



Whole Plan Viability Study

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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 Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. This Viability Study has been commissioned to inform the further development of the emerging Local Plan. HDH Planning & Development Ltd has been appointed to advise the Council in connection with several matters:
 - a. To test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
 - b. To review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs, without putting at risk the economic viability of development in the District.
- 1.2 This document sets out the methodology used, and the key assumptions adopted. It contains an assessment of the effect of the policies which could be included in the emerging Local Plan, and in relation to the potential development sites to be allocated. This will allow DDC to further engage with stakeholders, to ensure that the new Plan is effective.
- 1.3 A consultation process was held during August 2020. 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 to comment on an early draft of this report.
- 1.4 Over 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) updated the National Planning Policy Framework, (2018 NPPF), and published new Planning Practice Guidance (PPG) in July 2018. In February 2019, the NPPF was further updated (2019 NPPF), 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) were also updated from 1st September 2019. The methodology used in this report is consistent with the 2019 NPPF, the CIL Regulations (as amended) and the updated PPG.
- 1.5 As this report was being undertaken 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.
- 1.6 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements (or CIL). It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether a particular

development site would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.

COVID 19

- 1.7 This study is being carried out during the coronavirus pandemic. The coronavirus (Covid-19) was reported in China, in December 2019 and was declared a pandemic in March 2020. It is too early to predict what the impact on the economy, and therefore development economics, may be.
- 1.8 There are real material 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.
- 1.9 This assessment is conducted at August 2020 costs and values.

Report Structure

- 1.10 This report follows the following format:

- Chapter 2** The reasons for, and approach to viability testing, including the 2019 NPPF and updated PPG.
- Chapter 3** The methodology used.
- Chapter 4** An assessment of the housing market, including market and Affordable Housing, and specialist older people's 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** Summary Chapter and conclusions in relation to the deliverability of development.

HDH Planning & Development Ltd (HDH)

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

- a. District wide and site-specific viability analysis.
- b. Community Infrastructure Levy.
- c. Housing Market Assessments.

1.12 The findings contained in this report are based upon information from various sources including that provided by the 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

- 1.13 No part of this report constitutes a valuation, and the report should not be relied on in that regard.
- 1.14 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries.
- 1.15 Market activity is being impacted in many sectors. As at the date of this report, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value. Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- 1.16 Our assessment is therefore reported on the basis of 'material valuation uncertainty' as per VPS3 and VPGA10 of the RICS Red Book Global. Consequently, less certainty – and a higher degree of caution – should be attached to our report than would normally be the case. Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that the Council keep 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 principle pieces of relevant guidance, being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)* and *Financial Viability in planning (1st edition), RICS guidance note 2012*.
- 1.18 *Financial Viability in planning (1st edition), RICS guidance note 2012* is currently subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (May 2019). As part of the review, *Financial viability in planning: conduct and reporting. 1st edition, May 2019* was published in May 2019. This 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 Dover District 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 tender specification under which this project is undertaken is included as **Appendix 1** of this report. The project, as specified could not be undertaken in the proposed timetable (due to the Coronavirus pandemic) so both the timetable and the specification were subsequently updated.
- d. HDH confirms it has no conflicts of interest in undertaking this project.
- e. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.
- f. 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.
- g. 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.
- h. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project (albeit within the restrictions introduced as a result of the Coronavirus pandemic).
- i. This assessment includes 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.
- j. 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 DDC. 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.

1.19 In December 2019, the RICS published draft technical guidance in the form of RICS draft guidance note *Assessing financial viability in planning under the National Planning Policy Framework for England, 1st edition* for consultation. Whilst this is a draft document, we confirm that this report is generally in accordance with this further draft guidance (in as far as it relates to plan-wide viability assessments).

Metric or Imperial

1.20 The property industry uses both imperial and metric data – often working out costings in metric (£/m²) 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 |

1.21 A useful broad rule of thumb to convert m² 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. Over several years in the run up to this report various national consultations have been carried out with regard to different aspects of the plan-making process. These have included references to, and sections on, viability.

National Planning Policy Framework

- 2.2 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.

- 2.3 As in the 2012 NPPF (and 2018 NPPF), viability remains an important part of the plan-making process. 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.

2019 NPPF Paragraph 57

- 2.4 Careful consideration has been made to the updated PPG (see below).
- 2.5 This Viability Study will become the reference point for any future viability assessments submitted through the Development Management process (being the most up to date viability evidence that has been subject to independent examination).
- 2.6 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF which includes an updated definition:

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.*

2019 NPPF Glossary

- 2.7 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 period³²; and*
b) *specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.*

2019 NPPF Paragraph 67

- 2.8 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.

2019 NPPF Paragraph 119

- 2.9 The 2019 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

- 2.10 The viability sections of the PPG (Chapter 10) were completely rewritten in 2018. 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...

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

... ensure policy compliance and optimal public benefits through economic cycles...

PPG10-009-20190509

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

- 2.12 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.

- 2.13 The core requirement to consider viability links to paragraph 57 of the 2019 NPPF (see above).

- 2.14 The PPG sets out requirements with regard to evidence.

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.

PPG23b-005-20190315

- 2.15 This study 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 (and policy mixes) 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 underway and several potential Strategic Sites have been identified and are tested individually. In due course, DDC will specifically engage with the promoters of the potential Strategic Sites in the Plan. The modelling in this assessment is based on the long list of sites that are being considered for allocation. This is subject to further change so, in due course, it may be necessary to revisit this when the actual preferred allocations have been selected.

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 typologies¹ that have been developed by having regard to the potential sites that are most likely to be identified through the emerging Plan.

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

¹ 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.

- 2.23 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 considered individually (for the purpose of this Viability Assessment, Strategic Sites are those which are considered key sites on which the delivery of the Plan relies).

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

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

Section 2 - Viability and decision taking

- 2.26 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

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

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

2.28 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

2.29 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 through consideration of capitalised rents as well as sales.

2.30 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*

2.31 All these costs are taken into account.

2.32 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

2.33 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

2.34 Through the summer 2020 consultation a housebuilder² commented that the ‘costs highlighted ... should not be considered to be a deduction in benchmark land value. We do not agree that site specific infrastructure costs should be a deduction against benchmark land value’. They went on to observe that ‘viability should be based on Government policy at the time’. We agree that it is necessary to follow the extant guidance. We have followed the approach specified in the PPG.

2.35 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

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

2.37 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

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

² Persimmon Homes with regard to Aylesham and Whitfield.

Section 4 - Accountability

- 2.39 This is a new section that sets out requirements on reporting by the local authority. These are beyond the scope of this report.
- 2.40 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

- 2.41 The Council has not adopted CIL, and this report does not specifically consider CIL as a mechanism for funding infrastructure. In any event, 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 came into effect in April 2010 and have been subject to several subsequent amendments³. CIL Regulation 14 (as amended) sets out the core principle for setting CIL. It is necessary to consider the CIL Regulations as they do impact on the wider plan-making process.
- 2.42 From April 2015, councils were restricted in relation to pooling S106 contributions from more than five developments⁴ (where the obligation in the s106 agreement / undertaking is a reason for granting consent). The amendments to CIL Regulations that came into effect in September 2019 lifted these pooling restrictions. Payments requested under the s106 regime must still 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.

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.* **SI 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.* **2020 No. 781** The Community Infrastructure Levy (Coronavirus) (Amendment) (England) Regulations 2020. *Made 21st July 2020, Coming into force 22nd July 2020.*

⁴ CIL Regulations 123(3)

Wider Changes Impacting on Viability

- 2.43 There have been a number of changes at a national level since DDC's previous viability work. Paragraph 63 of the 2019 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.

- 2.44 In this context, major development is as set out in the Glossary to the 2019 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.*

- 2.45 DDC includes a number of parishes⁵ that are defined as being within a Designated Rural Area. A threshold of 6 units is assumed to apply within the Designated Rural Area and a threshold of 10 units is assumed to apply elsewhere.

Affordable Home Ownership

- 2.46 The 2019 NPPF (paragraph 64) 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 ownership⁶, 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

- 2.47 This is tested.

⁵ Alkham, Ash, Capel le Fern, Denton with Wootton, Eythorne, Goodnestone, Guston, Hougham Without, Preston, Ringwould with Kingsdown, Ripple, Shepherdswell with Coldred, Sholden, St Margarets at Cliffe, Staple, Tilmanstone, Wingham, Woodnesborough, Worth, Temple Ewell, Lydden.

⁶ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.

- 2.48 The amended CIL Regulations include provisions which exempt Starter Homes from CIL where the dwelling is sold to individuals whose total household annual income is no more than £80,000 (£90,000 in Greater London).

First Homes Consultation

- 2.49 In February 2020, the Government launched a consultation on First Homes. The Government's *Changes to the current planning system – Consultation on changes to planning policy and regulations* (MHCLG, August 2020) has provided some clarity in this regard:

48. The Government intends to set out in policy that a minimum of 25 per cent of all affordable housing units secured through developer contributions should be First Homes. This will be a national threshold, set out in planning policy....

59. The minimum discount for First Homes should be 30% from market price which will be set by an independent registered valuer. The valuation should assume the home is sold as an open market dwelling without restrictions. Local authorities will have discretion to increase the discount to 40% or 50%. This would need to be evidenced in the local plan making process.

61. In line with other affordable housing tenures, we intend to introduce an exemption from the Community Infrastructure Levy (CIL) for First Homes. We intend to introduce this national exemption through regulations.

- 2.50 This requirement has been tested.

Environmental Standards

- 2.51 The Government launched a consultation on 'The Future Homes Standard'⁷ towards the end of 2019. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. This is considered in Chapter 8 below.

Biodiversity

- 2.52 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.

- 2.53 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

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

improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.

- 2.54 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.
- 2.55 The costs of this type of intervention are considered in Chapter 8 below.

Affordable Housing

- 2.56 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. 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 attractive as each year the rent would always be a little more relative to inflation.
- 2.57 In that Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017, the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in Chapter 4 below.

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

- 2.58 As this report was being concluded the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as 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 environmental 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 talk about the requirements for infrastructure and how these may be funded. The key proposals are:

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 and may or may not come to be adopted so, at the time of this report (October 2020), a viability assessment is a requirement.

Viability Guidance

- 2.61 There is no specific technical guidance on how to test viability in the 2019 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 decisions⁸ 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 2012⁹ (known as the **Harman Guidance**). This contains the following definition:

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

- 2.62 The planning appeal decisions, and the HCA good practice publication¹⁰ 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. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG (see above).
- 2.63 The Harman Guidance and *Financial viability in planning, RICS guidance note, 1st edition* (GN 94/2012) which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing¹¹. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities.

⁸ 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.

⁹ 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).

¹⁰ *Good Practice Guide*. Homes and Communities Agency (July 2009).

¹¹ There are two principle pieces of relevant guidance; *Draft Financial viability in planning: conduct and reporting RICS professional statement, England (October 2018)* and *Financial Viability in planning (1st edition), RICS guidance note 2012*. The 2012 guidance note, is subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG (July 2018) so relatively little weight is given to this.



- 2.64 There is common ground between the 2012 RICS Guidance and the Harman Guidance, but they are not consistent. The RICS Guidance recommends against the ‘EUV plus a margin’ – which is the methodology recommended in the Harman Guidance and required by the updated PPG.

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

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

- 2.65 *Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)* does not fit with 2019 NPPF and updated PPG so is subject to a full review (by the RICS) to reflect the changes in the 2019 NPPF and the updated PPG. Little weight is given to this RICS Guidance in this regard at this stage.
- 2.66 *Financial viability in planning: conduct and reporting. 1st edition, May 2019* was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.
- 2.67 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.
- 2.68 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value.

2.69 In September 2019, the House Builders Federation (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

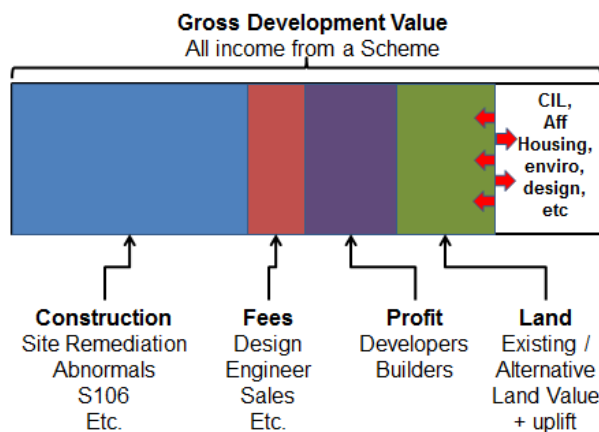
Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to consultation during August 2020. The availability and cost of land are at the core of viability for property development. The format of the typical valuation is:

$$\begin{aligned}
 &\textbf{Gross Development Value} \\
 &\text{(The combined value of the complete development)} \\
 &\qquad\qquad\qquad\text{LESS} \\
 &\textbf{Cost of creating the asset, including a profit margin} \\
 &\text{(Construction + fees + finance charges)} \\
 &\qquad\qquad\qquad= \\
 &\textbf{RESIDUAL VALUE}
 \end{aligned}$$

3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top price 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 the 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.



