,544,902	73,969,743	81,391,456	73,969,743	74,217,133	74,217,133	74,217,133	74,217,133	74,217,133	74,217,133	15,585,598
Shared Ownership		536,103	5,763,109	10,159,154	12,115,931	12,437,592	13,482,994	11,258,166	20,532,750	21,738,982	21,122,463	20,130,672	14,394,369	9,810,687	8,014,742	8,818,896	8,014,742	8,041,547	8,041,547	8,041,547	8,041,547	8,041,547	8,041,547	1,688,725
Affordable Rent		542,293	5,829,650	10,276,452	12,255,822	12,581,198	13,638,669	11,388,153	20,769,822	21,989,981	21,366,344	20,363,102	14,560,567	9,923,962	8,107,280	8,920,720	8,107,280	8,134,395	8,134,395	8,134,395	8,134,395	8,134,395	8,134,395	1,708,223
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**6,026,205**	**64,781,704**	**114,196,585**	**136,192,233**	**139,807,956**	**151,559,056**	**126,550,305**	**230,803,651**	**244,362,612**	**237,432,477**	**226,283,997**	**161,803,604**	**110,279,551**	**90,091,765**	**99,131,072**	**90,091,765**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**18,982,546**
EXPENDITURE																								
Stamp Duty	9,128,461																							
Easements etc.	0																							
Legals Acquisition	2,741,688																							
Planning Fee	1,294,356																							
Architects	68,672,204		0																					
QS	8,584,025		0																					
Planning Consultants	17,168,051		0																					
Other Professional	42,920,127		0																					
Build Cost - BCIS Base		3,042,607	32,708,021	57,657,395	68,762,910	70,588,474	76,521,557	63,894,739	116,531,834	123,377,698	119,878,701	114,249,879	81,693,988	55,679,701	45,486,969	50,050,879	45,486,969	45,639,099	45,639,099	45,639,099	45,639,099	45,639,099	45,639,099	9,584,211
s106/CIL		551,144	5,924,796	10,444,175	12,455,850	12,786,537	13,861,267	11,574,020	21,108,808	22,348,882	21,715,067	20,695,451	14,798,212	10,085,932	8,239,600	9,066,316	8,239,600	8,267,157	8,267,157	8,267,157	8,267,157	8,267,157	8,267,157	1,736,103
Contingency		76,065	817,701	1,441,435	1,719,073	1,764,712	1,913,039	1,597,368	2,913,296	3,084,442	2,996,968	2,856,247	2,042,350	1,391,993	1,137,174	1,251,272	1,137,174	1,140,977	1,140,977	1,140,977	1,140,977	1,140,977	1,140,977	239,605
Abnormals		37,386	401,900	708,466	844,925	867,356	940,259	785,107	1,431,886	1,516,004	1,473,010	1,403,846	1,003,815	684,165	558,921	615,001	558,921	560,791	560,791	560,791	560,791	560,791	560,791	117,766
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	180,786	1,943,451	3,425,898	4,085,767	4,194,239	4,546,772	3,796,509	6,924,110	7,330,878	7,122,974	6,788,520	4,854,108	3,308,387	2,702,753	2,973,932	2,702,753	2,711,792	2,711,792	2,711,792	2,711,792	2,711,792	2,711,792	569,476
Legals	0	30,131	323,909	570,983	680,961	699,040	757,795	632,752	1,154,018	1,221,813	1,187,162	1,131,420	809,018	551,398	450,459	495,655	450,459	451,965	451,965	451,965	451,965	451,965	451,965	94,913
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**150,508,912**	**3,918,119**	**42,119,777**	**74,248,352**	**88,549,486**	**90,900,357**	**98,540,689**	**82,280,496**	**150,063,951**	**158,879,719**	**154,373,882**	**147,125,362**	**105,201,491**	**71,701,575**	**58,575,877**	**64,453,055**	**58,575,877**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**12,342,074**
For Residual Valuation Land	**182,779,221**																							
Interest		19,997,288	21,070,640	20,975,163	19,836,779	18,168,421	16,324,070	14,122,412	12,313,568	8,208,000	3,571,507	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								400,982,800
Profit on GDV																								87,395,918
Cash Flow	-333,288,134	-17,889,202	1,591,286	18,973,070	27,805,968	30,739,178	36,694,297	30,147,397	68,426,132	77,274,893	79,487,088	79,158,635	56,602,113	38,577,977	31,515,888	34,678,017	31,515,888	31,621,292	31,621,292	31,621,292	31,621,292	31,621,292	31,621,292	-481,738,247
Opening Balanc	0																							
Closing Balanc	-333,288,134	-351,177,336	-349,586,049	-330,612,980	-302,807,011	-272,067,833	-235,373,536	-205,226,139	-136,800,008	-59,525,114	19,961,974	99,120,609	155,722,722	194,300,699	225,816,587	260,494,604	292,010,492	323,631,785	355,253,077	386,874,370	418,495,662	450,116,954	481,738,247	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As Above																								
INCOME	**0**	**6,026,205**	**64,781,704**	**114,196,585**	**136,192,233**	**139,807,956**	**151,559,056**	**126,550,305**	**230,803,651**	**244,362,612**	**237,432,477**	**226,283,997**	**161,803,604**	**110,279,551**	**90,091,765**	**99,131,072**	**90,091,765**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**90,393,075**	**18,982,546**
EXPENDITURE																								
Land	174,930,000																							
Stamp Duty	8,746,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,623,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,294,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	68,672,204	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,584,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,168,051	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	42,920,127	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	3,042,607	32,708,021	57,657,395	68,762,910	70,588,474	76,521,557	63,894,739	116,531,834	123,377,698	119,878,701	114,249,879	81,693,988	55,679,701	45,486,969	50,050,879	45,486,969	45,639,099	45,639,099	45,639,099	45,639,099	45,639,099	45,639,099	9,584,211
POTENTIAL CIL	2,858,907	2,858,907	2,858,907	2,858,907	2,858,907	2,858,907	2,858,907	2,858,907	2,858,907															
Post CIL s106		551,144	5,924,796	10,444,175	12,455,850	12,786,537	13,861,267	11,574,020	21,108,808	22,348,882	21,715,067	20,695,451	14,798,212	10,085,932	8,239,600	9,066,316	8,239,600	8,267,157	8,267,157	8,267,157	8,267,157	8,267,157	8,267,157	1,736,103
Contingency	0	76,065	817,701	1,441,435	1,719,073	1,764,712	1,913,039	1,597,368	2,913,296	3,084,442	2,996,968	2,856,247	2,042,350	1,391,993	1,137,174	1,251,272	1,137,174	1,140,977	1,140,977	1,140,977	1,140,977	1,140,977	1,140,977	239,605
Abnormals	0	37,386	401,900	708,466	844,925	867,356	940,259	785,107	1,431,886	1,516,004	1,473,010	1,403,846	1,003,815	684,165	558,921	615,001	558,921	560,791	560,791	560,791	560,791	560,791	560,791	117,766
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	180,786	1,943,451	3,425,898	4,085,767	4,194,239	4,546,772	3,796,509	6,924,110	7,330,878	7,122,974	6,788,520	4,854,108	3,308,387	2,702,753	2,973,932	2,702,753	2,711,792	2,711,792	2,711,792	2,711,792	2,711,792	2,711,792	569,476
Legals	0	30,131	323,909	570,983	680,961	699,040	757,795	632,752	1,154,018	1,221,813	1,187,162	1,131,420	809,018	551,398	450,459	495,655	450,459	451,965	451,965	451,965	451,965	451,965	451,965	94,913
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**327,798,120**	**6,777,026**	**44,978,684**	**77,107,259**	**91,408,393**	**93,759,264**	**101,399,596**	**85,139,402**	**152,922,858**	**158,879,719**	**154,373,882**	**147,125,362**	**105,201,491**	**71,701,575**	**58,575,877**	**64,453,055**	**58,575,877**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**58,771,783**	**12,342,074**
For CIL calculation																								
Interest		19,667,887	20,893,010	20,958,409	19,990,554	18,502,957	16,850,213	14,851,658	13,258,103	9,380,742	4,814,613	119,974	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								378,901,286
Profit on GDV																								87,395,918
Cash Flow	-327,798,120	-20,418,708	-1,089,990	16,130,917	24,793,286	27,545,735	33,309,247	26,559,244	64,622,690	76,102,152	78,243,982	79,038,661	56,602,113	38,577,977	31,515,888	34,678,017	31,515,888	31,621,292	31,621,292	31,621,292	31,621,292	31,621,292	31,621,292	-459,656,733
Opening Balanc	0																							
Closing Balanc	-327,798,120	-348,216,828	-349,306,818	-333,175,902	-308,382,616	-280,836,881	-247,527,634	-220,968,389	-156,345,700	-80,243,548	-1,999,566	77,039,095	133,641,208	172,219,185	203,735,073	238,413,091	269,928,979	301,550,271	333,171,563	364,792,856	396,414,148	428,035,441	459,656,733	0

Appendix 16 – Appraisals – Older People's Housing

The pages in this appendix are not numbered.

Sheltered 25% v1
Cover

Older People's

10/12/2021
10:48

Sheltered 25% v1
Site make up

Number	1	Units	NET Area	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/ Brown	lternative Use
Sheltered		**60**	**0.50**	**120.00**	**63**	**3,750**	**7,500**	**7,200,000**	**1,920.00**	30%	Green	Paddock

	Area	Gross	0.500
		Net	0.500

	Beds	No		m2	Total		BCIS	COST	
Market								0	**4,500.00**
Flat	1	21		50.00	1,050.00	20%	1,600	2,016,000	1,260.00
	2	21		75.00	1,575.00	20%	1,600	3,024,000	1,890.00
Terrace	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Semi	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Det	3	0			0.00			0	0.00
	4	0			0.00			0	0.00
	5	0			0.00			0	0.00
Flat 1 High*	1	0			0.00	10%		0	0.00
Flat 2 High*	2	0			0.00	10%		0	0.00
Flat 3 High*	3	0			0.00	10%		0	0.00
Affordable									0.00
Flat	1	9		50.00	450.00	20%	1,600	864,000	540.00
	2	9		75.00	675.00	20%	1,600	1,296,000	810.00
Terrace	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Semi	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Det	3	0			0.00		0	0	0.00
	4	0			0.00		0	0	0.00
	5	0			0.00		0	0	0.00
Flat 1 High*	1	0			0.00	10%	0	0	0.00
Flat 2 High*	2	0			0.00	10%	0	0	0.00
Flat 3 High*	3	0			0.00	10%	0	0	0.00

Sheltered 25% v1
Site 8

SITE NAME	Site 8	Sheltered

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			60				
Market Housing	62.5	70%	42		4,125	10,828,125	2,625
Shared Ownership	62.5	0%	0		2,888	0	0
Affordable Rent	62.5	30%	18		2,200	2,475,000	1,125
Social Rent	62.5	0%	0		1,504	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.50 ha		120	/ha		**13,303,125**	**3,750**
SITE AREA - Gross	0.50 ha		120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	182,645	365,290	365,290
Alternative Use Value	25,000		50,000
Uplift 0%	0		0
Plus /ha 350,000	175,000		350,000
Viability Threshold	**200,000**		**400,000**

	£/m2	
Additional Profit	253,484	97

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	3,044		182,645	
	Stamp Duty		653		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,740	3,393	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	361,530		
	QS / PM	0.50%	45,191		
	Planning Consultants	1.00%	90,382		
	Other Professional	2.50%	225,956	747,540	
CONSTRUCTION					
	Build Cost - BCIS Based	2,297	8,612,925		
	s106 / CIL		30,000		
	Contingency	2.50%	215,323		
	Abnormals		180,000	9,038,248	
FINANCE					
	Fees		64,000		
	Interest	6.00%			
	Legal and Valuation		0	64,000	
SALES					
	Agents	3.0%	399,094		
	Legals	0.5%	66,516		
	Misc.		0	465,609	**10,501,435**

Developers Profit			
	% Market DV	17.50%	**1,894,922**
	% Affordable DV	6.00%	**148,500**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		182,645
	Total	653

Stamp duty calc - Add Profit			
Land payment			200,000
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	2,000

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,920	
Over Extra	60	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	307	16%
	2,297	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10	10																
Market Housing				0	0	0	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	412,500	412,500	412,500	412,500	412,500	412,500	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	653																							
Easements etc.	0																							
Legals Acquisition	2,740																							
Planning Fee	24,480																							
Architects	180,765		180,765																					
QS	22,596		22,596																					
Planning Consultants	45,191		45,191																					
Other Professional	112,978		112,978																					
Build Cost - BCIS Base		0	478,496	956,992	1,435,488	1,435,488	1,435,488	1,435,488	956,992	478,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	11,962	23,925	35,887	35,887	35,887	35,887	23,925	11,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	64,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	39,445	39,445	39,445	39,445	39,445	39,445	27,070	27,070	27,070	27,070	27,070	27,070	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,574	6,574	6,574	6,574	6,574	6,574	4,512	4,512	4,512	4,512	4,512	4,512	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**453,403**	**0**	**863,655**	**1,004,250**	**1,506,375**	**1,506,375**	**1,552,394**	**1,552,394**	**1,050,269**	**548,144**	**46,020**	**46,020**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**182,645**																							
Interest		9,541	9,684	22,784	38,189	61,358	84,874	89,710	94,619	92,070	81,950	64,147	46,077	33,707	21,151	8,407	0	0	0	0	0	0	0	0
Profit on Costs																								1,894,922
Profit on GDV																								148,500
Cash Flow	-636,048	-9,541	-873,339	-1,027,034	-1,544,564	-1,567,733	-322,424	-327,261	169,955	674,630	1,186,874	1,204,677	824,685	837,055	849,611	862,355	870,762	870,762	0	0	0	0	0	-2,043,422
Opening Balanc	0																							
Closing Balance	-636,048	-645,588	-1,518,927	-2,545,961	-4,090,525	-5,658,257	-5,980,682	-6,307,942	-6,137,987	-5,463,357	-4,276,484	-3,071,807	-2,247,122	-1,410,067	-560,456	301,898	1,172,660	2,043,422	2,043,422	2,043,422	2,043,422	2,043,422	2,043,422	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	200,000																							
Stamp Duty	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	180,765	0	180,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	22,596	0	22,596	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	45,191	0	45,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	112,978	0	112,978	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	478,496	956,992	1,435,488	1,435,488	1,435,488	1,435,488	956,992	478,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-4,322,448		**457,593**	457,593	457,593	457,593	457,593	457,593	457,593	457,593	457,593	457,593												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	11,962	23,925	35,887	35,887	35,887	35,887	23,925	11,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	64,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	39,445	39,445	39,445	39,445	39,445	39,445	27,070	27,070	27,070	27,070	27,070	27,070	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,574	6,574	6,574	6,574	6,574	6,574	4,512	4,512	4,512	4,512	4,512	4,512	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-3,667,438**	**0**	**1,319,581**	**1,458,510**	**1,963,968**	**1,963,968**	**2,009,987**	**2,009,987**	**1,509,529**	**1,009,071**	**503,613**	**503,613**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	16,119	45,821	56,935	68,216	72,160	68,656	57,517	46,211	33,843	21,289	8,547	0	0	0	0	0	0	0	0
Profit on cost																								1,885,429
Profit on GDV																								148,500
Cash Flow	3,667,438	0	-1,319,581	-1,458,510	-1,963,968	-1,980,087	-740,964	-752,079	-262,902	233,613	742,575	753,714	824,550	836,919	849,472	862,215	870,762	870,762	0	0	0	0	0	-2,033,929
Opening Balance	0																							
Closing Balance	3,667,438	3,667,438	2,347,856	889,347	-1,074,621	-3,054,708	-3,795,673	-4,547,751	-4,810,653	-4,577,040	-3,834,465	-3,080,750	-2,256,200	-1,419,281	-569,809	292,406	1,163,168	2,033,929	2,033,929	2,033,929	2,033,929	2,033,929	2,033,929	0

Sheltered 25% v1
Site 20

SITE NAME	Site 20	Sheltered

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			60				
Market Housing	62.5	70%	42		4,125	10,828,125	2,625
Shared Ownership	62.5	0%	0		2,888	0	0
Affordable Rent	62.5	30%	18		2,200	2,475,000	1,125
Social Rent	62.5	0%	0		1,504	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.50 ha		120	/ha		**13,303,125**	**3,750**
SITE AREA - Gross	0.50 ha		120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-452,511**	**-905,022**	**-905,022**
Alternative Use Value	800,000	1,600,000	
Uplift 20%	160,000	320,000	
Plus /ha 0	0	0	
Viability Threshold	**960,000**	**1,920,000**	
	£/m2		
Additional Profit	**-1,521,532**	**-580**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-7,542		-452,511	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-6,788	-6,788	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	387,369		
	QS / PM	0.50%	48,421		
	Planning Consultants	1.00%	96,842		
	Other Professional	2.50%	242,105	799,217	
CONSTRUCTION					
	Build Cost - BCIS Based	2,297	8,612,925		
	s106 / CIL		30,000		
	Contingency	5.00%	430,646		
	Abnormals		610,646	9,684,218	
FINANCE					
	Fees		63,000		
	Interest	6.00%			
	Legal and Valuation		0	63,000	
SALES					
	Agents	3.0%	399,094		
	Legals	0.5%	66,516		
	Misc.		0	465,609	**10,552,746**

Developers Profit			
	% Market DV	17.50%	**1,894,922**
	% Affordable DV	6.00%	**148,500**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-452,511
Total	0

Stamp duty calc - Add Profit		
Land payment		960,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,920	
Over Extra	60	3.10%
Energy	0	
Design	0	
Acc & Adpt	10	
Water	0	
Small Sites	0	0%
Site Costs	307	16%
	2,297	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344	902,344						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	412,500	412,500	412,500	412,500	412,500	412,500	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,788																							
Planning Fee	24,480																							
Architects	193,684		193,684																					
QS	24,211		24,211																					
Planning Consultants	48,421		48,421																					
Other Professional	121,053		121,053																					
Build Cost - BCIS Base		0	478,496	956,992	1,435,488	1,435,488	1,435,488	1,435,488	956,992	478,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	23,925	47,850	71,774	71,774	71,774	71,774	47,850	23,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	33,925	67,850	101,774	101,774	101,774	101,774	67,850	33,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	63,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	39,445	39,445	39,445	39,445	39,445	39,445	27,070	27,070	27,070	27,070	27,070	27,070	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,574	6,574	6,574	6,574	6,574	6,574	4,512	4,512	4,512	4,512	4,512	4,512	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**468,061**	**0**	**925,381**	**1,076,024**	**1,614,036**	**1,614,036**	**1,660,056**	**1,660,056**	**1,122,044**	**584,032**	**46,020**	**46,020**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-452,511																							
Interest		233	237	14,121	30,473	55,141	80,178	86,559	93,036	91,539	81,950	64,147	46,077	33,707	21,151	8,407	0	0	0	0	0	0	0	0
Profit on Costs																								1,894,922
Profit on GDV																								148,500
Cash Flow	-15,550	-233	-925,618	-1,090,145	-1,644,509	-1,669,177	-425,391	-431,771	99,764	639,273	1,186,874	1,204,677	824,685	837,055	849,611	862,355	870,762	870,762	0	0	0	0	0	-2,043,422
Opening Balanc	0																							
Closing Balance	-15,550	-15,783	-941,401	-2,031,546	-3,676,055	-5,345,232	-5,770,623	-6,202,394	-6,102,630	-5,463,357	-4,276,484	-3,071,807	-2,247,122	-1,410,067	-560,456	301,898	1,172,660	2,043,422	2,043,422	2,043,422	2,043,422	2,043,422	2,043,422	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**1,314,844**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**902,344**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	960,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	14,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	193,684	0	193,684	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,211	0	24,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	48,421	0	48,421	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	121,053	0	121,053	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	478,496	956,992	1,435,488	1,435,488	1,435,488	1,435,488	956,992	478,496	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-152,153	-152,153	-152,153	-152,153	-152,153	-152,153	-152,153	-152,153	-152,153	-152,153												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	23,925	47,850	71,774	71,774	71,774	71,774	47,850	23,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	33,925	67,850	101,774	101,774	101,774	101,774	67,850	33,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	63,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	39,445	39,445	39,445	39,445	39,445	39,445	27,070	27,070	27,070	27,070	27,070	27,070	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,574	6,574	6,574	6,574	6,574	6,574	4,512	4,512	4,512	4,512	4,512	4,512	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,449,249**	**0**	**771,561**	**920,538**	**1,461,883**	**1,461,883**	**1,507,903**	**1,507,903**	**971,557**	**435,212**	**-106,134**	**-106,134**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**31,582**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		21,739	22,065	33,969	48,287	70,939	93,932	98,237	102,606	98,996	87,286	67,281	46,975	34,619	22,076	9,346	0	0	0	0	0	0	0	0
Profit on cost																								1,831,360
Profit on GDV																								148,500
Cash Flow	-1,449,249	-21,739	-793,626	-954,507	-1,510,170	-1,532,822	-286,991	-291,295	240,681	780,636	1,333,691	1,353,697	823,786	836,143	848,685	861,416	870,762	870,762	0	0	0	0	0	-1,979,860
Opening Balance	0																							
Closing Balance	-1,449,249	-1,470,987	-2,264,613	-3,219,120	-4,729,290	-6,262,112	-6,549,103	-6,840,398	-6,599,718	-5,819,082	-4,485,390	-3,131,694	-2,307,908	-1,471,765	-623,079	238,336	1,109,098	1,979,860	1,979,860	1,979,860	1,979,860	1,979,860	1,979,860	0