- 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.
- 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.
- 3.7 Through the summer 2020 consultation, there was a broad consensus that the methodology proposed is appropriate.

Limitations of viability testing in the context of the NPPF

- 3.8 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.
- 3.9 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

- 3.10 The phrase *landowner premium* is new in the updated PPG. Under the 2012 NPPF, and the superseded PPG, the phrase *competitive return* was used. The 2012 RICS Guidance included 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.

- 3.11 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

- 3.12 There has been much discussion as to what may and may not be a landowner premium. The term has not been given a firm definition through the appeal, planning examination or legal processes. ‘Competitive return’ was considered at the Shinfield Appeal (January 2013)¹² and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)¹³ the methodology set out in Shinfield is site specific and should only be given limited weight. More recently further clarification has been provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal (June 2017)¹⁴, which has subsequently been confirmed by the High Court¹⁵. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.13 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.

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

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

¹⁴ APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)

¹⁵ 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)



Existing Available Evidence

- 3.14 The 2019 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that a viability assessment should, wherever possible, be based on existing available evidence. The evidence that is available from the Council has been reviewed:
- 3.15 Firstly, is that which has been prepared earlier in the plan-making process and to inform the setting of CIL. The principle study was prepared in house by the Council in 2012 being *Viability profiling for CIL and Local Plans* (Draft – DDC, 12th December 2012). This assessment was produced long before the 2019 NPPF and updated PPG so is given little weight.
- 3.16 Secondly, is that which the Council holds, in the form of development appraisals¹⁶ 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. It is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process and are not necessarily the figures agreed between the parties.

¹⁶ These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.

Table 3.1 Review of Development Management Viability Appraisals.

| | For Developer | For Developer | Developer | Council | Deal | Developer | Developer | Developer | Developer | Council | Developer | Developer | Council | Deal |
|--------------------|------------------|---------------------|-----------------|-----------------|---------------------|-----------------|-----------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|----------------------|
| | Eastry Aug-15 | Whitfield Nov-17 | Dover Nov-17 | Dover Feb-18 | Dover Jan-18 | Dover Oct-18 | Dover Apr-18 | Temple Ewell Jan-19 | Temple Ewell Jan-19 | Temple Ewell May-19 | Temple Ewell Jan-19 | Temple Ewell Jan-19 | Temple Ewell May-19 | Deal May-19 |
| Ha | 3.36 | 0.827 | 1.63 | 1.63 | 2.56 | 0.234 | 0.2 | 1.1 | 1.1 | 1.1 | 0.05 | 0.05 | 1.1 | 0.05 |
| Units | 100 | 14 | 186 | 186 | 63 | 46 | 16 | 14 | 14 | 14 | 18 | 18 | 14 | 18 |
| m2 | 8,718 | 17,051 | | | 4,998 | 3,153 | | 2,797 | 2,797 | 2,797 | 914 | 914 | 2,797 | 914 |
| Other m2 | 406 | | | | | | | | | | 267 | 267 | | 267 |
| Market Res | £1872 to £2507 | £2540 to £2745 | £2,168 | | £3,164 to £3,229 | £2,827 | £1,686 | £2,494 | £2,494 | £2,494 | £3,627 | £3,627 | £2,494 | £3,627 |
| Affordable | | | | | £1,711 | | | | | | | | | |
| Non res rent | £107/m2/pa | | | | | | | | | | | | | £270/m2/pa Zone A |
| Non Res yield | 8% | | | | | | | | | | | | | 7% |
| Fees | 10% | 7.50% | 6% | | 6% | 8% | 1.25% | | 8% | 8% | 8.50% | | 8% | 8.50% |
| Construction Res | £1,477 all in | BCIS Median | £1,462 | | £1,344 to £1,582 | £1,259 all in | BCIS Average | £1,414 | | | BCIS Median | | | BCIS Median |
| Construction Other | £1,815 all in | | | | | | | | | | | | | Plus £25,000 |
| Site costs | | 15% | 7.20% | | | | 15% | 20.50% | | | | | | Plus £25,000 |
| Contingencies | | 5% | 4.80% | | 5% | 3% | 5% | 4% | | 4% | 5% | | 4% | 5% |
| Finance | 6.50% | | 6.5% o+1% | | | 6.75% | | 7% on 50% | | 6.5% on 100% | 6.50% | | 6.5% on 100% | |
| s106 | | £47,208 | | | | | £31,543 | £47,208 | | £47,208 | | | £47,208 | £15,900 |
| s106/res | | £3,372 | £1,500 | | £7,000 | | £1,971 | £3,372 | | £3,372 | | | £3,372 | £883 |
| Developer's return | | 20% | 17.50% | | | 20% | | 15% | | 15% to 20% | 20% on cost | | | |
| Acquisition | | £7,500 | 5.75% | | | | | | | 1.5% / 0.75% | | | | 1% / 0.35% |
| Sales Agent | 1.50% | 1.50% | 2% | | 1.25% +1% | 3% | 3% | | | 2% | 1.75% | | 2% | 1.75% |
| Sales Legal | 0.75% | £1,000 | £750 | | £950 | | £1,000 | | | £1,000 | £1,000 | | £1,000 | £1,000 |
| Purchase Price | | | £1,450,000 | | £950,000 | | £600,000 | £525,000 | | £305,000 | | | | |
| EUV | £650,000 | | | | £1,000/m2 as office | | | | | | | | | £538/m2 |
| Premium | | | | | | | | | | | | | | 20% |

Source: Review of appraisals submitted through Development Management.

- 3.17 Thirdly, DDC also holds evidence of what is being collected from developers under the s106 regime. This is being collected by the Council outside this study¹⁷.

Stakeholder Engagement

- 3.18 The PPG requires stakeholder engagement. The preparation of this viability assessment includes a period of consultation with the industry. A consultation was conducted during the summer of 2020 when a presentation was made (on-line), and an early draft of this report and a questionnaire were circulated. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited to comment. **Appendix 2** includes the details of the consultees, and **Appendix 3** includes the questionnaire. **Appendix 4** includes the consultation presentation.

- 3.19 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. Eight written responses were received in addition to the comments made at the event. The main points from the presentation and subsequent comments received were:

- a) Generally, the methodology and approach are appropriate.
- b) The Benchmark Land Value may be too low.

- 3.20 In addition to the above comments, a land promoter¹⁸ expressed concern about the SHLAA process and the selection of sites. The scope of this report is limited to consideration of viability and the delivery of the emerging Local Plan.

- 3.21 The consultation process has been carried out in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance.

Viability Process

- 3.22 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

¹⁷ 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?

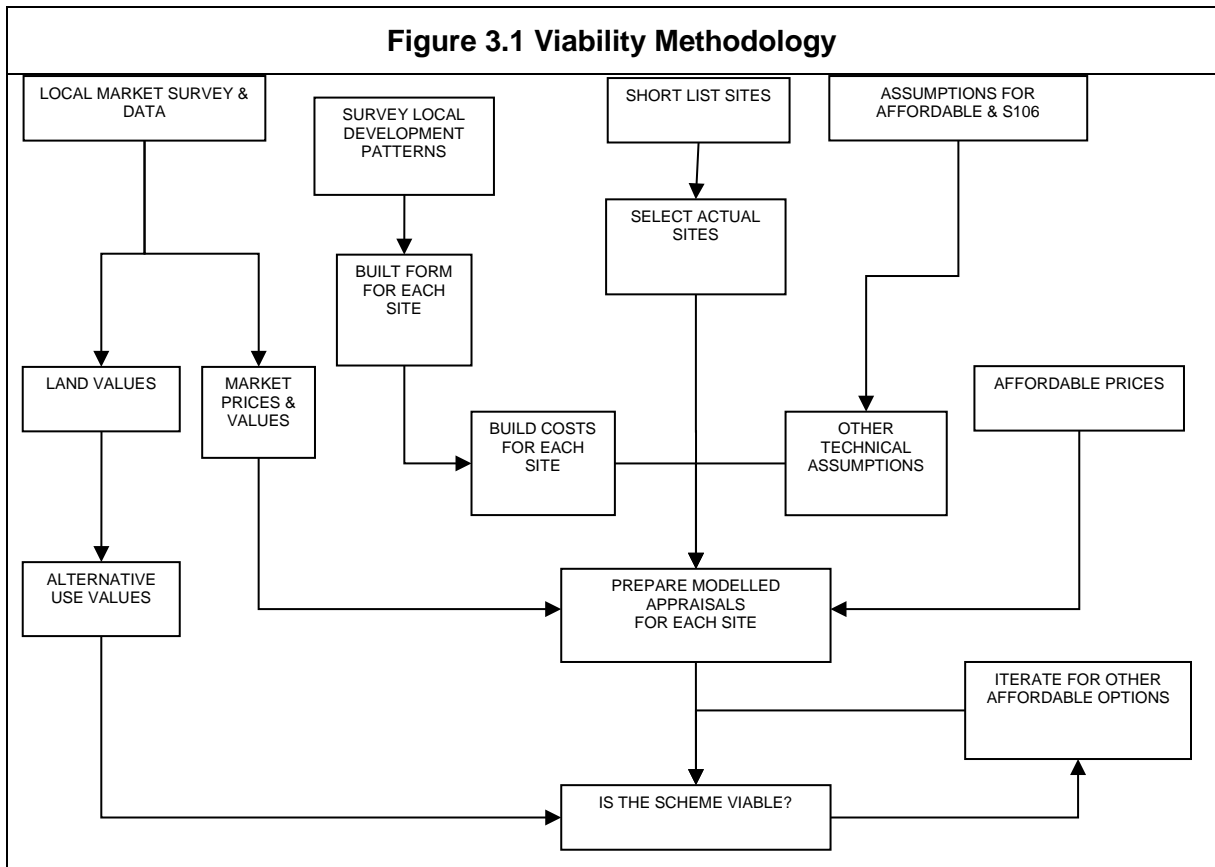
The information in the infrastructure funding statement should feed back into reviews of plans to ensure that policy requirements for developer contributions remain realistic and do not undermine deliverability of the plan.

Paragraph: 027 Reference ID: 10-027-20180724

¹⁸ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106’.

3.23 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 typologies 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 Council area over the plan-period.



Source: HDH 2020

3.24 In addition to modelling a range of representative sites, the following potential Strategic Sites are considered individually.

| Table 3.2 Potential Strategic Allocations | | | | |
|--|---|-------------------|-----------------|-----------------|
| HELAA Ref | Location | Settlement | Area ha | Capacity |
| AYL003 | South of Spinney Lane, Aylesham | Aylesham | 26.2 | 640 |
| AYL004 | North Aylesham and east of the B2046 (Adisham Road) | Aylesham | 36.35 | 500 |
| | Whitfield Urban Extension (2 options) | Whitfield | 226.10 / 295.12 | 4,017 / 4,617 |

Source: DDC (August 2020)

- 3.25 Through the summer 2020 consultation a land promoter¹⁹ expressed concern about a site being omitted on the basis that it (GUS003) is a nationally important site. We understand that this site is not currently being considered for allocation by the Council.
- 3.26 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 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 (the Landowners' Premium), could the scheme be judged to be viable.
- 3.27 The appraisals are based on the emerging policy options as summarised in Chapter 8 below. The preparation of policies is still at the draft stage, so the policy topics used in this assessment may be subject to change. 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 any further or different requirements.
- 3.28 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing is used, as required by the 2019 NPPF and CIL Regulations²⁰. 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 DDC in assessing the deliverability of the Local Plan.

¹⁹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

²⁰ 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).

4. Residential Market

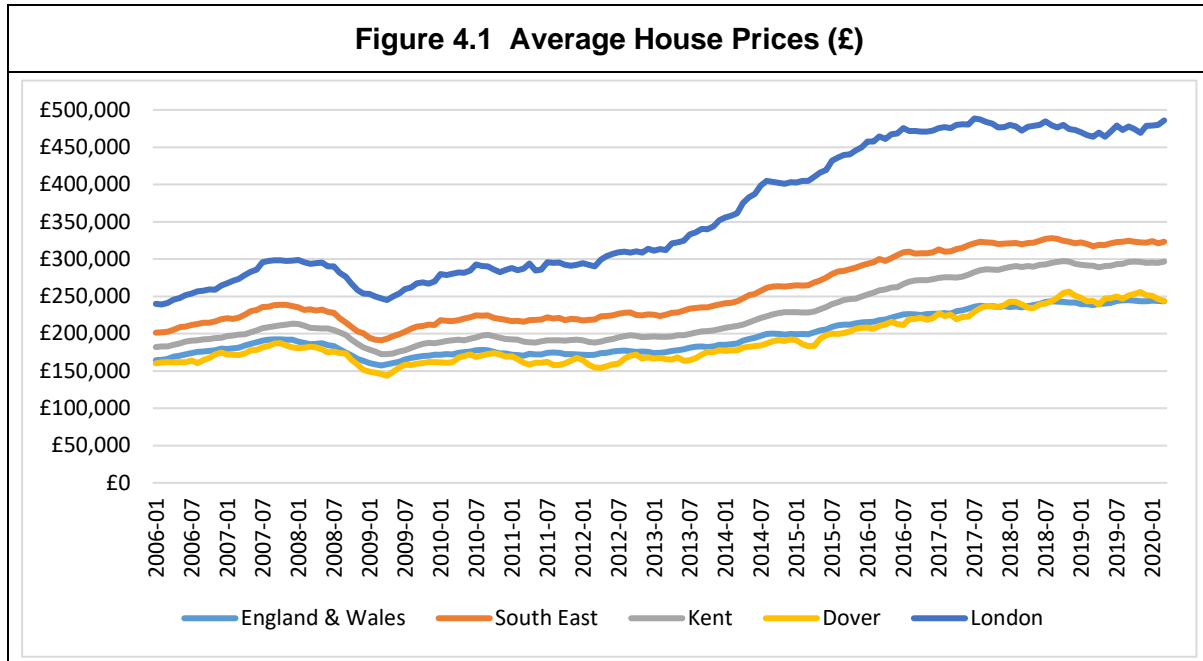
- 4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices. The study is concerned not just with the prices but the differences across different areas. Market conditions will broadly reflect a combination of national economic circumstances, 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.

The Residential Market

- 4.2 The housing market across the Dover District Council area reflects national trends, but there are local factors that underpin the market including:
- a. Good transport links to the M20 and the M2 (via the A2).
 - b. Good and regular train connections to the mainline network, with excellent links to London via the HS1 line, but also via Canterbury.
 - c. The District is essentially a rural area. Dover is the focus of the District, being a Secondary Regional Centre and major port and Channel Tunnel terminal. Deal is a district centre on the east coast,
 - d. Many attractive settlements in a range of sizes containing buildings of character and heritage.
 - e. The mixed markets of the seaside towns.
- 4.3 Leaving aside the current coronavirus pandemic, overall, the market is perceived to be vibrant, with a strong market for the right scheme in the right place. Having said this, some areas remain challenging, the relatively low house prices in some areas do make the delivery of new housing less easy.

National Trends and the relationship with the wider area

- 4.4 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 in Dover are now about 30% above the 2007 peak. Whilst these increases are substantial, the rates of increase are a less than seen across Kent (41%) or the wider South East (35%). Over the same period house prices have increased by over 60% in London



Source: Land Registry (July 2020)

- 4.5 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 became more widespread 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.).
- 4.6 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK, the high-profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.
- 4.7 It is important to note that, at the time of this report, the housing market is actively supported by the Government through products and initiatives such as Help-to-Buy and the Stamp Duty ‘holiday’. In addition, the historically low Bank of England’s base rates, have contributed to the wider economic recovery, including a rise in house prices.

- 4.8 There is a uncertainty in the housing market as reported by the RICS. The May 2020 RICS UK Residential Market Survey²¹ said:

With estate agents in England being permitted to reopen on the 13th of May, the latest RICS Residential Market Survey results point to a slight improvement in the outlook for sales over the coming twelve months. That said, given the economic uncertainty caused by the pandemic, overall sentiment remains cautious.

In terms of new buyer enquiries, the headline net balance moved from a record low of -94% in April, to post a reading of -5% in May. As such, this indicator is consistent with a much more stable demand picture over the month. Alongside this, although the newly agreed sales indicator remained in negative territory (net balance -35%), the latest reading was significantly less downbeat than that returned last month (net balance -93%). Similarly, despite a net balance of -20% of contributors reporting that new instructions coming onto the market continued to fall in May, this is noticeably less negative compared to the reading of -97% last time out. It is important to highlight that current activity metrics did not see any meaningful changes in Scotland, Northern Ireland and Wales, where restrictions on estate agents were not removed in May.

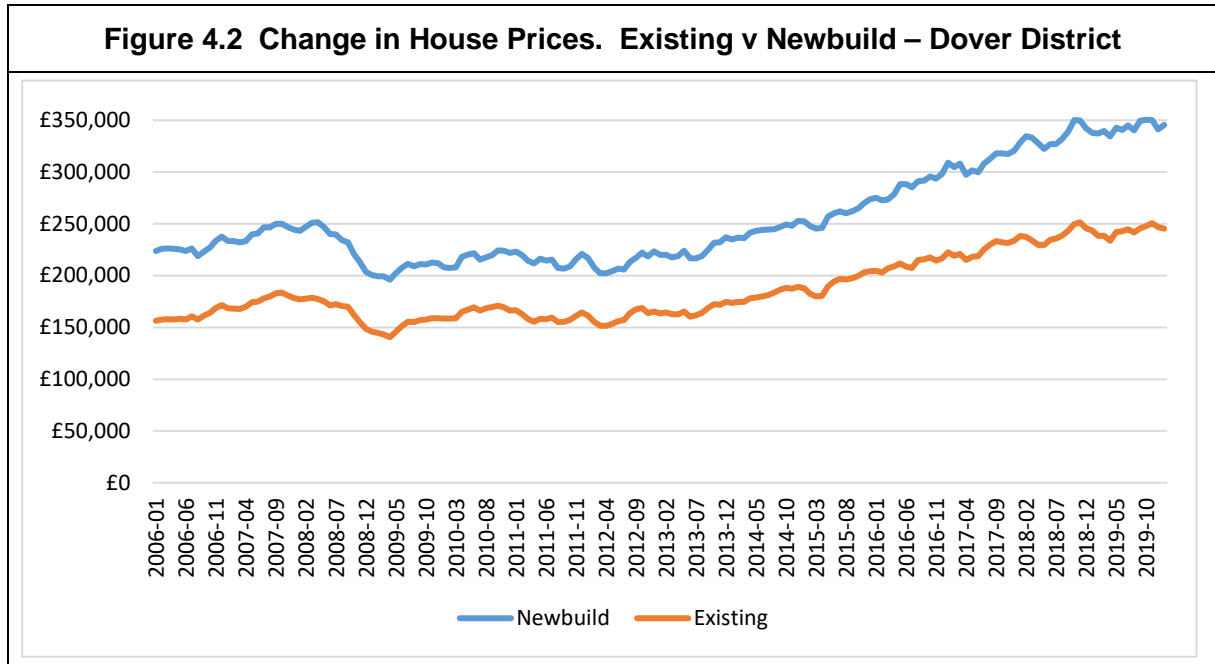
Looking ahead, near term sales expectations turned broadly neutral in May, with the net balance coming in at -4% (up from -58% previously). Further out, twelvemonth sales expectations are now slightly positive, as a net balance of +10% of contributors now envisage sales picking up (-6% in the April results).

- 4.9 When ranked across England and Wales, the average house price for DDC is 160th (out of 339) at £278,428²². To set this in context, the Council at the middle of the rank (169 – Medway), has an average price of £268,013. The Dover median price is lower than the average at £250,000²³.
- 4.10 The figure above shows that prices in the Dover District area 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 DDC (£345,433) is £99,884, or 41% higher than the average price paid for existing homes (£245,459).

²¹ <https://www.rics.org/uk/news-insight/research/market-surveys/uk-residential-market-survey/>

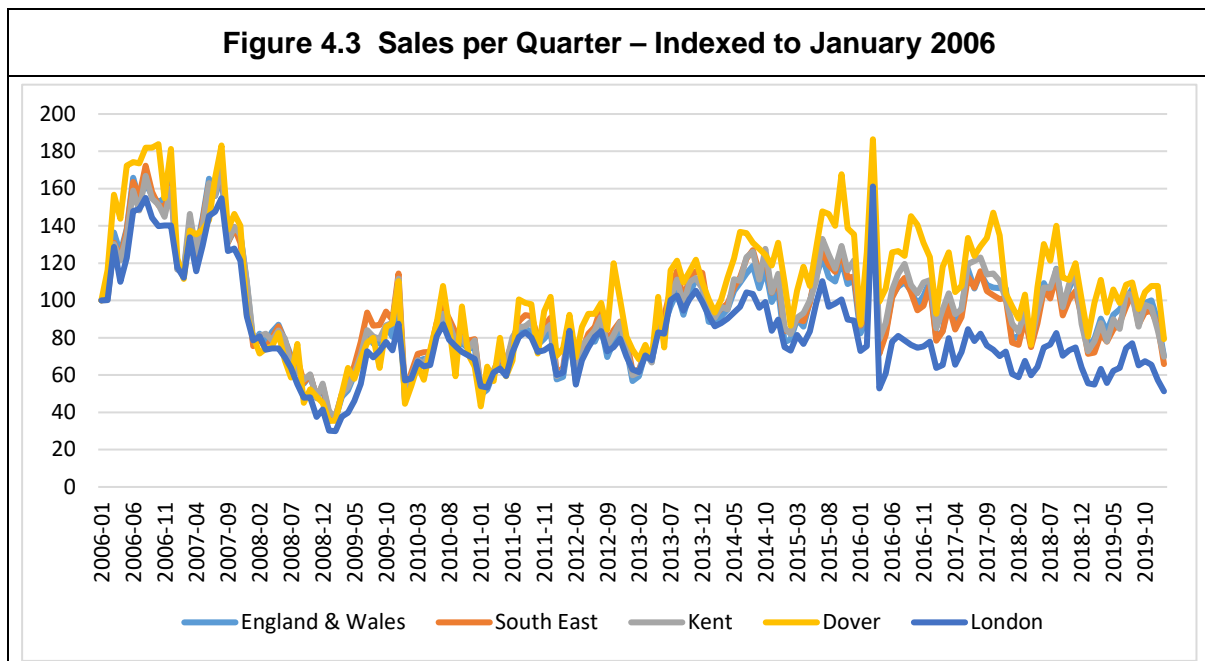
²² Mean house prices for administrative geographies: HPSSA dataset 12 (Release 19th March 2020).

²³ Median house prices for administrative geographies: HPSSA dataset 9 (Release 19th March 2020)



Source: Land Registry (July 2020)

- 4.11 The rate of sales (i.e. sales per month) in the District is a little greater than the wider country, underlining the fact that the local market is an active market. The slowdown in transactions seen in London has not been seen in the County.



Source: Land Registry (July 2020)

- 4.12 This report is being completed after the United Kingdom has 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. Negotiations around the details of the future relationship with the EU are underway but not concluded, so the future of trade with the EU and wider world are not yet known.

- 4.13 A further uncertainty is around the coronavirus pandemic. This project is being completed during the coronavirus pandemic. There are uncertainties around the values of property that are a result of the Covid 19 pandemic.
- 4.14 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. This report is carried out at current costs and values. Sensitivity testing has been carried out.
- 4.15 The economy is in a period of uncertainly and, whilst it is not the purpose of this assessment, it is timely to provide a forecast of how house prices and values may change in the future. 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

| House price inflation (annual average, %) | | Output gap (% of GDP) | | | | | | | |
|---|------|-----------------------|------|------|---------------------|------|------|------|------|
| 2020 | 2021 | 2022 | 2023 | 2024 | 2020 | 2021 | 2022 | 2023 | 2024 |
| City forecasters | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| -3.0 | 3.0 | 2.0 | - | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| -8.4 | -2.7 | 3.7 | 4.0 | May | -3.8 | -1.8 | -1.6 | 0.3 | 0.1 |
| -2.0 | 2.0 | 3.3 | 3.5 | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| - | - | - | - | May | - | - | - | - | - |
| - | - | - | - | Feb | - | - | - | - | - |
| Non-City forecasters | | | | | | | | | |
| 1.2 | 6.4 | 9.4 | 6.6 | 2.8 | - | - | - | - | - |
| -5.0 | 0.5 | 1.5 | 2.0 | 2.0 | May | - | - | - | -1.5 |
| - | - | - | - | May | May | -4.4 | -2.4 | -1.8 | - |
| 2.2 | 0.4 | - | - | Feb | Feb | - | - | - | - |
| - | - | - | - | May | May | -0.9 | - | - | - |
| - | - | - | - | May | May | - | - | - | - |
| - | - | - | - | May | May | - | - | - | - |
| - | - | - | - | May | May | - | - | - | - |
| -0.6 | -3.2 | 2.4 | 3.5 | 3.8 | May | -5.6 | -1.0 | -0.7 | -0.3 |
| -2.2 | 0.9 | 3.7 | 3.9 | 3.3 | Independent average | -3.7 | -1.7 | -0.7 | -0.6 |
| -2.2 | 0.9 | 3.7 | 3.9 | 3.3 | New forecasts | -3.7 | -1.7 | -0.7 | -0.6 |
| 2.2 | 6.4 | 9.4 | 6.6 | 4.4 | Highest | -0.9 | -1.0 | 0.3 | 0.1 |
| -8.4 | -3.2 | 1.5 | 2.0 | 2.0 | Lowest | -5.6 | -2.4 | -1.8 | -1.5 |

OBR - coronavirus reference scenario

Source: Forecasts for the UK economy: a comparison of independent forecasts No 394 (HM Treasury, May 2020).
Table M9: Medium-term forecasts for house price inflation and the output gap



- 4.16 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Generally, the expectation is that house prices return to growth relatively quickly.
- 4.17 Property agents Savills were predicting a 0.0% change in the current year, 3% increase next year and a 10.9% increase over the next 5 years in the mainstream South East markets²⁴, with a 1% change this year, 4% next year and 16.5% over the next 5 years in the prime Wider South residential markets²⁵ (although it is important to note that these were published before the coronavirus pandemic).
- 4.18 These have now been updated as follows:

| Table 4.2 Savills June 2020 Property Price Forecasts | | | | | | |
|---|-------|------|------|------|------|--------|
| | 2020 | 2021 | 2022 | 2023 | 2024 | 5 Year |
| Mainstream UK | -7.5% | 5.0% | 8.0% | 5.0% | 4.5% | 15.1% |
| South East and East | -7.5% | 8.0% | 5.5% | 2.5% | 2.5% | 10.7% |

Source: UK Residential – August 2020 UK Housing Market Update²⁶

- 4.19 In this context is relevant to note that the Nationwide Building Society reported an ‘unexpectedly rapid’ recovery in the housing market with the increase in August being the highest since February 2004, when house prices rose by 2.7%. As a result, annual house price growth accelerated to 3.7%, from 1.5% in July.