Extracare 25% v1
Cover

Older People's

10/12/2021
10:49

Extracare 25% v1
Site make up

Number	1	Units	NET Area	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/ Brown	lternative Use
Extracare		**60**	**0.50**	**120.00**	**71**	**4,260**	**8,520**	**8,927,256**	**2,095.60**	30%	Green	Paddock

	Beds	No		m2	Total		BCIS	COST	
Market								0	**5,538.00**
Flat	1	25		65.00	1,625.00	30%	1,612	3,405,350	2,112.50
	2	17		80.00	1,360.00	30%	1,612	2,850,016	1,768.00
Terrace	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Semi	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Det	3	0			0.00			0	0.00
	4	0			0.00			0	0.00
	5	0			0.00			0	0.00
Flat 1 High*	1	0			0.00	10%		0	0.00
Flat 2 High*	2	0			0.00	10%		0	0.00
Flat 3 High*	3	0			0.00	10%		0	0.00
Affordable									0.00
Flat	1	11		65.00	715.00	30%	1,612	1,498,354	929.50
	2	7		80.00	560.00	30%	1,612	1,173,536	728.00
Terrace	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Semi	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Det	3	0			0.00		0	0	0.00
	4	0			0.00		0	0	0.00
	5	0			0.00		0	0	0.00
Flat 1 High*	1	0			0.00	10%	0	0	0.00
Flat 2 High*	2	0			0.00	10%	0	0	0.00
Flat 3 High*	3	0			0.00	10%	0	0	0.00

Area	Gross	0.500
	Net	0.500

Extracare 25% v1
Site 8

SITE NAME	Site 8	Extracare

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
				60				
Market Housing	71.1		70%	42		4,375	13,059,375	2,985
Shared Ownership	70.8		0%	0		3,063	0	0
Affordable Rent	70.8		30%	18		2,200	2,805,000	1,275
Social Rent	70.8		0%	0		1,504	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.50	ha		120	/ha		**15,864,375**	**4,260**
SITE AREA - Gross	0.50	ha		120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-190,871	-381,742	-381,742
Alternative Use Value	25,000		50,000
Uplift 0%	0		0
Plus /ha 350,000	175,000		350,000
Viability Threshold	**200,000**		**400,000**
	£/m2		
Additional Profit	-74,878	-25	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-3,181		-190,871	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-2,863	-2,863	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	444,337		
	QS / PM	0.50%	55,542		
	Planning Consultants	1.00%	111,084		
	Other Professional	2.50%	277,711	913,155	
CONSTRUCTION					
	Build Cost - BCIS Based	2,496	10,632,617		
	s106 / CIL		30,000		
	Contingency	2.50%	265,815		
	Abnormals		180,000	11,108,433	
FINANCE					
	Fees		148,000		
	Interest	6.00%			
	Legal and Valuation		0	148,000	
SALES					
	Agents	3.0%	475,931		
	Legals	0.5%	79,322		
	Misc.		0	555,253	**12,531,107**

Developers Profit			
	% Market DV	17.50%	**2,285,391**
	% Affordable DV	6.00%	**168,300**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-190,871
Total	0

Stamp duty calc - Add Profit			
Land payment			200,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	2,096	
Over Extra	65	3.10%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	0	
Small Sites	0	0%
Site Costs	335	16%
	2,496	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	467,500	467,500	467,500	467,500	467,500	467,500	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-2,863																							
Planning Fee	24,480																							
Architects	222,169		222,169																					
QS	27,771		27,771																					
Planning Consultants	55,542		55,542																					
Other Professional	138,855		138,855																					
Build Cost - BCIS Base		0	590,701	1,181,402	1,772,103	1,772,103	1,772,103	1,772,103	1,181,402	590,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	14,768	29,535	44,303	44,303	44,303	44,303	29,535	14,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	148,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	46,673	46,673	46,673	46,673	46,673	46,673	32,648	32,648	32,648	32,648	32,648	32,648	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,779	7,779	7,779	7,779	7,779	7,779	5,441	5,441	5,441	5,441	5,441	5,441	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**613,954**	**0**	**1,061,472**	**1,234,270**	**1,851,405**	**1,851,405**	**1,905,858**	**1,905,858**	**1,288,723**	**671,588**	**54,452**	**54,452**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-190,871**																							
Interest		6,346	6,441	22,460	41,311	69,702	98,518	105,247	112,077	109,753	98,136	77,088	55,724	40,807	25,667	10,299	0	0	0	0	0	0	0	0
Profit on Costs																								2,285,391
Profit on GDV																								168,300
Cash Flow	-423,083	-6,346	-1,067,914	-1,256,730	-1,892,717	-1,921,107	-448,595	-455,324	154,981	774,441	1,403,193	1,424,241	994,467	1,009,384	1,024,525	1,039,893	1,050,191	1,050,191	0	0	0	0	0	-2,453,691
Opening Balanc	0																							
Closing Balance	-423,083	-429,430	-1,497,344	-2,754,074	-4,646,791	-6,567,898	-7,016,493	-7,471,817	-7,316,836	-6,542,394	-5,139,201	-3,714,961	-2,720,494	-1,711,110	-686,585	353,308	1,403,499	2,453,691	2,453,691	2,453,691	2,453,691	2,453,691	2,453,691	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	200,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	222,169	0	222,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	27,771	0	27,771	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	55,542	0	55,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	138,855	0	138,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	590,701	1,181,402	1,772,103	1,772,103	1,772,103	1,772,103	1,181,402	590,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,408,466		**533,359**	533,359	533,359	533,359	533,359	533,359	533,359	533,359	533,359	533,359												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	14,768	29,535	44,303	44,303	44,303	44,303	29,535	14,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	10,000	20,000	30,000	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	148,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	46,673	46,673	46,673	46,673	46,673	46,673	32,648	32,648	32,648	32,648	32,648	32,648	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,779	7,779	7,779	7,779	7,779	7,779	5,441	5,441	5,441	5,441	5,441	5,441	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-4,588,648**	**0**	**1,593,165**	**1,764,296**	**2,384,764**	**2,384,764**	**2,439,217**	**2,439,217**	**1,823,748**	**1,208,280**	**587,811**	**587,811**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	17,304	53,335	67,386	81,649	86,893	82,984	69,709	56,235	41,326	26,193	10,833	0	0	0	0	0	0	0	0
Profit on cost																								2,249,268
Profit on GDV																								168,300
Cash Flow	4,588,648	0	-1,593,165	-1,764,296	-2,384,764	-2,402,068	-936,770	-950,822	-349,615	260,609	884,987	898,261	993,956	1,008,866	1,023,999	1,039,359	1,050,191	1,050,191	0	0	0	0	0	-2,417,568
Opening Balance	0																							
Closing Balance	4,588,648	4,588,648	2,995,484	1,231,188	-1,153,576	-3,555,644	-4,492,414	-5,443,236	-5,792,851	-5,532,242	-4,647,256	-3,748,994	-2,755,038	-1,746,172	-722,173	317,186	1,367,377	2,417,568	2,417,568	2,417,568	2,417,568	2,417,568	2,417,568	0

Extracare 25% v1
Site 20

SITE NAME	Site 20	Extracare

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			60			
Market Housing	71.1	70%	42	4,375	13,059,375	2,985
Shared Ownership	70.8	0%	0	3,063	0	0
Affordable Rent	70.8	30%	18	2,200	2,805,000	1,275
Social Rent	70.8	0%	0	1,504	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.50 ha		120 /ha		15,864,375	4,260
SITE AREA - Gross	0.50 ha		120 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-983,249	-1,966,499	-1,966,499
Alternative Use Value	800,000		1,600,000
Uplift 20%	160,000		320,000
Plus /ha 0	0		0
Viability Threshold	960,000		1,920,000
	£/m2		
Additional Profit	-2,070,622	-694	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-16,387		-983,249	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-14,749	-14,749	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	476,235		
	QS / PM	0.50%	59,529		
	Planning Consultants	1.00%	119,059		
	Other Professional	2.50%	297,647	976,950	
CONSTRUCTION					
	Build Cost - BCIS Based	2,496	10,632,617		
	s106 / CIL		30,000		
	Contingency	5.00%	531,631		
	Abnormals		711,631	11,905,879	
FINANCE					
	Fees		144,000		
	Interest	6.00%			
	Legal and Valuation		0	144,000	
SALES					
	Agents	3.0%	475,931		
	Legals	0.5%	79,322		
	Misc.		0	555,253	**12,584,085**

Developers Profit			
	% Market DV	17.50%	**2,285,391**
	% Affordable DV	6.00%	**168,300**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-983,249
	Total	0

Stamp duty calc - Add Profit			
Land payment			960,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**
Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	2,096	
Over Extra	65	3.10%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	0	
Small Sites	0	0%
Site Costs	335	16%
	2,496	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281	1,088,281						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	467,500	467,500	467,500	467,500	467,500	467,500	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-14,749																							
Planning Fee	24,480																							
Architects	238,118		238,118																					
QS	29,765		29,765																					
Planning Consultants	59,529		59,529																					
Other Professional	148,823		148,823																					
Build Cost - BCIS Base		0	590,701	1,181,402	1,772,103	1,772,103	1,772,103	1,772,103	1,181,402	590,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	29,535	59,070	88,605	88,605	88,605	88,605	59,070	29,535	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	39,535	79,070	118,605	118,605	118,605	118,605	79,070	39,535	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	144,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	46,673	46,673	46,673	46,673	46,673	46,673	32,648	32,648	32,648	32,648	32,648	32,648	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,779	7,779	7,779	7,779	7,779	7,779	5,441	5,441	5,441	5,441	5,441	5,441	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**629,966**	**0**	**1,137,673**	**1,322,875**	**1,984,313**	**1,984,313**	**2,038,766**	**2,038,766**	**1,377,328**	**715,890**	**54,452**	**54,452**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-983,249																							
Interest		0	0	11,766	31,785	62,027	92,722	101,358	110,123	109,098	98,136	77,088	55,724	40,807	25,667	10,299	0	0	0	0	0	0	0	0
Profit on Costs																								2,285,391
Profit on GDV																								168,300
Cash Flow	353,283	0	-1,137,673	-1,334,641	-2,016,099	-2,046,340	-575,706	-584,342	68,331	730,793	1,403,193	1,424,241	994,467	1,009,384	1,024,525	1,039,893	1,050,191	1,050,191	0	0	0	0	0	-2,453,691
Opening Balanc	0																							
Closing Balance	353,283	353,283	-784,390	-2,119,031	-4,135,130	-6,181,470	-6,757,177	-7,341,518	-7,273,188	-6,542,394	-5,139,201	-3,714,961	-2,720,494	-1,711,110	-686,585	353,308	1,403,499	2,453,691	2,453,691	2,453,691	2,453,691	2,453,691	2,453,691	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,555,781**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**1,088,281**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	960,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	14,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	238,118	0	238,118	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	29,765	0	29,765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	59,529	0	59,529	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	148,823	0	148,823	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	590,701	1,181,402	1,772,103	1,772,103	1,772,103	1,772,103	1,181,402	590,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-207,062	-207,062	-207,062	-207,062	-207,062	-207,062	-207,062	-207,062	-207,062	-207,062												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	29,535	59,070	88,605	88,605	88,605	88,605	59,070	29,535	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	39,535	79,070	118,605	118,605	118,605	118,605	79,070	39,535	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	144,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	46,673	46,673	46,673	46,673	46,673	46,673	32,648	32,648	32,648	32,648	32,648	32,648	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,779	7,779	7,779	7,779	7,779	7,779	5,441	5,441	5,441	5,441	5,441	5,441	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**1,619,115**	**0**	**928,944**	**1,112,480**	**1,777,251**	**1,777,251**	**1,831,703**	**1,831,703**	**1,171,932**	**512,161**	**-152,610**	**-152,610**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**38,090**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		24,287	24,651	38,955	56,226	83,729	111,643	117,457	123,358	119,450	105,588	81,546	57,143	42,247	27,128	11,782	0	0	0	0	0	0	0	0
Profit on cost																								2,185,026
Profit on GDV																								168,300
Cash Flow	-1,619,115	-24,287	-953,595	-1,151,435	-1,833,477	-1,860,980	-387,565	-393,379	260,491	924,170	1,602,804	1,626,846	993,049	1,007,944	1,023,063	1,038,409	1,050,191	1,050,191	0	0	0	0	0	-2,353,326
Opening Balance	0																							
Closing Balance	-1,619,115	-1,643,402	-2,596,997	-3,748,432	-5,581,909	-7,442,889	-7,830,454	-8,223,833	-7,963,342	-7,039,172	-5,436,368	-3,809,523	-2,816,474	-1,808,530	-785,467	252,943	1,303,134	2,353,326	2,353,326	2,353,326	2,353,326	2,353,326	2,353,326	0

Appendix 17 – Appraisals – Student Housing

The pages in this appendix are not numbered.

Student Cover

Student Housing

10/12/2021
10:54

Student
Site make up

Number	1	Units	NET Area	Density erage Unit Size		Developed	Density		Total Cost	Rate
				Units/ha	m2	m2	m2/ha			£/m2
Cluster 60		**60**	**0.50**	**120.00**	**15**	**900**	**1,800**		**2,638,980**	**2,932.20**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	60		15.00	900.00	35%	2,172	2,638,980
	2	0			0.00			0
Terrace	2	0			0.00			0
	3	0			0.00			0
Semi	2	0			0.00			0
	3	0			0.00			0
Det	3	0			0.00			0
	4	0			0.00			0
	5	0			0.00			0
Flat 1 High*	1	0			0.00			0
Flat 2 High*	2	0			0.00			0
Flat 3 High*	3	0			0.00			0
Affordable								
Flat	1	0			0.00		2,172	0
	2	0			0.00		0	0
Terrace	2	0			0.00		0	0
	3	0			0.00		0	0
Semi	2	0			0.00		0	0
	3	0			0.00		0	0
Det	3	0			0.00		0	0
	4	0			0.00		0	0
	5	0			0.00		0	0
Flat 1 High*	1	0			0.00		0	0
Flat 2 High*	2	0			0.00		0	0
Flat 3 High*	3	0			0.00		0	0

Number	2	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha			£/m2
Cluster 175		**175**	**0.25**	**700.00**	**15**	**2,625**	**10,500**		**7,697,025**	**2,932.20**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	175		15.00	2,625.00	35%	2,172	7,697,025
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Student
Site make up

Affordable								
Flat	1	0		0.00	0.00		2,172	0
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Number 3 Units Area Density erage Unit Size Developed Density Total Cost Rate

					Student Site make up			
		ha	Units/ha	m2	m2	m2/ha		£/m2
Cluster 500	**500**	**0.75**	**666.67**	**15**	**7,500**	**10,000**	**21,991,500**	**2,932.20**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	500		15.00	7,500.00	35%	2,172	21,991,500
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	6	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0
Affordable							0	
Flat	1	0		0.00	0.00		2,172	0
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Number	4	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha			£/m2
Studio 60		**60**	**0.50**	**120.00**	**15**	**900**	**1,800**		**2,463,048**	**2,736.72**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	60		15.00	900.00	26%	2,172	2,463,048
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0
Affordable								

Student
Site make up

Flat	1	0		0.00	0.00		2,172	0
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Number 5 Units Area Density erage Unit Size Developed Density Total Cost Rate

Student
Site make up

		ha	Units/ha	m2	m2	m2/ha			£/m2
Studio 175	**175**	**0.25**	**700.00**	**23**	**4,025**	**16,100**		**11,015,298**	**2,736.72**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	175		23.00	4,025.00	26%	2,172	11,015,298
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0
Affordable								
Flat	1	0		0.00	0.00		2,172	0
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Number	6	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha			£/m2
Studio 500		**500**	**0.75**	**666.67**	**23**	**11,500**	**15,333**		**31,472,280**	**2,736.72**

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	500		23.00	11,500.00	26%	2,172	31,472,280
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0
Affordable								

Student
Site make up

Flat	1	0		0.00	0.00		2,172	0
	2	0		0.00	0.00		0	0
Terrace	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Semi	2	0		0.00	0.00		0	0
	3	0		0.00	0.00		0	0
Det	3	0		0.00	0.00		0	0
	4	0		0.00	0.00		0	0
	5	0		0.00	0.00		0	0
Flat 1 High*	1	0		0.00	0.00		0	0
Flat 2 High*	2	0		0.00	0.00		0	0
Flat 3 High*	3	0		0.00	0.00		0	0

Student
For Apps

				Site 1	Site 2	Site 3	Site 4	Site 5	Site 6
				Cluster 60	Cluster 175	Cluster 500	Studio 60	Studio 175	Studio 500
	Green/brown field			Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
	Use			Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
	Locality			0%	0%	0%	0%	0%	0%
Site Area	**Gross**	**ha**		0.05	0.25	0.75	0.05	0.25	0.75
	Net	ha		0.50	0.25	0.75	0.50	0.25	0.75
Units				60	175	500	60	175	500
Average Unit Size		m2		15.00	15.00	15.00	15.00	23.00	23.00
Mix	Intermediate to Buy				0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent				0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2		4,340	4,340	4,340	6,380	6,380	6,380
	Intermediate to Buy	£/m2		3,038	3,038	3,038	4,466	4,466	4,466
	Affordable Rent	£/m2			0	0	0	0	0
	Social Rent	£/m2			0	0	0	0	0
Grant and Subsi	Intermediate to Buy	£/unit							
	Affordable Rent	£/unit							
	Social Rent	£/unit							
Sales per Quarter									
Unit Build Time				3	3	3	3	3	3
Alternative Use Value		£/ha		1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
Up Lift %		%		20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha							
Easements etc		£		0	0	0	0	0	0
Legals / Acquisition		% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit		462	462	462	462	462	462
	>50	£/unit		138	138	138	138	138	138
Architects		%		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%
QS / PM		%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%		3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
BCIS		£/m2		2,932	2,932	2,932	2,737	2,737	2,737
Over Extra		%							
Energy		£/m2		3.00	3	3	3	3	3
Design		£/m2			0	0	0	0	0
Acc & Adpt		£/m2			0.0	0.0	0.0	0.0	0.0
Water		£/m2		1	1	1	1	1	1
Small Sites		%							
Site Costs		%		13.0%	13.0%	13.0%	13.0%	13.0%	13.0%
Pre CIL s106		£/Unit		500	500	500	500	500	500
Post CIL s106		£/Unit		500	500	500	500	500	500
		£/m2			0.00	0.00	0.00	0.00	0.00
LIT		%			0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site							
FINANCE	Fees	£		25,000	73,000	173,000	41,000	145,000	366,000
	Interest	%		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£							
SALES	Agents	%		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£			0	0	0	0	0
Developers Profi	% Market DV			17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	% Affordable DV			6.00%	6.00%	6.00%	6.00%	6.00%	6.00%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6
			Cluster 60	Cluster 175	Cluster 500	Studio 60	Studio 175	Studio 500
	Green/brown field		Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
	Use		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are	Gross	ha	0.05	0.25	0.75	0.05	0.25	0.75
	Net	ha	0.50	0.25	0.75	0.50	0.25	0.75
Units			60	175	500	60	175	500
Mix	Market		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
		£ site	80,000	400,000	1,200,000	80,000	400,000	1,200,000
Uplift		£/ha	320,000	320,000	320,000	320,000	320,000	320,000
		£ site	16,000	80,000	240,000	16,000	80,000	240,000
Viability Threshold		£/ha	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
		£ site	96,000	480,000	1,440,000	96,000	480,000	1,440,000
Residua	Gross	£/ha	-15,114,590	-8,187,057	-7,490,984	25,093,893	13,883,146	13,258,015
	Net	£/ha	-1,511,459	-8,187,057	-7,490,984	2,509,389	13,883,146	13,258,015
		£ site	-755,730	-2,046,764	-5,618,238	1,254,695	3,470,786	9,943,511
Additional Profit		£ site	-654,830	-2,075,230	-6,225,074	1,796,698	4,572,007	12,589,555
		£/m2	-728	-791	-830	1,302	1,136	1,095