The Local Market

- 4.20 A survey of asking prices across the District was carried out in June 2020. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The data is based on the Council’s settlement hierarchy (note that at the time of this report this is subject to review, so is subject to change):

²⁴ <https://www.savills.co.uk/insight-and-opinion/research-consultancy/residential-market-forecasts.aspx#mainstream-capital>

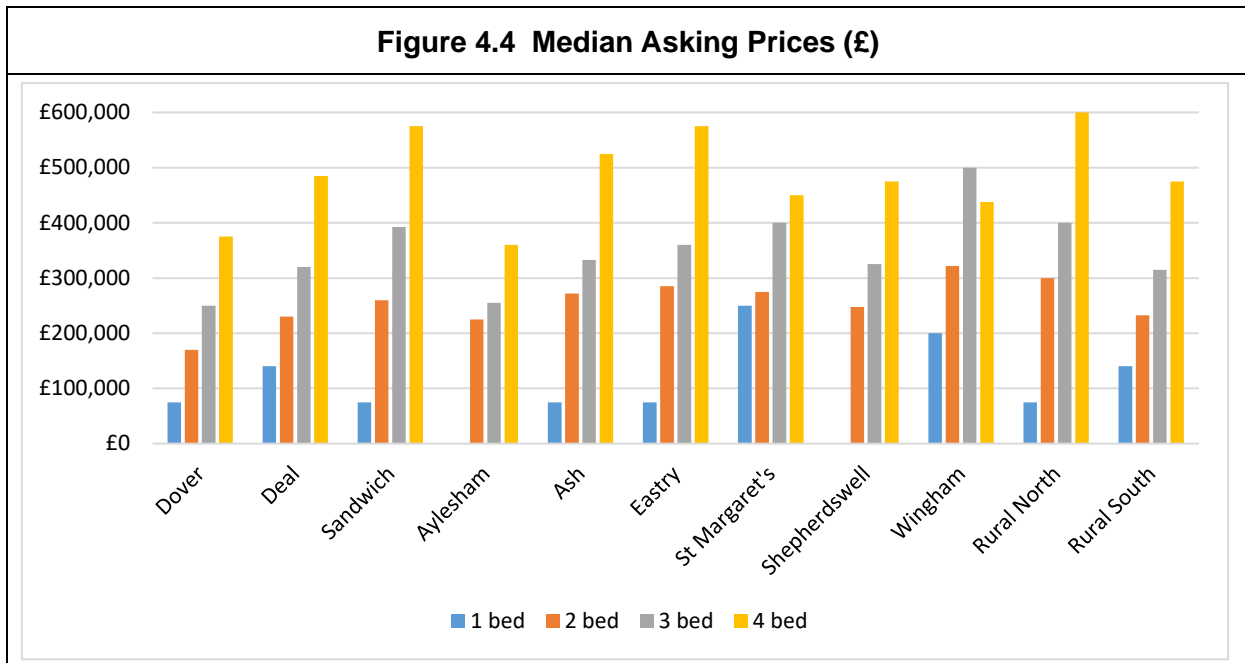
²⁵ <https://www.savills.co.uk/insight-and-opinion/research-consultancy/residential-market-forecasts.aspx#prime-capital>

²⁶ <https://research.euro.savills.co.uk/united-kingdom/to-publish/pdfs/uk-housing-market-update-aug-2020.pdf>

| Table 4.3 DDC Settlement Hierarchy | |
|---|---|
| Tier | Settlement |
| Secondary Regional Centre | Dover |
| District Centre | Deal |
| Rural Service Centre | Sandwich - Established Centre Aylesham - Proposed Centre |
| Local Centre | Ash Eastry St Margaret's Shepherdswell Wingham |

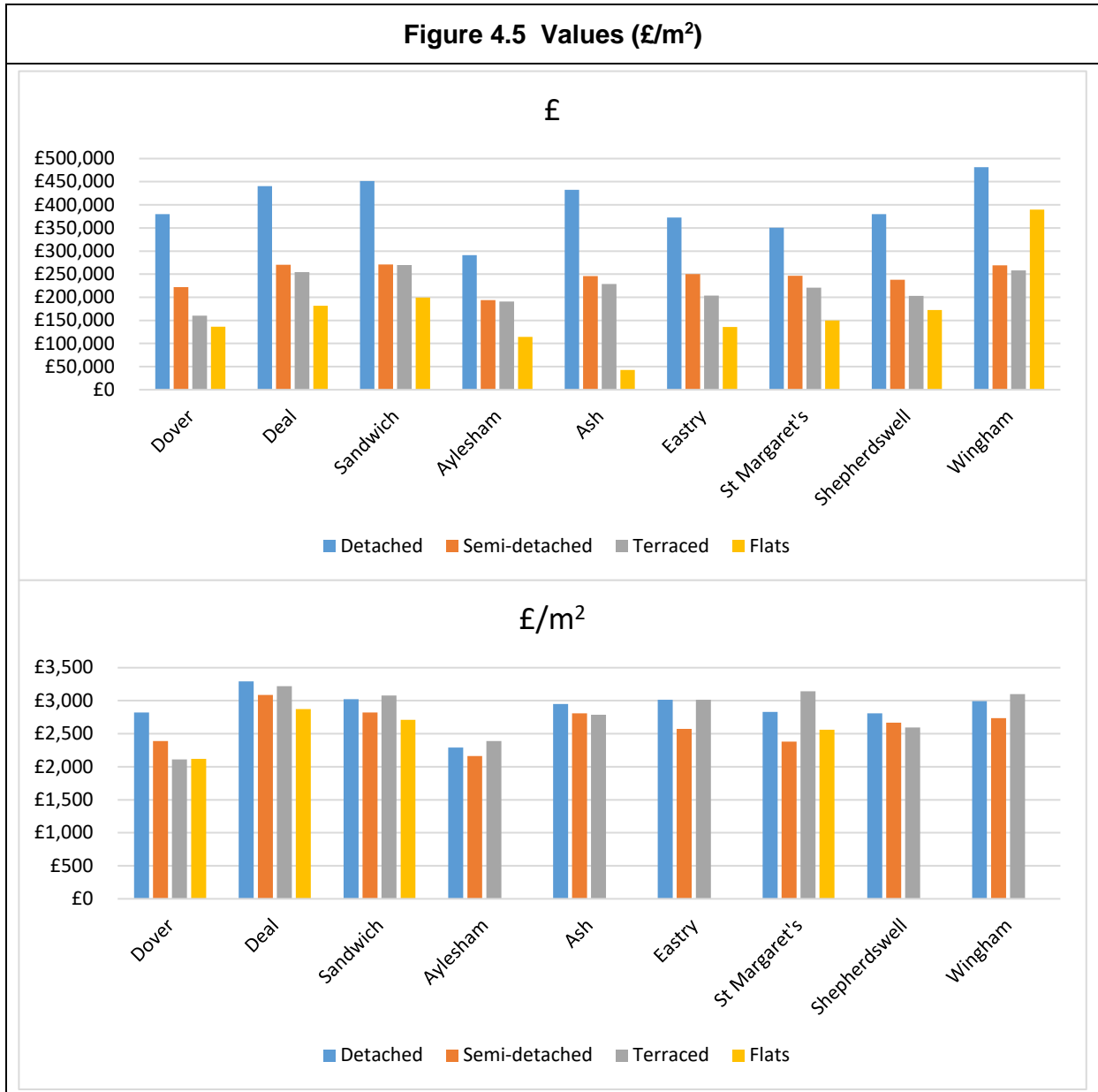
Source: Dover District Settlement Review and Hierarchy (2008)

4.21 There are numerous smaller settlements and villages. These are grouped into two broad areas, the Rural South, and the Rural North.



Source: Rightmove.co.uk (June 2020)

4.22 It is important to note that the above are asking prices and that they reflect the seller's aspiration of value, rather than the value, they are however a useful indication of how prices vary across areas.



Source: Zoopla.co.uk (June 2020)

4.23 The Land Registry publishes data of all homes sold. Across the Dover District Council area, 4,481 home sales are recorded since the start of 2018²⁷. These transactions (as recorded by the Land Registry) are summarised as follows – these are sorted by 'post town' as per the Land Registry dataset. Whilst some of these post towns are outside the District, the sales analysed are within the District.

²⁷ 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 4.4 Average Price Paid by Post Town and Year

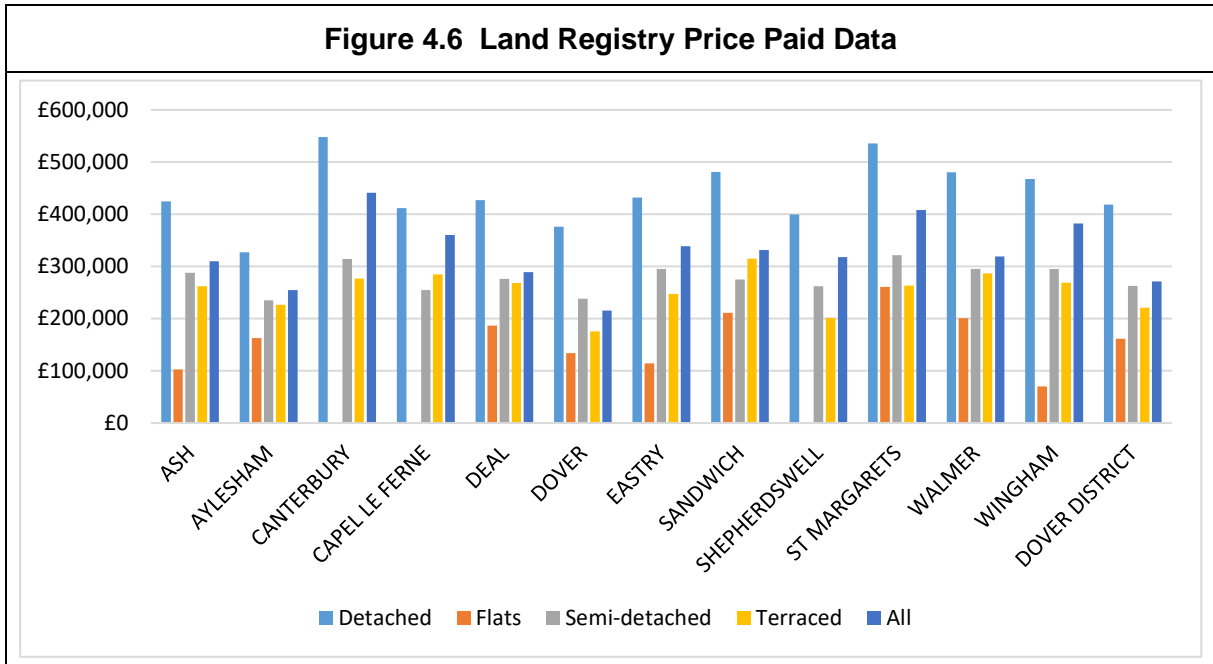
| | Detached | | Flats | | Semi-detached | | Terraced | | All | |
|----------------|------------|-----------------|------------|-----------------|---------------|-----------------|------------|-----------------|--------------|-----------------|
| | Count | Average | Count | Average | Count | Average | Count | Average | Count | Average |
| 2018 | | | | | | | | | | |
| ASH | 14 | £482,714 | 5 | £98,450 | 19 | £282,571 | 10 | £254,690 | 48 | £315,958 |
| AYLESHAM | 60 | £326,331 | 10 | £159,838 | 95 | £239,296 | 102 | £228,739 | 267 | £251,845 |
| CANTERBURY | 13 | £524,603 | 0 | | 3 | £238,299 | 3 | £271,167 | 19 | £439,381 |
| CAPEL LE FERNE | 25 | £388,860 | 0 | | 9 | £259,500 | 4 | £299,250 | 38 | £348,789 |
| DEAL | 90 | £426,864 | 50 | £164,894 | 157 | £278,767 | 150 | £269,451 | 447 | £292,722 |
| DOVER | 120 | £380,629 | 127 | £133,321 | 203 | £236,785 | 384 | £173,349 | 834 | £212,519 |
| EASTRY | 22 | £521,909 | 0 | | 19 | £308,973 | 10 | £243,195 | 51 | £387,930 |
| SANDWICH | 15 | £433,567 | 11 | £211,500 | 28 | £282,771 | 37 | £335,363 | 91 | £320,396 |
| SHEPHERDSWELL | 12 | £392,500 | 0 | | 11 | £253,569 | 4 | £182,299 | 27 | £304,757 |
| ST MARGARETS | 26 | £548,538 | 8 | £284,063 | 21 | £314,902 | 3 | £201,333 | 58 | £409,508 |
| WALMER | 42 | £446,768 | 33 | £212,693 | 38 | £290,296 | 60 | £276,386 | 173 | £308,656 |
| WINGHAM | 43 | £473,869 | 0 | | 10 | £278,800 | 7 | £239,429 | 60 | £414,006 |
| All | 482 | £421,308 | 244 | £159,364 | 613 | £261,004 | 774 | £218,740 | 2,113 | £270,353 |
| 2019 | | | | | | | | | | |
| ASH | 17 | £377,382 | 2 | £101,000 | 17 | £293,853 | 17 | £266,174 | 53 | £304,490 |
| AYLESHAM | 56 | £328,435 | 5 | £168,630 | 50 | £229,143 | 45 | £222,417 | 156 | £260,907 |
| CANTERBURY | 9 | £599,722 | 0 | | 5 | £283,200 | 4 | £306,125 | 18 | £446,556 |
| CAPEL LE FERNE | 21 | £452,857 | 0 | | 9 | £250,222 | 4 | £270,500 | 34 | £377,765 |
| DEAL | 73 | £421,807 | 68 | £197,145 | 147 | £271,475 | 165 | £266,184 | 453 | £282,616 |
| DOVER | 125 | £376,226 | 117 | £136,923 | 184 | £242,805 | 355 | £178,574 | 781 | £219,101 |
| EASTRY | 34 | £383,425 | 7 | £114,071 | 22 | £288,614 | 7 | £215,857 | 70 | £309,935 |
| SANDWICH | 25 | £498,902 | 5 | £211,490 | 22 | £270,344 | 44 | £298,044 | 96 | £339,495 |
| SHEPHERDSWELL | 15 | £405,467 | 0 | | 9 | £270,500 | 5 | £216,436 | 29 | £330,989 |
| ST MARGARETS | 26 | £477,394 | 7 | £235,000 | 15 | £341,001 | 7 | £289,643 | 55 | £385,450 |
| WALMER | 43 | £510,884 | 30 | £185,690 | 47 | £298,222 | 53 | £296,287 | 173 | £330,973 |
| WINGHAM | 19 | £450,923 | 1 | £70,000 | 25 | £300,018 | 9 | £291,778 | 54 | £347,481 |
| All | 463 | £414,847 | 242 | £163,688 | 552 | £264,614 | 715 | £224,081 | 1,972 | £272,805 |