Student
Site 1

SITE NAME	Site 1	Cluster 60

INCOME		Av Size m2		%	Number 60		Price £/m2	GDV £	GIA m2
Market Housing		15.0		100%	60		4,340	3,906,000	900
Shared Ownership		15.0		0%	0		3,038	0	0
Affordable Rent		15.0		0%	0		0	0	0
Social Rent		15.0		0%	0		0	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		0.50	ha		120	/ha		**3,906,000**	**900**
SITE AREA - Gross		0.05	ha		1,200	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-755,730**	**-1,511,459**	**-15,114,590**
Alternative Use Value	80,000	1,600,000	
Uplift 20%	16,000	320,000	
Plus /ha 0	0	0	
Viability Threshold	**96,000**		**1,920,000**
	£/m2		
Additional Profit	**-654,830**	**-728**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-12,595		-755,730	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-11,336	-11,336	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	132,568		
	QS / PM	0.50%	16,571		
	Planning Consultants	1.00%	33,142		
	Other Professional	3.50%	115,997	322,759	
CONSTRUCTION					
	Build Cost - BCIS Based	3,317	2,985,647		
	s106 / CIL		30,000		
	Contingency	5.00%	149,282		
	Abnormals		149,282	3,314,212	
FINANCE					
	Fees		25,000		
	Interest	6.00%			
	Legal and Valuation		0	25,000	
SALES					
	Agents	3.0%	117,180		
	Legals	0.5%	19,530		
	Misc.		0	136,710	**3,031,616**

Developers Profit			
	% Market DV	17.50%	**683,550**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-755,730
	Total	0

Stamp duty calc - Add Profit			
Land payment			96,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	2,932	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	381	13%
	3,317	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			30	30																				
Market Housing									3,906,000															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**3,906,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-11,336																							
Planning Fee	24,480																							
Architects	66,284		66,284																					
QS	8,286		8,286																					
Planning Consultants	16,571		16,571																					
Other Professional	57,999		57,999																					
Build Cost - BCIS Base		0	497,608	995,216	995,216	497,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	5,000	10,000	10,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	24,880	49,761	49,761	24,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	24,880	49,761	49,761	24,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	117,180	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	19,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**187,284**	**0**	**701,508**	**1,104,737**	**1,104,737**	**552,369**	**0**	**0**	**136,710**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-755,730**																							
Interest		0	0	1,996	18,597	35,447	44,264	44,928	45,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								683,550
Profit on GDV																								0
Cash Flow	568,446	0	-701,508	-1,106,733	-1,123,334	-587,816	-44,264	-44,928	3,723,688	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-683,550
Opening Balanc	0																							
Closing Balance	568,446	568,446	-133,062	-1,239,796	-2,363,130	-2,950,946	-2,995,210	-3,040,138	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	683,550	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**3,906,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	96,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	66,284	0	66,284	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,286	0	8,286	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	16,571	0	16,571	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	57,999	0	57,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	497,608	995,216	995,216	497,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-3,141,376		**248,655**	248,655	248,655	248,655	248,655	248,655	248,655	248,655	248,655	248,655												
Post CIL s106					15,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	24,880	49,761	49,761	24,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	24,880	49,761	49,761	24,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	117,180	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	19,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-2,845,316**	**0**	**945,163**	**1,343,392**	**1,358,392**	**811,023**	**248,655**	**248,655**	**385,365**	**248,655**	**248,655**	**248,655**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	12,024	24,370	28,466	32,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								567,226
Profit on GDV																								0
Cash Flow	2,845,316	0	-945,163	-1,343,392	-1,358,392	-823,048	-273,025	-277,120	3,488,013	-248,655	-248,655	-248,655	0	0	0	0	0	0	0	0	0	0	0	-567,226
Opening Balance	0																							
Closing Balance	2,845,316	2,845,316	1,900,154	556,762	-801,630	-1,624,678	-1,897,703	-2,174,823	1,313,190	1,064,535	815,881	567,226	567,226	567,226	567,226	567,226	567,226	567,226	567,226	567,226	567,226	567,226	567,226	0

Student
Site 2

SITE NAME	Site 2	Cluster 175

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	15.0		100%	175		4,340	11,392,500	2,625
Shared Ownership	15.0		0%	0		3,038	0	0
Affordable Rent	15.0		0%	0		0	0	0
Social Rent	15.0		0%	0		0	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.25	ha		700	/ha		**11,392,500**	**2,625**
SITE AREA - Gross	0.25	ha		700	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,046,764**	**-8,187,057**	**-8,187,057**
Alternative Use Value	400,000	1,600,000	
Uplift 20%	80,000	320,000	
Plus /ha 0	0	0	
Viability Threshold	**480,000**		**1,920,000**

	£/m2	
Additional Profit	**-2,075,230**	**-791**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-11,696		-2,046,764	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-30,701	-30,701	
PLANNING					
	Planning Fee		40,350		
	Architects	4.00%	386,658		
	QS / PM	0.50%	48,332		
	Planning Consultants	1.00%	96,665		
	Other Professional	3.50%	338,326	910,331	
CONSTRUCTION					
	Build Cost - BCIS Based	3,317	8,708,138		
	s106 / CIL		87,500		
	Contingency	5.00%	435,407		
	Abnormals		435,407	9,666,452	
FINANCE					
	Fees		73,000		
	Interest	6.00%			
	Legal and Valuation		0	73,000	
SALES					
	Agents	3.0%	341,775		
	Legals	0.5%	56,963		
	Misc.		0	398,738	**8,971,055**

Developers Profit			
	% Market DV	17.50%	**1,993,688**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	175		
No dwgs under	50	462	23,100
No dwgs over 5(	125	138	17,250
		Total	40,350

Stamp duty calc - Residual		
Land payment		-2,046,764
	Total	0

Stamp duty calc - Add Profit			
Land payment			480,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**87,500**

Post CIL s106	500	£/ Unit (all)	87,500
CIL	0	£/m2	0
		Total	**87,500**

Build Cost	/m2	
BCIS	2,932	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	381	13%
	3,317	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			45	45	45	40																		
Market Housing									11,392,500															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**11,392,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-30,701																							
Planning Fee	40,350																							
Architects	193,329		193,329																					
QS	24,166		24,166																					
Planning Consultants	48,332		48,332																					
Other Professional	169,163		169,163																					
Build Cost - BCIS Base		0	746,412	1,492,824	2,239,236	2,156,301	1,409,889	663,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	7,500	15,000	22,500	21,667	14,167	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	37,321	74,641	111,962	107,815	70,494	33,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	37,321	74,641	111,962	107,815	70,494	33,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	73,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	341,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	56,963	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**517,639**	**0**	**1,263,543**	**1,657,106**	**2,485,659**	**2,393,598**	**1,565,045**	**736,492**	**398,738**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,046,764																							
Interest		0	0	0	20,873	58,471	95,252	120,156	133,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								1,993,688
Profit on GDV																								0
Cash Flow	1,529,125	0	-1,263,543	-1,657,106	-2,506,532	-2,452,068	-1,660,296	-856,648	10,860,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,993,688
Opening Balanc	0																							
Closing Balance	1,529,125	1,529,125	265,582	-1,391,524	-3,898,056	-6,350,125	-8,010,421	-8,867,069	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	1,993,688	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**11,392,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	480,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	7,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	40,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	193,329	0	193,329	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,166	0	24,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	48,332	0	48,332	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	169,163	0	169,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	746,412	1,492,824	2,239,236	2,156,301	1,409,889	663,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,750,464		**467,523**	467,523	467,523	467,523	467,523	467,523	467,523	467,523	467,523	467,523												
Post CIL s106					22,500	22,500	22,500	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	37,321	74,641	111,962	107,815	70,494	33,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	37,321	74,641	111,962	107,815	70,494	33,174	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	73,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	341,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	56,963	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-5,714,924**	**0**	**1,723,567**	**2,109,629**	**2,953,182**	**2,861,954**	**2,040,901**	**1,217,348**	**866,261**	**467,523**	**467,523**	**467,523**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	16,072	59,242	90,744	110,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								1,655,586
Profit on GDV																								0
Cash Flow	5,714,924	0	-1,723,567	-2,109,629	-2,953,182	-2,878,026	-2,100,144	-1,308,093	10,415,873	-467,523	-467,523	-467,523	0	0	0	0	0	0	0	0	0	0	0	-1,655,586
Opening Balance	0																							
Closing Balance	5,714,924	5,714,924	3,991,357	1,881,727	-1,071,455	-3,949,481	-6,049,625	-7,357,717	3,058,156	2,590,633	2,123,109	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	1,655,586	0

Student
Site 3

SITE NAME	Site 3	Cluster 500

INCOME		Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing		15.0		100%	500		4,340	32,550,000	7,500
Shared Ownership		15.0		0%	0		3,038	0	0
Affordable Rent		15.0		0%	0		0	0	0
Social Rent		15.0		0%	0		0	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		0.75	ha		667	/ha		**32,550,000**	**7,500**
SITE AREA - Gross		0.75	ha		667	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-5,618,238**	**-7,490,984**	**-7,490,984**
Alternative Use Value	1,200,000		1,600,000
Uplift 20%	240,000		320,000
Plus /ha 0	0		0
Viability Threshold	**1,440,000**		**1,920,000**
	£/m2		
Additional Profit	**-6,225,074**	**-830**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-11,236		-5,618,238
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-84,274	-84,274
PLANNING				
	Planning Fee		85,200	
	Architects	4.00%	1,104,737	
	QS / PM	0.50%	138,092	
	Planning Consultants	1.00%	276,184	
	Other Professional	3.50%	966,645	2,570,859
CONSTRUCTION				
	Build Cost - BCIS Based	3,317	24,880,395	
	s106 / CIL		250,000	
	Contingency	5.00%	1,244,020	
	Abnormals		1,244,020	27,618,435
FINANCE				
	Fees		173,000	
	Interest	6.00%		
	Legal and Valuation		0	173,000
SALES				
	Agents	3.0%	976,500	
	Legals	0.5%	162,750	
	Misc.		0	1,139,250 **25,799,032**

Developers Profit			
	% Market DV	17.50%	**5,696,250**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual	
Land payment	-5,618,238
Total	0

Stamp duty calc - Add Profit		
Land payment		1,440,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	2,932	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	381	13%
	3,317	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			75	75	75	75	75	75	50															
Market Housing										32,550,000														
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**32,550,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-84,274																							
Planning Fee	85,200																							
Architects	552,369		552,369																					
QS	69,046		69,046																					
Planning Consultants	138,092		138,092																					
Other Professional	483,323		483,323																					
Build Cost - BCIS Base		0	1,244,020	2,488,040	3,732,059	3,732,059	3,732,059	3,732,059	3,317,386	2,073,366	829,347	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	37,500	37,500	33,333	20,833	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	62,201	124,402	186,603	186,603	186,603	186,603	165,869	103,668	41,467	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	62,201	124,402	186,603	186,603	186,603	186,603	165,869	103,668	41,467	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	173,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	976,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	162,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,416,756**	**0**	**2,623,751**	**2,761,843**	**4,142,765**	**4,142,765**	**4,142,765**	**4,142,765**	**3,682,458**	**3,440,786**	**920,614**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-5,618,238**																							
Interest		0	0	0	17,762	80,170	143,514	207,808	273,066	332,399	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								5,696,250
Profit on GDV																								0
Cash Flow	4,201,482	0	-2,623,751	-2,761,843	-4,160,527	-4,222,935	-4,286,279	-4,350,573	-3,955,524	28,776,815	-920,614	0	0	0	0	0	0	0	0	0	0	0	0	-5,696,250
Opening Balanc	0																							
Closing Balanc	4,201,482	4,201,482	1,577,731	-1,184,112	-5,344,639	-9,567,574	-13,853,853	-18,204,426	-22,159,950	6,616,864	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	5,696,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**32,550,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,440,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	21,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	552,369	0	552,369	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	69,046	0	69,046	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	138,092	0	138,092	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	483,323	0	483,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,244,020	2,488,040	3,732,059	3,732,059	3,732,059	3,732,059	3,317,386	2,073,366	829,347	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,345,833		**12,076**	12,076	12,076	12,076	12,076	12,076	12,076	12,076	12,076	12,076												
Post CIL s106					37,500	37,500	37,500	37,500	37,500	37,500	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	62,201	124,402	186,603	186,603	186,603	186,603	165,869	103,668	41,467	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	62,201	124,402	186,603	186,603	186,603	186,603	165,869	103,668	41,467	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	173,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	976,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	162,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-3,383,203**	**0**	**2,623,327**	**2,748,919**	**4,154,841**	**4,154,841**	**4,154,841**	**4,154,841**	**3,698,700**	**3,469,529**	**949,357**	**12,076**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	29,836	92,606	156,318	220,985	286,622	346,402	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								4,679,162
Profit on GDV																								0
Cash Flow	3,383,203	0	-2,623,327	-2,748,919	-4,184,677	-4,247,447	-4,311,159	-4,375,826	-3,985,323	28,734,069	-949,357	-12,076	0	0	0	0	0	0	0	0	0	0	0	-4,679,162
Opening Balance	0																							
Closing Balance	3,383,203	3,383,203	759,876	-1,989,043	-6,173,720	-10,421,167	-14,732,325	-19,108,151	-23,093,474	5,640,595	4,691,238	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	4,679,162	0

Student
Site 4

SITE NAME	Site 4	Studio 60

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
				60				
Market Housing	23.0		100%	60		6,380	8,804,400	1,380
Shared Ownership	23.0		0%	0		4,466	0	0
Affordable Rent	23.0		0%	0		0	0	0
Social Rent	23.0		0%	0		0	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.50	ha		120	/ha		**8,804,400**	**1,380**
SITE AREA - Gross	0.05	ha		1,200	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,254,695	2,509,389	25,093,893
Alternative Use Value	80,000		1,600,000
Uplift 20%	16,000		320,000
Plus /ha 0	0		0
Viability Threshold	**96,000**		**1,920,000**
	£/m2		
Additional Profit	1,796,698	1,302	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				1,254,695	
	Land	20,912			
	Stamp Duty		52,235		
	Easements etc.		0		
	Legals Acquisition	1.50%	18,820	71,055	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	189,219		
	QS / PM	0.50%	23,652		
	Planning Consultants	1.00%	47,305		
	Other Professional	3.50%	165,567	450,223	
CONSTRUCTION					
	Build Cost - BCIS Based	3,096	4,273,161		
	s106 / CIL		30,000		
	Contingency	5.00%	213,658		
	Abnormals		213,658	4,730,477	
FINANCE					
	Fees		41,000		
	Interest	6.00%			
	Legal and Valuation		0	41,000	
SALES					
	Agents	3.0%	264,132		
	Legals	0.5%	44,022		
	Misc.		0	308,154	**6,855,604**

Developers Profit			
	% Market DV	17.50%	**1,540,770**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		1,254,695
	Total	52,235

Stamp duty calc - Add Profit			
Land payment			96,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	4,800

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	2,737	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	356	13%
	3,096	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10	10																
Market Housing									8,804,400															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**8,804,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	52,235																							
Easements etc.	0																							
Legals Acquisition	18,820																							
Planning Fee	24,480																							
Architects	94,610		94,610																					
QS	11,826		11,826																					
Planning Consultants	23,652		23,652																					
Other Professional	82,783		82,783																					
Build Cost - BCIS Base		0	237,398	474,796	712,194	712,194	712,194	712,194	474,796	237,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	11,870	23,740	35,610	35,610	35,610	35,610	23,740	11,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	11,870	23,740	35,610	35,610	35,610	35,610	23,740	11,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	41,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	264,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	44,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**349,407**	**0**	**475,676**	**525,609**	**788,413**	**788,413**	**788,413**	**788,413**	**833,763**	**262,804**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,254,695**																							
Interest		24,062	24,422	31,924	40,287	52,717	65,334	78,141	91,139	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								1,540,770
Profit on GDV																								0
Cash Flow	-1,604,101	-24,062	-500,098	-557,533	-828,700	-841,130	-853,747	-866,553	7,879,499	-262,804	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,540,770
Opening Balanc	0																							
Closing Balanc	-1,604,101	-1,628,163	-2,128,261	-2,685,794	-3,514,493	-4,355,624	-5,209,371	-6,075,924	1,803,574	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	1,540,770	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**8,804,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	96,000																							
Stamp Duty	4,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	94,610	0	94,610	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	11,826	0	11,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	23,652	0	23,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	82,783	0	82,783	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	237,398	474,796	712,194	712,194	712,194	712,194	474,796	237,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,941,144		**773,784**	773,784	773,784	773,784	773,784	773,784	773,784	773,784	773,784	773,784												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	11,870	23,740	35,610	35,610	35,610	35,610	23,740	11,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	11,870	23,740	35,610	35,610	35,610	35,610	23,740	11,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	41,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	264,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	44,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-5,560,553**	**0**	**1,247,793**	**1,296,059**	**1,562,197**	**1,562,197**	**1,562,197**	**1,562,197**	**1,609,213**	**1,039,922**	**773,784**	**773,784**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	0	1,615	25,073	48,882	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								1,300,039
Profit on GDV																								0
Cash Flow	5,560,553	0	-1,247,793	-1,296,059	-1,562,197	-1,562,197	-1,563,812	-1,587,270	7,146,305	-1,039,922	-773,784	-773,784	0	0	0	0	0	0	0	0	0	0	0	-1,300,039
Opening Balance	0																							
Closing Balance	5,560,553	5,560,553	4,312,759	3,016,700	1,454,503	-107,694	-1,671,507	-3,258,776	3,887,529	2,847,607	2,073,823	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	1,300,039	0

Student
Site 5

SITE NAME	Site 5	Studio 175

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	23.0	100%	175		6,380	25,679,500	4,025
Shared Ownership	23.0	0%	0		4,466	0	0
Affordable Rent	23.0	0%	0		0	0	0
Social Rent	23.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.25 ha		700	/ha		**25,679,500**	**4,025**
SITE AREA - Gross	0.25 ha		700	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**3,470,786**	**13,883,146**	**13,883,146**
Alternative Use Value	400,000	1,600,000	
Uplift 20%	80,000	320,000	
Plus /ha 0	0	0	
Viability Threshold	**480,000**		**1,920,000**

£/m2

Additional Profit	**4,572,007**	**1,136**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	19,833		3,470,786	
	Stamp Duty		163,039		
	Easements etc.		0		
	Legals Acquisition	1.50%	52,062	215,101	
PLANNING					
	Planning Fee		40,350		
	Architects	4.00%	551,889		
	QS / PM	0.50%	68,986		
	Planning Consultants	1.00%	137,972		
	Other Professional	3.50%	482,903	1,282,100	
CONSTRUCTION					
	Build Cost - BCIS Based	3,096	12,463,387		
	s106 / CIL		87,500		
	Contingency	5.00%	623,169		
	Abnormals		623,169	13,797,225	
FINANCE					
	Fees		145,000		
	Interest	6.00%			
	Legal and Valuation		0	145,000	
SALES					
	Agents	3.0%	770,385		
	Legals	0.5%	128,398		
	Misc.		0	898,783	**19,808,996**