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Table 4.5 Average Price Paid by Post Town and Year

| | Detached | | Flats | | Semi-detached | | Terraced | | All | |
|----------------|--------------|-----------------|------------|-----------------|---------------|-----------------|--------------|-----------------|--------------|-----------------|
| | Count | Average | Count | Average | Count | Average | Count | Average | Count | Average |
| 2020 | | | | | | | | | | |
| ASH | 2 | £419,500 | 1 | £125,000 | 1 | £280,000 | 0 | £0 | 4 | £311,000 |
| AYLESHAM | 1 | £329,950 | 0 | | 6 | £216,833 | 5 | £224,700 | 12 | £229,538 |
| CANTERBURY | 1 | £390,000 | 0 | | 1 | £695,000 | 1 | £176,000 | 3 | £420,333 |
| CAPEL LE FERNE | 3 | £312,667 | 0 | | 0 | | 0 | | 3 | £312,667 |
| DEAL | 16 | £451,281 | 12 | £215,413 | 24 | £285,917 | 26 | £278,515 | 78 | £306,524 |
| DOVER | 29 | £357,851 | 20 | £117,104 | 29 | £220,086 | 64 | £174,883 | 142 | £213,343 |
| EASTRY | 3 | £327,833 | 1 | £115,000 | 3 | £259,167 | 3 | £335,500 | 10 | £288,250 |
| SANDWICH | 3 | £573,333 | 0 | | 6 | £256,249 | 3 | £305,833 | 12 | £347,916 |
| SHEPHERDSWELL | 0 | | 0 | | 1 | £287,500 | 0 | | 1 | £287,500 |
| ST MARGARETS | 3 | £930,000 | 0 | | 3 | £268,500 | 0 | | 6 | £599,250 |
| WALMER | 2 | £547,000 | 5 | £209,200 | 5 | £308,690 | 8 | £296,938 | 20 | £302,948 |
| WINGHAM | 2 | £482,500 | 0 | | 2 | £317,000 | 1 | £265,000 | 5 | £372,800 |
| All | 65 | £425,348 | 39 | £159,309 | 81 | £260,567 | 111 | £218,900 | 296 | £267,785 |
| ALL | | | | | | | | | | |
| | | | | | | | | | | |
| ASH | 33 | £424,621 | 8 | £102,406 | 37 | £287,685 | 27 | £261,920 | 105 | £309,980 |
| AYLESHAM | 117 | £327,369 | 15 | £162,769 | 151 | £235,041 | 152 | £226,735 | 435 | £254,480 |
| CANTERBURY | 23 | £548,145 | 0 | | 9 | £313,989 | 8 | £276,750 | 40 | £441,181 |
| CAPEL LE FERNE | 49 | £411,622 | 0 | | 18 | £254,861 | 8 | £284,875 | 75 | £360,480 |
| DEAL | 179 | £426,984 | 130 | £186,427 | 328 | £276,022 | 341 | £268,561 | 978 | £289,141 |
| DOVER | 274 | £376,209 | 264 | £133,688 | 416 | £238,284 | 803 | £175,781 | 1,757 | £215,511 |
| EASTRY | 59 | £432,236 | 8 | £114,188 | 44 | £295,398 | 20 | £247,473 | 131 | £338,644 |
| SANDWICH | 43 | £481,304 | 16 | £211,497 | 56 | £275,047 | 84 | £314,761 | 199 | £331,269 |
| SHEPHERDSWELL | 27 | £399,704 | 0 | | 21 | £262,441 | 9 | £201,264 | 57 | £317,801 |
| ST MARGARETS | 55 | £535,714 | 15 | £261,167 | 39 | £321,371 | 10 | £263,150 | 119 | £407,956 |
| WALMER | 87 | £480,761 | 68 | £200,523 | 90 | £295,457 | 121 | £286,462 | 366 | £318,893 |
| WINGHAM | 64 | £467,327 | 1 | £70,000 | 37 | £295,201 | 17 | £268,647 | 119 | £382,087 |
| All | 1,010 | £418,606 | 525 | £161,353 | 1,246 | £262,575 | 1,600 | £221,138 | 4,381 | £271,283 |

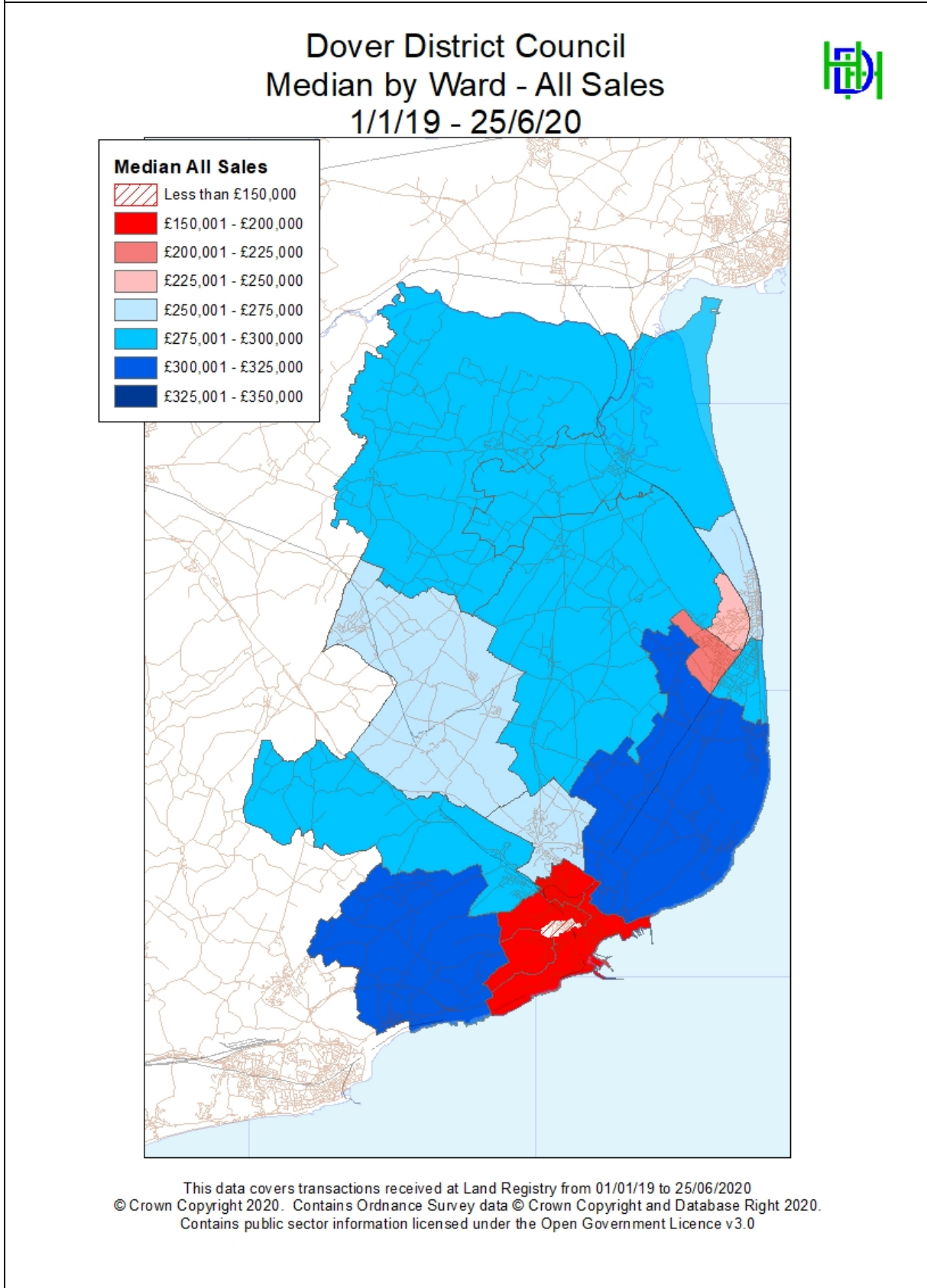
Source: Land Registry (July 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0



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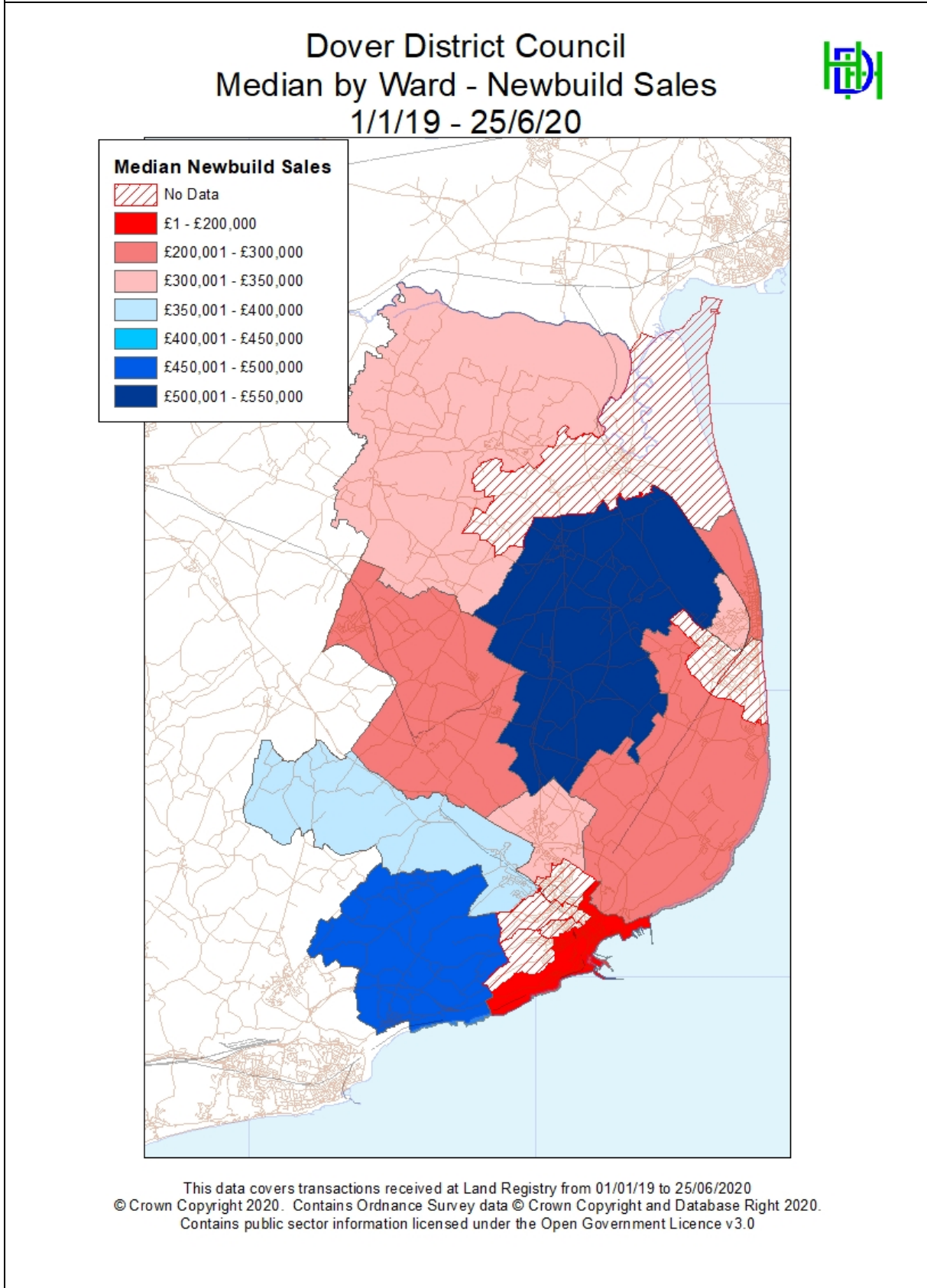
4.24 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.