Developers Profit			
	% Market DV	17.50%	**4,493,913**
	% Affordable DV	6.00%	**0**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	175		
No dwgs under	50	462	23,100
No dwgs over 5(	125	138	17,250
		Total	40,350

Stamp duty calc - Residual		
Land payment		3,470,786
	Total	163,039

Stamp duty calc - Add Profit			
Land payment			480,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	24,000

Pre CIL s106	500	£/ Unit (all)	
		Total	**87,500**

Post CIL s106	500	£/ Unit (all)	87,500
CIL	0	£/m2	0
		Total	**87,500**

Build Cost	/m2	
BCIS	2,737	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	356	13%
	3,096	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			45	45	45	40																		
Market Housing									25,679,500															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**25,679,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	163,039																							
Easements etc.	0																							
Legals Acquisition	52,062																							
Planning Fee	40,350																							
Architects	275,945		275,945																					
QS	34,493		34,493																					
Planning Consultants	68,986		68,986																					
Other Professional	241,451		241,451																					
Build Cost - BCIS Base		0	1,068,290	2,136,581	3,204,871	3,086,172	2,017,882	949,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	7,500	15,000	22,500	21,667	14,167	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	53,415	106,829	160,244	154,309	100,894	47,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	53,415	106,829	160,244	154,309	100,894	47,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	145,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	770,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	128,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,021,326**	**0**	**1,803,494**	**2,365,239**	**3,547,858**	**3,416,456**	**2,233,836**	**1,051,217**	**898,783**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**3,470,786**																							
Interest		67,382	68,392	96,471	133,396	188,615	242,691	279,839	299,805	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								4,493,913
Profit on GDV																								0
Cash Flow	-4,492,113	-67,382	-1,871,887	-2,461,709	-3,681,254	-3,605,071	-2,476,528	-1,331,056	24,480,913	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,493,913
Opening Balanc	0																							
Closing Balanc	-4,492,113	-4,559,494	-6,431,381	-8,893,091	-12,574,345	-16,179,416	-18,655,944	-19,987,000	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	4,493,913	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**25,679,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	480,000																							
Stamp Duty	24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	7,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	40,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	275,945	0	275,945	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	34,493	0	34,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	68,986	0	68,986	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	241,451	0	241,451	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,068,290	2,136,581	3,204,871	3,086,172	2,017,882	949,591	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,536,456		**1,010,846**	1,010,846	1,010,846	1,010,846	1,010,846	1,010,846	1,010,846	1,010,846	1,010,846	1,010,846												
Post CIL s106					22,500	22,500	22,500	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	53,415	106,829	160,244	154,309	100,894	47,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	53,415	106,829	160,244	154,309	100,894	47,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	145,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	770,385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	128,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-4,219,031**	**0**	**2,806,841**	**3,361,085**	**4,558,704**	**4,428,135**	**3,253,016**	**2,075,397**	**1,909,629**	**1,010,846**	**1,010,846**	**1,010,846**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	29,233	98,052	165,945	217,230	251,619	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								3,711,105
Profit on GDV																								0
Cash Flow	4,219,031	0	-2,806,841	-3,361,085	-4,587,938	-4,526,188	-3,418,961	-2,292,626	23,518,252	-1,010,846	-1,010,846	-1,010,846	0	0	0	0	0	0	0	0	0	0	0	-3,711,105
Opening Balance	0																							
Closing Balance	4,219,031	4,219,031	1,412,190	-1,948,895	-6,536,833	-11,063,020	-14,481,982	-16,774,608	6,743,644	5,732,798	4,721,951	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	3,711,105	0

Student
Site 6

SITE NAME	Site 6	Studio 500

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	23.0	100%	500		6,380	73,370,000	11,500
Shared Ownership	23.0	0%	0		4,466	0	0
Affordable Rent	23.0	0%	0		0	0	0
Social Rent	23.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.75 ha		667	/ha		**73,370,000**	**11,500**
SITE AREA - Gross	0.75 ha		667	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	9,943,511	13,258,015	13,258,015
Alternative Use Value	1,200,000	1,600,000	
Uplift 20%	240,000	320,000	
Plus /ha 0	0	0	
Viability Threshold	**1,440,000**		**1,920,000**
	£/m2		
Additional Profit	12,589,555	1,095	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				9,943,511	
	Land	19,887			
	Stamp Duty		486,676		
	Easements etc.		0		
	Legals Acquisition	1.50%	149,153	635,828	
PLANNING					
	Planning Fee		85,200		
	Architects	4.00%	1,576,826		
	QS / PM	0.50%	197,103		
	Planning Consultants	1.00%	394,206		
	Other Professional	3.50%	1,379,723	3,633,058	
CONSTRUCTION					
	Build Cost - BCIS Based	3,096	35,609,676		
	s106 / CIL		250,000		
	Contingency	5.00%	1,780,484		
	Abnormals		1,780,484	39,420,644	
FINANCE					
	Fees		366,000		
	Interest	6.00%			
	Legal and Valuation		0	366,000	
SALES					
	Agents	3.0%	2,201,100		
	Legals	0.5%	366,850		
	Misc.		0	2,567,950	**56,566,992**

Developers Profit			
	% Market DV	17.50%	**12,839,750**
	% Affordable DV	6.00%	**0**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual		
Land payment		9,943,511
	Total	486,676

Stamp duty calc - Add Profit			
Land payment			1,440,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	72,000

Pre CIL s106	500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	2,737	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	356	13%
	3,096	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			75	75	75	75	75	75	50															
Market Housing										73,370,000														
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**73,370,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	486,676																							
Easements etc.	0																							
Legals Acquisition	149,153																							
Planning Fee	85,200																							
Architects	788,413		788,413																					
QS	98,552		98,552																					
Planning Consultants	197,103		197,103																					
Other Professional	689,861		689,861																					
Build Cost - BCIS Base		0	1,780,484	3,560,968	5,341,451	5,341,451	5,341,451	5,341,451	4,747,957	2,967,473	1,186,989	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	37,500	37,500	33,333	20,833	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	89,024	178,048	267,073	267,073	267,073	267,073	237,398	148,374	59,349	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	89,024	178,048	267,073	267,073	267,073	267,073	237,398	148,374	59,349	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	366,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	2,201,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	366,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**2,860,957**	**0**	**3,744,961**	**3,942,064**	**5,913,097**	**5,913,097**	**5,913,097**	**5,913,097**	**5,256,086**	**5,853,004**	**1,314,021**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**9,943,511**																							
Interest		192,067	194,948	254,047	316,988	410,440	505,293	601,568	699,288	788,619	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								12,839,750
Profit on GDV																								0
Cash Flow	-12,804,469	-192,067	-3,939,909	-4,196,111	-6,230,085	-6,323,536	-6,418,389	-6,514,665	-5,955,374	66,728,377	-1,314,021	0	0	0	0	0	0	0	0	0	0	0	0	-12,839,750
Opening Balanc	0																							
Closing Balanc	-12,804,469	-12,996,536	-16,936,445	-21,132,556	-27,362,641	-33,686,177	-40,104,566	-46,619,231	-52,574,606	14,153,771	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	12,839,750	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**73,370,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,440,000																							
Stamp Duty	72,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	21,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	788,413	0	788,413	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	98,552	0	98,552	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	197,103	0	197,103	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	689,861	0	689,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	1,780,484	3,560,968	5,341,451	5,341,451	5,341,451	5,341,451	4,747,957	2,967,473	1,186,989	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,131,824		**1,772,138**	1,772,138	1,772,138	1,772,138	1,772,138	1,772,138	1,772,138	1,772,138	1,772,138	1,772,138												
Post CIL s106					37,500	37,500	37,500	37,500	37,500	37,500	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	89,024	178,048	267,073	267,073	267,073	267,073	237,398	148,374	59,349	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	89,024	178,048	267,073	267,073	267,073	267,073	237,398	148,374	59,349	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	366,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	2,201,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	366,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	**-1,373,095**	**0**	**5,504,599**	**5,689,202**	**7,685,234**	**7,685,234**	**7,685,234**	**7,685,234**	**7,032,390**	**7,641,808**	**3,102,826**	**1,772,138**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	61,973	148,240	265,742	385,007	506,061	628,930	743,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								10,519,391
Profit on GDV																								0
Cash Flow	1,373,095	0	-5,504,599	-5,751,175	-7,833,475	-7,950,977	-8,070,241	-8,191,295	-7,661,320	64,984,342	-3,102,826	-1,772,138	0	0	0	0	0	0	0	0	0	0	0	-10,519,391
Opening Balance	0																							
Closing Balance	1,373,095	1,373,095	-4,131,504	-9,882,679	-17,716,153	-25,667,130	-33,737,371	-41,928,667	-49,589,987	15,394,355	12,291,529	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	10,519,391	0

Appendix 18 – Appraisals – Non-Residential Development

The pages in this appendix are not numbered.

Non-residential, Greenfield

Results (2)

				Offices - Park	Offices - Central	Industrial	Industrial - Hoo	Distribution
		CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**
Income	m2			2,000	2,000	4,000	400	4,000
	£/m2			3,000	3,000	1,725	1,297	3,385
	Capital Value			**5,400,000**	**5,400,000**	**6,555,000**	**518,800**	**13,540,000**
	Buyers Costs		4.50%	243,000	243,000	294,975	23,346	609,300
	Capital Value			**5,157,000**	**5,157,000**	**6,260,025**	**495,454**	**12,930,700**
Costs	Land Used	Coverage		50%	320%	40%	40%	35%
		ha		0.400	0.063	1.000	0.100	1.143
			£/ha	50,000	50,000	50,000	50,000	50,000
			Uplift £/ha	350,000	350,000	350,000	350,000	350,000
			20.00%	0	0	0	0	10,000
			Site Cost	**160,000**	**25,000**	**400,000**	**40,000**	**468,571**
	Stamp Duty (on VT)		4.00%	6,400	1,000	16,000	1,600	18,743
	Acquisition		1.50%	2,400	375	6,000	600	7,029
	Strategic Promotion			0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,980	2,077	819	927	859
			£	3,960,000	4,154,000	3,276,000	370,800	3,436,000
	Infrastructure		15.00%	594,000	623,100	491,400	55,620	515,400
	Abnormals		5.00%	0	0	0	0	0
	Fees		8.00%	364,320	382,168	301,392	34,114	316,112
	S106			0	0	0	0	0
	CIL			0	0	0	0	0
	Contingency		2.5% & 5%	113,850	119,428	94,185	10,661	98,785
	Finance Costs			200,000	200,000	300,000	100,000	100,000
	Sales		2.50%	67,500	67,500	81,938	6,485	169,250
	Misc. Financial			10,000	10,000	10,000	10,000	10,000
	Subtotal			**5,328,470**	**5,567,571**	**4,586,915**	**599,879**	**4,681,318**
	Interest		6.00%	159,854	167,027	137,607	17,996	140,440
	Profit % GDV		15.00%	773,550	773,550	939,004	74,318	1,939,605
				0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS			**6,261,874**	**6,508,148**	**5,663,526**	**692,194**	**6,761,363**
Residual Land Worth		**Site**		**-1,104,874**	**-1,351,148**	**596,499**	**-196,740**	**6,169,337**
	Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000
	Viability Threshold	£/ha		400,000	400,000	400,000	400,000	410,000
	Residual Value	£/ha		-2,762,185	-21,618,362	596,499	-1,967,396	5,398,170
	Additional Profit			-1,264,874	-1,376,148	196,499	-236,740	5,700,766
				-632	-688	49	-592	1,425

				Prime Retail	Secondary Retail	Supermarket	Retail Warehouse x8	Hotel
		CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**
Income	m2			200	200	1,200	4,400	1,755
	£/m2			3,370	1,250	5,400	4,000	3,300
	Capital Value			**674,000**	**250,000**	**6,480,000**	**17,600,000**	**5,791,500**
	Buyers Costs		4.50%	30,330	11,250	291,600	792,000	260,618
	Capital Value			**643,670**	**238,750**	**6,188,400**	**16,808,000**	**5,530,883**
Costs	Land Used	Coverage		80%	80%	40%	40%	40%
		ha		0.025	0.025	0.300	1.100	0.439
			£/ha	50,000	50,000	50,000	50,000	50,000
			Uplift £/ha	350,000	350,000	350,000	350,000	350,000
			20.00%	0	0	0	0	0
			Site Cost	**10,000**	**10,000**	**120,000**	**440,000**	**175,500**
	Stamp Duty (on VT)		4.00%	400	400	4,800	17,600	7,020
	Acquisition		1.50%	150	150	1,800	6,600	2,633
	Strategic Promotion			0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,374	1,374	1,566	881	1,874
			£	274,800	274,800	1,879,200	3,876,400	3,288,870
	Infrastructure		15.00%	41,220	41,220	281,880	581,460	493,331
	Abnormals		5.00%	0	0	0	0	0
	Fees		8.00%	25,282	25,282	172,886	356,629	302,576
	S106			0	0	0	0	0
	CIL			0	0	0	0	0
	Contingency		2.5% & 5%	7,901	7,901	54,027	111,447	94,555
	Finance Costs			300,000	100,000	200,000	25,000	100,000
	Sales		2.50%	8,425	3,125	81,000	220,000	72,394
	Misc. Financial			10,000	25,000	25,000	25,000	15,000
	Subtotal			**678,177**	**487,877**	**2,710,593**	**5,230,135**	**4,386,378**
	Interest		6.00%	20,345	14,636	81,318	156,904	131,591
	Profit % GDV		15.00%	96,551	35,813	928,260	2,521,200	829,632
				0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS			**795,073**	**538,326**	**3,720,171**	**7,908,239**	**5,347,602**
Residual Land Worth		**Site**		**-151,403**	**-299,576**	**2,468,229**	**8,899,761**	**183,281**
	Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000
	Viability Threshold	£/ha		400,000	400,000	400,000	400,000	400,000
	Residual Value	£/ha		-6,056,117	-11,983,037	8,227,429	8,090,691	417,734
	Additional Profit			-161,403	-309,576	2,348,229	8,459,761	7,781
				-807	-1,548	1,957	1,923	4

Non-residential, Brownfield

Results (2)

				Offices - Central	Offices - Park	Industrial	Industrial - Hoo	Distribution
		CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**
Income	m2			2,000	2,000	4,000	400	4,000
	£/m2			2,750	3,000	1,725	1,297	3,385
	Capital Value			**4,950,000**	**5,400,000**	**6,555,000**	**518,800**	**13,540,000**
	Buyers Costs		4.50%	222,750	243,000	294,975	23,346	609,300
	Capital Value			**4,727,250**	**5,157,000**	**6,260,025**	**495,454**	**12,930,700**
Costs	Land Used	Coverage		320%	50%	40%	40%	35%
		ha		0.063	0.400	1.000	0.100	1.143
			£/ha	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
		Uplift £/ha		0	0	0	0	0
			20.00%	320,000	320,000	320,000	320,000	320,000
			Site Cost	**120,000**	**768,000**	**1,920,000**	**192,000**	**2,194,286**
	Stamp Duty (on VT)		4.00%	4,800	30,720	76,800	7,680	87,771
	Acquisition		1.50%	1,800	11,520	28,800	2,880	32,914
	Strategic Promotion			0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000
	Construction		/m2	2,077	1,980	819	927	859
			£	4,154,000	3,960,000	3,276,000	370,800	3,436,000
	Infrastructure		15.00%	623,100	594,000	491,400	55,620	515,400
	Abnormals		5.00%	238,855	227,700	188,370	21,321	0
	Fees		8.00%	401,276	382,536	316,462	35,819	316,112
	S106			0	0	0	0	0
	CIL			0	0	0	0	0
	Contingency		2.5% & 5%	250,798	239,085	197,789	22,387	98,785
	Finance Costs			200,000	200,000	300,000	100,000	100,000
	Sales		2.50%	61,875	67,500	81,938	6,485	169,250
	Misc. Financial			10,000	10,000	10,000	10,000	10,000
	Subtotal			**5,956,504**	**5,733,061**	**4,977,558**	**642,992**	**4,776,233**
	Interest		6.00%	178,695	171,992	149,327	19,290	143,287
	Profit % GDV		15.00%	709,088	773,550	939,004	74,318	1,939,605
				0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS			**6,844,287**	**6,678,603**	**6,065,888**	**736,600**	**6,859,125**
Residual Land Worth		**Site**		**-2,117,037**	**-1,521,603**	**194,137**	**-241,146**	**6,071,575**
	Existing Use Value	£/ha		1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
	Viability Threshold	£/ha		1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
	Residual Value	£/ha		-33,872,588	-3,804,007	194,137	-2,411,462	5,312,628
	Additional Profit			-2,237,037	-2,289,603	-1,725,863	-433,146	3,877,290
				-1,119	-1,145	-431	-1,083	969

				Prime Retail	Secondary Retail	Supermarket	Retail Warehouse	Hotel
		CIL	**£/m2**	**0**	**0**	**0**	**0**	**0**
Income	m2			200	200	1,200	4,000	1,755
	£/m2			3,370	1,250	5,400	4,000	3,300
	Capital Value			**674,000**	**250,000**	**6,480,000**	**16,000,000**	**5,791,500**
	Buyers Costs		4.50%	30,330	11,250	291,600	720,000	260,618
	Capital Value			**643,670**	**238,750**	**6,188,400**	**15,280,000**	**5,530,883**
Costs	Land Used	Coverage		80%	80%	40%	50%	40%
		ha		0.025	0.025	0.300	0.800	0.439
			£/ha	1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
			Uplift £/ha	0	0	0	0	0
			20.00%	320,000	320,000	320,000	320,000	320,000
			Site Cost	**48,000**	**48,000**	**576,000**	**1,536,000**	**842,400**
	Stamp Duty (on VT)		4.00%	1,920	1,920	23,040	61,440	33,696
	Acquisition		1.50%	720	720	8,640	23,040	12,636
	Strategic Promotion			0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,374	1,374	1,566	910	1,874
			£	274,800	274,800	1,879,200	3,640,000	3,288,870
	Infrastructure		15.00%	41,220	41,220	281,880	546,000	493,331
	Abnormals		5.00%	15,801	15,801	108,054	209,300	189,110
	Fees		8.00%	26,546	26,546	181,531	351,624	317,705
	S106			0	0	0	0	0
	CIL			0	0	0	0	0
	Contingency		2.5% & 5%	16,591	16,591	113,457	219,765	198,566
	Finance Costs			300,000	100,000	200,000	25,000	100,000
	Sales		2.50%	8,425	3,125	81,000	200,000	72,394
	Misc. Financial			10,000	25,000	25,000	25,000	15,000
	Subtotal			**706,023**	**515,723**	**2,911,801**	**5,311,169**	**4,731,307**
	Interest		6.00%	21,181	15,472	87,354	159,335	141,939
	Profit % GDV		15.00%	96,551	35,813	928,260	2,292,000	829,632
				0.00%	0.00%	0.00%	0.00%	0.00%
	COSTS			**823,754**	**567,007**	**3,927,415**	**7,762,504**	**5,702,878**
Residual Land Worth		**Site**		**-180,084**	**-328,257**	**2,260,985**	**7,517,496**	**-171,996**
	Existing Use Value	£/ha		1,600,000	1,600,000	1,600,000	1,600,000	1,600,000
	Viability Threshold	£/ha		1,920,000	1,920,000	1,920,000	1,920,000	1,920,000
	Residual Value	£/ha		-7,203,356	-13,130,276	7,536,615	9,396,870	-392,013
	Additional Profit			-228,084	-376,257	1,684,985	5,981,496	-1,014,396
				-1,140	-1,881	1,404	1,495	-578

HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, landowners and developers. The firm is regulated by the RICS.
The main areas of expertise are:

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

HDH Planning and Development have clients throughout England and Wales.

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