Figure 4.7 Land Registry Price Paid Data By Ward



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Figure 4.8 Land Registry Price Paid Data by Ward



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Newbuild Sales Prices

4.25 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 December 2019 was carried out. As set out above, the Land Registry publishes data of all homes sold. Across the DDC area 220 newbuild home sales are recorded since the start of 2019 (of which 207 have an EPC). These transactions (as recorded by the Land Registry) are summarised in the following table and detailed in **Appendix 5**. Each dwelling sold requires an Energy Performance Certificate (EPC)²⁸. The EPC contains the floor area (the Gross Internal Area – GIA). This information is also included in **Appendix 5**.

4.26 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.

4.27 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 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 (8 out of the 46 (17%) or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m² basis, this data can still be given considerable weight.

4.28 Further, the HBF Guidance suggests that the EPC information may not be reliable and understated the size of the buildings in question – with the consequence of overstating the value when considered on a £/m² basis. Whilst we note these concerns, the guidance for undertaking EPCs which states²⁹:

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.

4.29 Additionally, the EPC guidance describes the floor area as follows³⁰:

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:

²⁸ <https://www.epcregister.com/>

²⁹ Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

³⁰ 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.

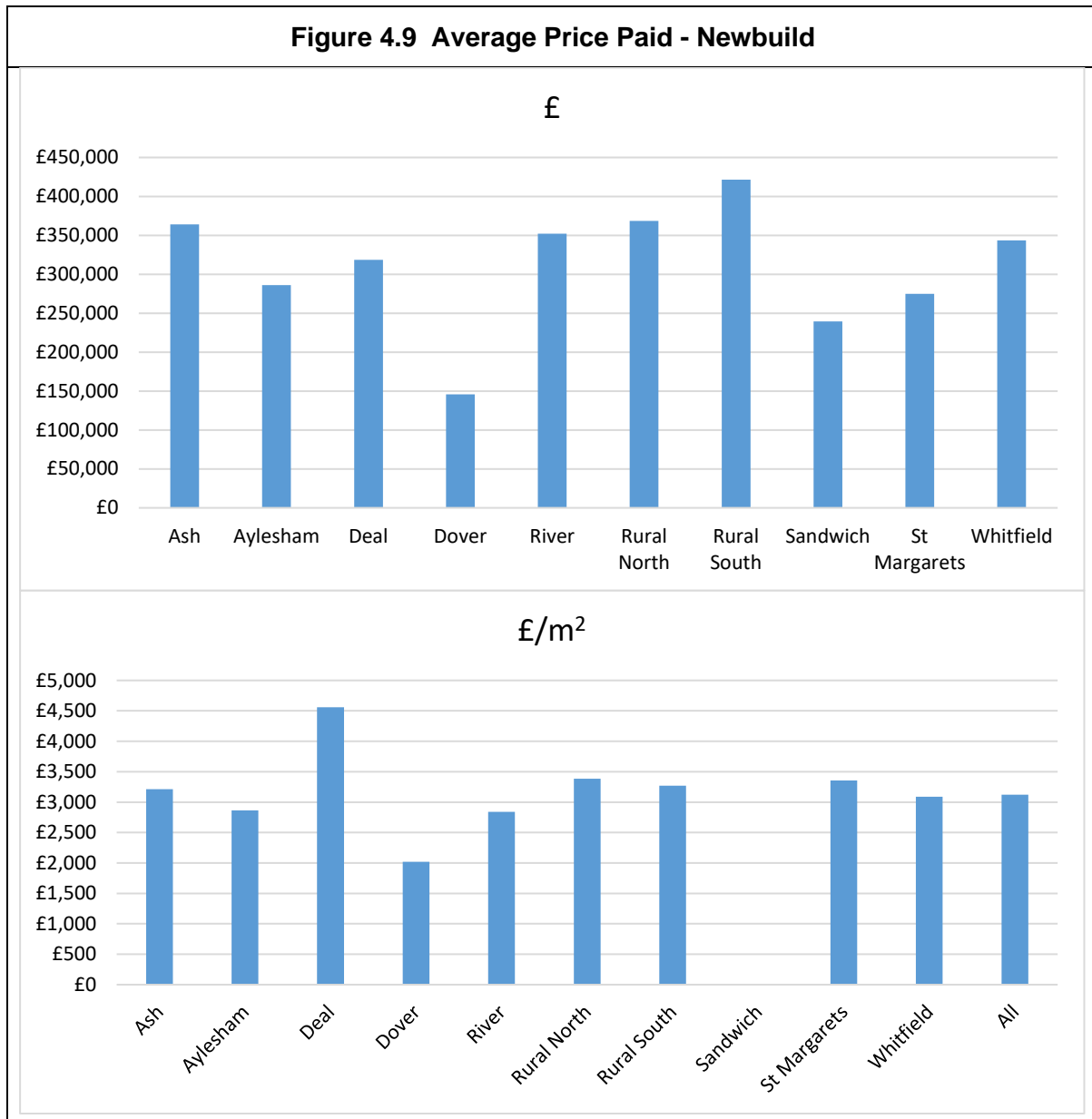
- a. *the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and*
- b. *areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.*

- 4.30 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 will minimise this.
- 4.31 The HBF Guidance 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.
- 4.32 The Land Registry data can be broken down by house type and is summarised as follows.

Table 4.6 Prices Paid – Newbuild Homes

| | Detached | | Flats | | Semi-detached | | Terraced | | All | | |
|--------------|------------|-----------------|-----------|-----------------|---------------|-----------------|-----------|-----------------|------------|-----------------|-----------------|
| | Count | Average £ | Count | Average £/m2 | Count | Average £ | Count | Average £/m2 | Count | Average £ | Average £/m2 |
| Ash | 2 | £450,000 | 0 | £3,203 | 8 | £342,563 | 0 | £3,217 | 10 | £364,050 | £3,214 |
| Aylesham | 50 | £329,047 | 5 | £168,630 | 23 | £255,798 | 23 | £3,054 | 101 | £285,920 | £2,863 |
| Deal | 2 | £502,475 | 15 | £297,757 | 5 | £306,590 | 0 | £3,238 | 22 | £318,375 | £4,558 |
| Dover | 0 | | 4 | £77,625 | 0 | | 6 | £191,167 | 10 | £145,750 | £2,021 |
| River | 2 | £419,500 | 0 | £2,821 | 0 | | 5 | £325,200 | 7 | £352,143 | £2,839 |
| Rural North | 10 | £433,395 | 0 | £3,160 | 9 | £296,328 | 0 | £3,629 | 19 | £368,469 | £3,382 |
| Rural South | 11 | £480,068 | 0 | £3,279 | 2 | £287,500 | 3 | £296,333 | 16 | £421,547 | £3,272 |
| Sandwich | 9 | £239,444 | 0 | | 0 | | 0 | | 9 | £239,444 | |
| St Margarets | 0 | | 0 | | 0 | | 1 | £275,000 | 1 | £275,000 | £3,354 |
| Whitfield | 17 | £384,294 | 0 | £3,037 | 7 | £257,571 | 1 | £250,000 | 25 | £343,440 | £3,086 |
| All | 103 | £364,068 | 24 | £234,167 | 54 | £281,514 | 39 | £3,233 | 220 | £310,031 | £2,827 |

Source: Land Registry and EPC Register (April 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0.



Source: Land Registry and EPC Register (April 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0.

- 4.33 The average price paid is £3,124/m². Care should be taken when considering the disaggregated data as some of the sample sizes are small. Across the area, flats are approximately 25% more expensive than houses, when considered on a £/m² basis.
- 4.34 The above data shows variance across the area, however it necessary to consider the reason for that variance. An important driver of the differences is the situation as well as the location of a site. Based on the existing data, the value will be strongly influenced by the specific site characteristics, the immediate neighbours and the environment.
- 4.35 At the time of this research (June 2020) there were 58 new homes for sale in the District. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £150,000 and going up to £1,250,000. The average is £440,000. These are summarised in the following table and set out in detail in **Appendix 6**.

Table 4.7 Summary of Newbuild Asking Prices

| | Detached | | Flats | | Semi-detached | | Terraced | | All | |
|-------------------|-----------|-----------------|----------|-----------------|---------------|-----------------|----------|-----------------|-----------|-----------------|
| | Count | Average £ | Count | Average £/m2 | Count | Average £ | Count | Average £/m2 | Count | Average £ |
| Aylesham | 0 | | 0 | | 1 | £375,000 | 2 | £240,450 | 3 | £285,300 |
| Deal | 6 | £425,974 | 1 | £259,995 | 2 | £289,950 | 0 | | 9 | £377,304 |
| Dover | 4 | £487,500 | 5 | £181,000 | 2 | £255,000 | 4 | £336,250 | 15 | £314,000 |
| Dover Rural North | 3 | £725,000 | 0 | | 3 | £488,333 | 0 | | 6 | £606,667 |
| Dover Rural South | 9 | £520,333 | 0 | | 5 | £385,998 | 3 | £281,667 | 17 | £438,705 |
| Eastry | 1 | £700,000 | 0 | | 0 | | 0 | | 1 | £700,000 |
| St Margarets | 2 | £907,500 | 0 | | 0 | | 0 | | 2 | £907,500 |
| Wingham | 4 | £536,250 | 1 | £795,000 | 0 | | 0 | | 5 | £588,000 |
| ALL | 29 | £552,546 | 7 | £279,999 | 13 | £373,838 | 9 | £296,767 | 58 | £439,907 |

Source: Market Survey (July 2020)

4.36 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

cases the feedback was that the units were 'realistically priced' or that, as there is strong demand, significant discounts are not available. When pressed, 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% less than the above asking prices.

4.37 In this context, through the summer 2020 consultation, a land promoter³¹ commented that:

Agents are reporting a 10% premium during Q2 2020 over advertised price for premium houses in the Deal area and a slight contraction in those in Sandwich. Things may regress as the autumn progresses but perhaps at a slower rate than the region and the country as a whole.

Price Assumptions for Financial Appraisals

4.38 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 is taken.

- a) 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. So 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.
- b) 'Urban' Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the town centres. These are modelled as conventional development and on a Build to Rent basis (see below).
- c) Large Greenfield Sites. These are the potential Strategic Sites, and large greenfield sites (over 200 units or so).
- d) 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.
- e) Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. A premium value is applied to these.

4.39 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and 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.

³¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

4.40 It is important to note that this is a broad brush, high level study to test DDC’s emerging Plan, as required by the NPPF. The values between new developments and within new developments will vary considerably. No single source of data should be used in isolation and it is necessary is draw on the widest range sources of data.

| Table 4.8 Pre-consultation Residential Typology Price Assumptions (£/m²) | | | | |
|--|-------------------------|--------|------------------------|------------|
| | Coastal Towns and South | North | Aylesham and N&W Dover | Dover Town |
| Brownfield | £3,350 | | £3,200 | £2,300 |
| Urban Flatted Schemes | £5,000 | | £3,300 | £2,300 |
| Large Greenfield Sites | £3,600 | £3,170 | £3,200 | |
| Medium Greenfield Sites | £3,600 | £3,170 | £3,200 | |
| Small Greenfield Sites | £3,750 | £3,500 | £3,200 | |

Source: HDH (July 2020)

4.41 Through the Summer 2020 consultation, the following points were made:

- a. A housebuilder³² suggested that a finer gained approach should be taken, although did not provide any supporting information or propose an alternative. They went on to say the derivation of the values should be further explained, and that the values attributed to the Coastal Towns and South ‘look particularly high’.
- b. A housebuilder³³ commented:
We support the assumptions on selling prices set out in Table 4.7 although we do believe there could be a slight increase for North Dover.
- c. A site owner³⁴ agreed the values.
- d. A developer³⁵ provided example transactions with an average of about £3,060/m² at Aylesham.

4.42 To a large extent we agree it would be preferable to take a finer grained approach, however there is insufficient robust data to support such an approach due to the relatively low number of transactions.

4.43 Following the consultation, the residential value assumptions were updated as follows, where the following areas are used:

Higher Being the north of the District.

³² C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

³³ Persimmon Homes with regard to Aylesham and Whitfield.

³⁴ Peter Wynn, Homes England, with regard to Connaught Barracks.

³⁵ These were provided on a confidential basis, so are not specifically attributed.

- Medium Being the Coastal Towns to the east of the District and the Rural areas and settlements to the south of the District.
- Lower Being the sites within and adjacent to Aylesham and the sites adjacent to wider Dover, principally to the north and west of the Dover built-up area, and Whitfield.
- Dover Town Being the relatively tightly defined area of the built-up area of Dover.

4.44

| Table 4.9 Post-Consultation Residential Price Assumptions (£/m²) | | | | |
|--|--------|--------|--------|------------|
| | Higher | Medium | Lower | Dover Town |
| Brownfield | | £3,350 | £3,200 | £2,300 |
| Urban Flatted Schemes | | £4,250 | £3,300 | £2,300 |
| Large Greenfield Sites | £3,350 | £3,300 | £3,100 | |
| Medium Greenfield Sites | £3,350 | £3,300 | £3,100 | |
| Small Greenfield Sites | £3,500 | £3,500 | £3,100 | |

Source: HDH (September 2020)

Ground Rents

- 4.45 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 rents³⁶.

Build to Rent

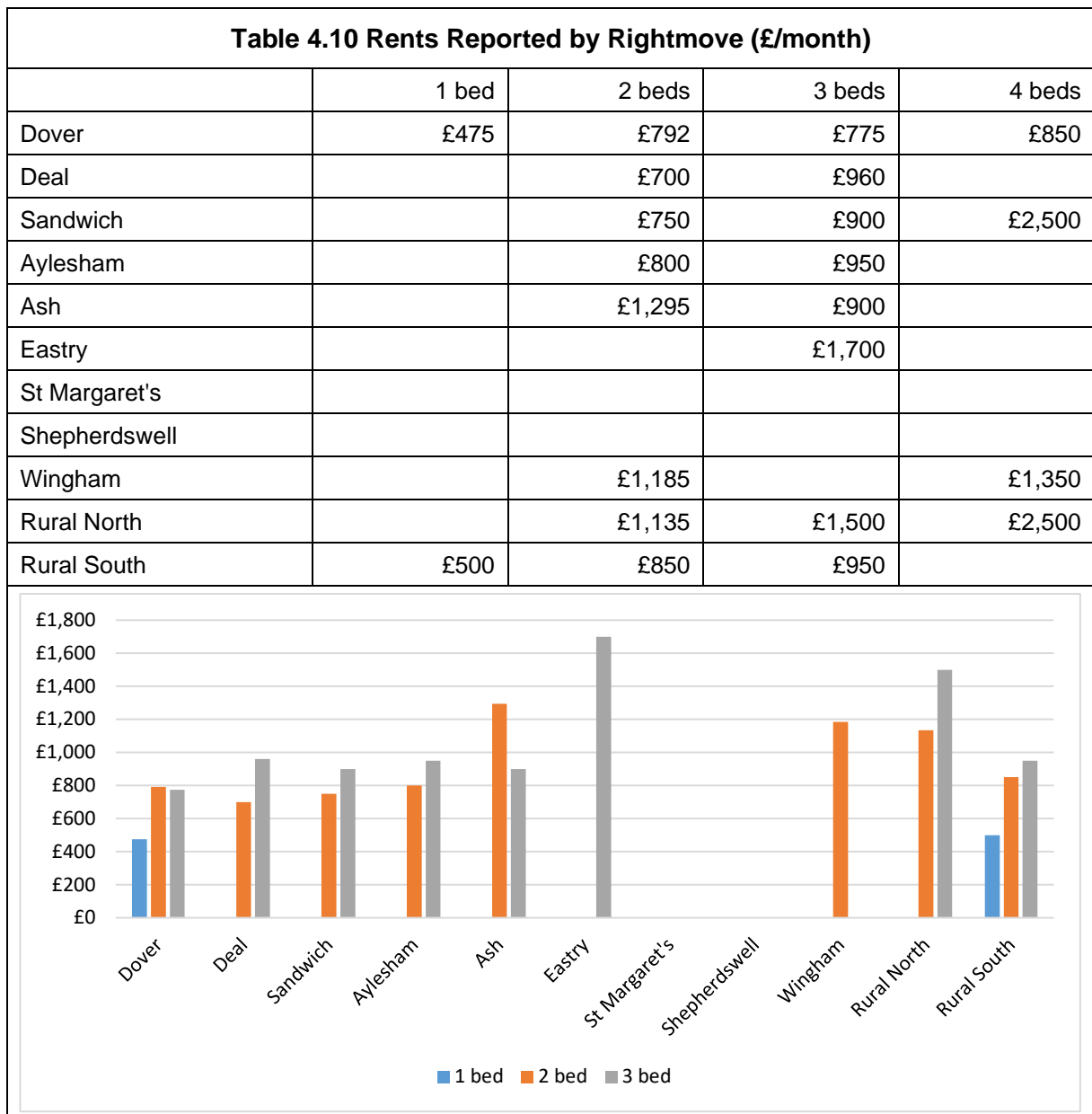
- 4.46 The Council has not seen Build to Rent schemes coming forward however this is a growing development format. The Build to Rent sector is a different sector to mainstream housing. The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. Having said this, at present the Council have no policy reason nor 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.
- 4.47 The value of the units in the PRS (where their use is restricted to PRS) is, in large part, the worth of the income that the completed let unit will produce (the rent). 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 Built to Rent, A British*

³⁶ In October 2018 the Communities Secretary announced that majority of newbuild 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>

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.

4.48 In estimating the likely level of rent, we have undertaken a survey of market rents across the Council area, the data presented below excludes the very high rents associated with golf courses:



4.49 In this context, through the summer 2020 consultation, a land promoter³⁷ commented in relation the caravan and holiday park market. It is confirmed that the above figures only relate to conventional houses and flats. Bearing in mind the purpose of this report, we believe this to be appropriate.

4.50 In calculating the value of PRS units it is necessary to consider the yields. Several sources of information have been reviewed. Savills in their *Investing in Private Rent* (Savills, 2018) report 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.

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

4.52 Having considered a range of sources, a gross yield of 5% has been assumed. It is also assumed that such development will be flatted and in or close to the town centres. In considering the rents to use in this assessment it is necessary to appreciate that much of the exiting rental stock is relatively poor, so new PRS units are likely to have rental values that are well in excess of the averages, with yields that are above the averages.

| Table 4.11 Capitalisation of Private Rents | | | | |
|---|----------|----------|----------|----------|
| | 1 bed | 2 bed | 3 bed | 4 bed |
| Gross Rent (£/month) | £488 | £938 | £1,079 | £1,800 |
| Gross Rent (£/annum) | £5,850 | £11,261 | £12,953 | £21,600 |
| Value | £117,000 | £225,210 | £259,050 | £432,000 |
| m ² | 50 | 70 | 84 | 97 |
| £/m ² | £2,340 | £3,217 | £3,084 | £4,454 |

Source: HDH (July 2020)

4.53 In this study we have assumed a value for private rent, in all areas, of £3,100/m².

Affordable Housing

4.54 A core output of this study is advice as to level of the Affordable Housing requirement. The current requirement is for 30% and this forms the base assumption in this assessment. A range of requirements and tenure mixes are tested. In this study it is assumed that such

³⁷ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

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

- 4.55 Prior to the Summer 2015 Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual inflation plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and formed the basis of many housing associations' and other providers' business plans. 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 attractive as each year the rent would always be a little more relative to inflation.
- 4.56 In the 2015 Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduced the value of Affordable Housing. In October 2017 the Government announced that Rents will rise by CPI +1% for five years from 2020. The values of Affordable Housing have been considered in this basis.

Social Rent

- 4.57 The value of a social 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 4.12 General Needs (Social Rent) - Dover | | | | | |
|--|---------------|------------------|-----------------------------|-------------------------|--------------|
| Average weekly net rent (£ per week) by unit size for Dover - Large PRPs | | | | | |
| Unit Size | £ per week | | | | Unit count |
| | Net rent | Social rent rate | Service charge [^] | Gross rent [^] | |
| Non-self-contained | £0.00 | £0.00 | £0.00 | £0.00 | 0 |
| Bedsit | £61.85 | £61.85 | £8.06 | £69.92 | 18 |
| 1 Bedroom | £77.38 | £76.34 | £11.21 | £88.13 | 486 |
| 2 Bedroom | £89.42 | £88.80 | £5.87 | £94.17 | 739 |
| 3 Bedroom | £100.04 | £97.86 | £4.88 | £102.93 | 505 |
| 4 Bedroom | £113.33 | £116.04 | £2.51 | £115.01 | 36 |
| 5 Bedroom | £0.00 | £0.00 | £0.00 | £0.00 | 0 |
| 6+ Bedroom | £0.00 | £0.00 | £0.00 | £0.00 | 0 |
| All self-contained | £89.35 | £88.20 | £7.40 | £95.17 | 1,784 |
| All stock sizes | £89.35 | £88.20 | £7.40 | £95.17 | 1,784 |
| Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an absolute exception for the WRWA 2016. Stock outside England is excluded. | | | | | |

Source: Table 9, RSH SDR 2019 – Data Tool³⁸

- 4.58 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 assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.25%.

| Table 4.13 Capitalisation of Social Rents | | | | |
|--|-----------|------------|------------|------------|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms |
| Gross Rent (£/month) | £335 | £387 | £434 | £491 |
| Gross Rent (£/annum) | £4,024 | £4,650 | £5,202 | £5,893 |
| Net Rent | £3,219.01 | £3,719.87 | £4,161.66 | £4,714.53 |
| Value | £75,741 | £87,526 | £97,922 | £110,930 |
| m ² | 50 | 70 | 84 | 97 |
| £/m ² | £1,515 | £1,250 | £1,166 | £1,144 |

Source: HDH (July 2020)

³⁸ <https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019>

- 4.59 On this basis, a value of £1,270/m² across the study area is assumed, although it is important to note that the Council is expecting affordable housing for rent to be delivered as Affordable Rent rather than Social Rent.
- 4.60 In this regard, a housebuilder³⁹ suggested that this value would only be underpinned by a 'dominate presence of 1 bedroom units' which is not what the SHMA (or the emerging policy) seeks. Whilst this comment is noted, the assumption is considered to be appropriate and representative.

Affordable Rent

- 4.61 Under Affordable Rent, a rent of no more than 80% of the market rent for that unit can be charged. In estimating the likely level of Affordable Rent, a survey of market rents across the DDC area has been undertaken and is set out under the Build to Rent heading above.
- 4.62 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 (although they can be). 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.

| Table 4.14 BRMA LHA Caps (£/Week) | | |
|--|-----------------|--------------------|
| | Canterbury BRMA | Dover-Shepway BRMA |
| Shared Accommodation | £78.59 | £65.00 |
| One Bedroom | £136.93 | £100.11 |
| Two Bedrooms | £182.96 | £132.33 |
| Three Bedrooms | £224.38 | £172.60 |
| Four Bedrooms | £287.67 | £207.12 |

Source: VOA (July 2020)

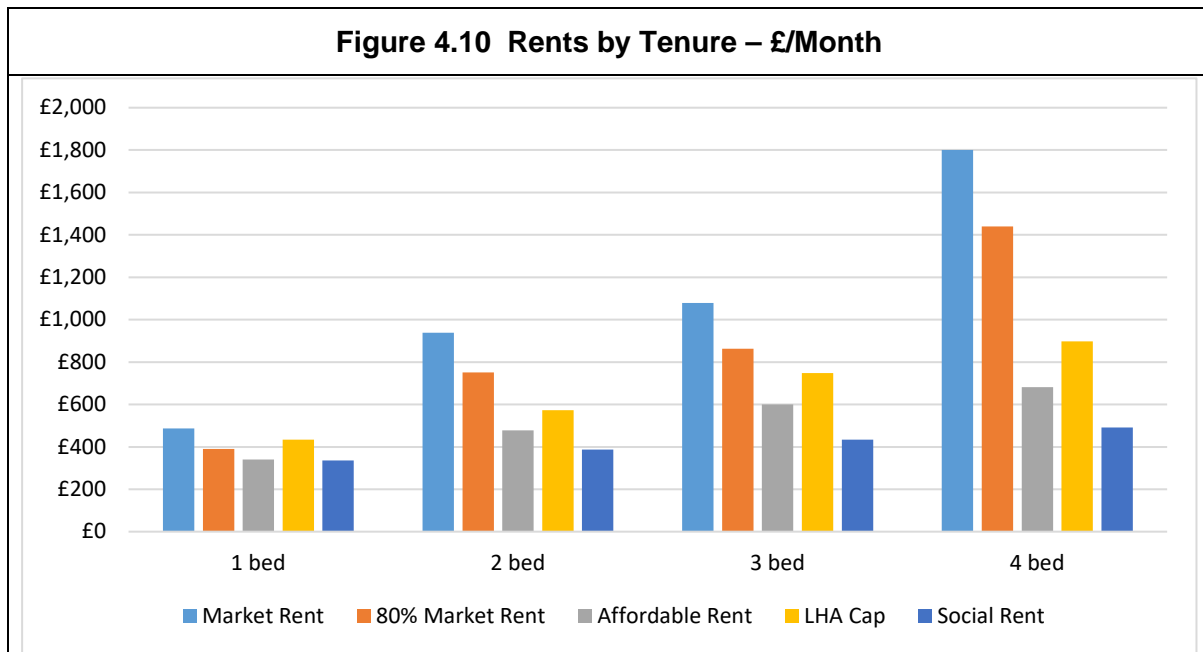
- 4.63 The majority of planned development is to be in the Dover-Shepway BRMA. These caps are generally similar to the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

³⁹ C Loughead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

| Table 4.15 Affordable Rent General Needs - Dover | | |
|---|-------------------|-------------------|
| Average weekly gross rent (£ per week) and unit counts by unit size for Dover | | |
| Unit Size | £ per week | |
| | Gross rent | Unit count |
| Non-self-contained | £0.00 | 0 |
| Bedsit | £0.00 | 0 |
| 1 Bedroom | £78.63 | 28 |
| 2 Bedroom | £110.22 | 130 |
| 3 Bedroom | £138.38 | 69 |
| 4 Bedroom | £157.26 | 10 |
| 5 Bedroom | £0.00 | 0 |
| 6+ Bedroom | £0.00 | 0 |
| All self-contained | £116.67 | 237 |
| All stock sizes | £116.67 | 237 |
| Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded. | | |

Source: Table11, RSH SDR 2019 – Data Tool⁴⁰

4.64 The rents can be summarised as follows.



Source: Market Survey, HCA Statistical Return and VOA (July 2020)

4.65 In calculating the value of Affordable Rent we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4.25%. It is assumed that

⁴⁰ <https://www.gov.uk/government/statistics/statistical-data-return-2018-to-2019>

the Affordable Rent is no more than the LHA cap. On this basis affordable rented property has the following worth.

| Table 4.16 Capitalisation of Affordable Rents | | | | |
|--|-----------|------------|------------|------------|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms |
| Gross Rent (£/month) | £390 | £573 | £748 | £898 |
| Gross Rent (£/annum) | £4,680 | £6,881 | £8,975 | £10,770 |
| Net Rent | £3,744 | £5,505 | £7,180 | £8,616 |
| Value | £88,094 | £129,528 | £168,945 | £202,734 |
| m ² | 50 | 70 | 84 | 97 |
| £/m ² | £1,762 | £1,850 | £2,011 | £2,090 |

Source: HDH (July2020)

- 4.66 Using this method to assess the value of Affordable Housing, under the Affordable Rent tenure, a value of £1,930/m² across all areas is derived. A land promoter⁴¹ suggested that a 300 plus caravan-based location should be included in the evidence as this could impact on the affordable housing figures (we assume values in this context). The value of affordable housing has been assessed from first principles, based on expected rents and yields. Caravans would not fall within the definition of affordable housing set out in the NPPF.
- 4.67 A developer⁴² provided example transactions at £2,272/m² at Aylesham, being about 75% of market value. Being somewhat higher than the assumption used.

Intermediate Products for Sale

- 4.68 Intermediate products for sale include shared ownership and shared equity products⁴³. Nationally, the demand for these has lessened, perhaps due to the impact of Help to Buy. We have found little evidence of the availability of such products in the study area, although DDC reports a need for affordable home ownership options and that a 50% initial share is the norm. We have assumed a value of 70% of open market value for these units. These values are based on purchasers buying an initial 30% share of a property and a 2.75%⁴⁴ per annum rent payable on the equity retained. The rental income is capitalised at 4 % having made a 5% management allowance.
- 4.69 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

⁴¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁴² These were provided on a confidential basis. so are not specifically attributed.

⁴³ 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,

⁴⁴ A rent of up to 3% may be charged – although we understand that in this area 2.75% is more usual.

Table 4.17 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold

| Market Value | | | % Sold | | Rent | | | Value | | |
|--------------|-------|---------|--------|---------|-------|--------|---------|---------|-------|---------------|
| m2 | £/m2 | £ | % | £ | % | £/year | £ | £ | £/m2 | % OMV |
| 95 | 3,150 | 299,250 | 30% | 89,775 | 2.75% | 5,761 | 144,014 | 233,789 | 2,461 | 78.13% |
| 95 | 3,150 | 299,250 | 40% | 119,700 | 2.75% | 4,938 | 123,441 | 243,141 | 2,559 | 81.25% |
| 95 | 3,150 | 299,250 | 50% | 149,625 | 2.75% | 4,115 | 102,867 | 252,492 | 2,658 | 84.38% |
| 95 | 3,150 | 299,250 | 60% | 179,550 | 2.75% | 3,292 | 82,294 | 261,844 | 2,756 | 87.50% |
| 95 | 3,150 | 299,250 | 70% | 209,475 | 2.75% | 2,469 | 61,720 | 271,195 | 2,855 | 90.63% |
| 95 | 3,150 | 299,250 | 80% | 239,400 | 2.75% | 1,646 | 41,147 | 280,547 | 2,953 | 93.75% |

Source: HDH 2020

Grant Funding

- 4.70 It is assumed that grant is not available.

Older People's Housing

- 4.71 Housing for older people is generally a growing sector due to the demographic changes of 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.

- 4.72 HDH has received general (i.e. national) representations from the Retirement Housing Group (RHG). The RHG is 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.
- 4.73 A typical price of a 3 bed semi-detached home has been taken as a starting point. On this basis it is assumed Sheltered and Extracare Housing has the following worth:

| Table 4.18 Worth of Sheltered and Extracare | | | |
|--|------------------------|----------|------------------|
| Dover | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £250,000 | |
| 1 bed Sheltered | 50 | £187,500 | £3,750 |
| 2 bed Sheltered | 75 | £250,000 | £3,333 |
| 1 bed Extracare | 65 | £234,375 | £3,606 |
| 2 bed Extracare | 80 | £312,500 | £3,906 |
| Deal | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £310,000 | |
| 1 bed Sheltered | 50 | £232,500 | £4,650 |
| 2 bed Sheltered | 75 | £310,000 | £4,133 |
| 1 bed Extracare | 65 | £290,625 | £4,471 |
| 2 bed Extracare | 80 | £387,500 | £4,844 |
| Sandwich | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £255,000 | |
| 1 bed Sheltered | 50 | £191,250 | £3,825 |
| 2 bed Sheltered | 75 | £255,000 | £3,400 |
| 1 bed Extracare | 65 | £239,063 | £3,678 |
| 2 bed Extracare | 80 | £318,750 | £3,984 |
| Aylesham | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £245,000 | |
| 1 bed Sheltered | 50 | £183,750 | £3,675 |
| 2 bed Sheltered | 75 | £245,000 | £3,267 |
| 1 bed Extracare | 65 | £229,688 | £3,534 |
| 2 bed Extracare | 80 | £306,250 | £3,828 |

Source: HDH (July 2020)

- 4.74 We have undertaken a review of older people's schemes within the area. We have looked beyond the strict boundary of the District as relatively few schemes are available in the District.
- a. English Courtyard Association (Cognatum) has a scheme of six flats and nine cottages at Wingham. The scheme is not complete, however properties are available to reserve from £560,000. No details have been released.
 - b. Churchill Retirement Homes' Godwin Lodge scheme at Ark Lane Deal, is made up of 41 retirement flats. The 1 bedroom flats start at £281,950 and the 2 bedroom flats start at £384,950.
 - c. McCarthy & Stone have schemes in Dover and Canterbury. The scheme at Charlton Green, Dover is under construction, however prices have not been released. The scheme at New Dover Road, Canterbury, has received planning consent but no further details are available.

- 4.75 Based on the above, a value of £4,300/m² is assumed for Sheltered Housing and £4,650/m² is assumed for Extracare in Deal, and a value of £3,550/m² is assumed for Sheltered Housing and £3,750/m² is assumed for Extracare elsewhere.
- 4.76 No allowance is made for ground rents. The typical value of the ground rents on these types of units would be about £3,850/unit.
- 4.77 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.

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. There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme 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.
- 5.2 Across DDC, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the District, there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

National Overview

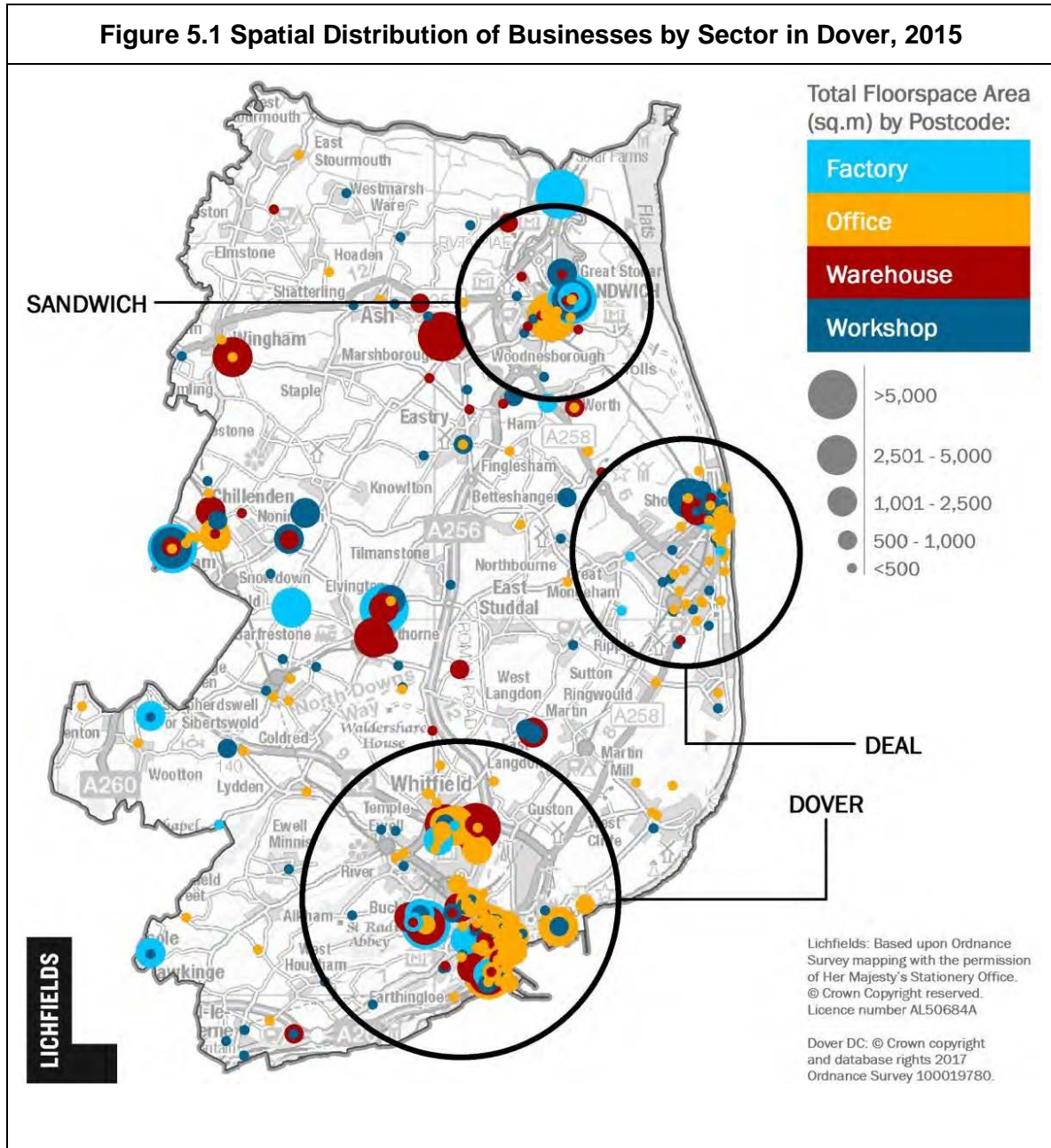
- 5.3 The various non-residential markets in the DDC area reflect national trends, in particular, the uncertainties as a result of the coronavirus pandemic. An uncertain sentiment has been reported in the press:

As would be expected given the ongoing Covid-19 outbreak, the Q1 2020 RICS UK Commercial Property Survey results point to a sharp deterioration in market sentiment. Following what appeared to be a promising start to the year through January and February according to anecdotal evidence, social distancing measures and forced business closures have severely restricted activity and will unfortunately continue to weigh heavily on the outlook over the coming months.

RICS – Q1 2020: UK Commercial Property Market Survey

Non-Residential Market

- 5.4 The *Dover Economic Development Needs Assessment* (Lichfields, March 2017) includes a detailed assessment of the local employment markets so that will not be repeated here.
- 5.5 As would be expected, Dover is the focus of economic activity, being a major port and the terminus for the Channel Tunnel. Having said this, Deal and Sandwich are also major local centres, and as shown on the following map, activity is spread throughout the District.



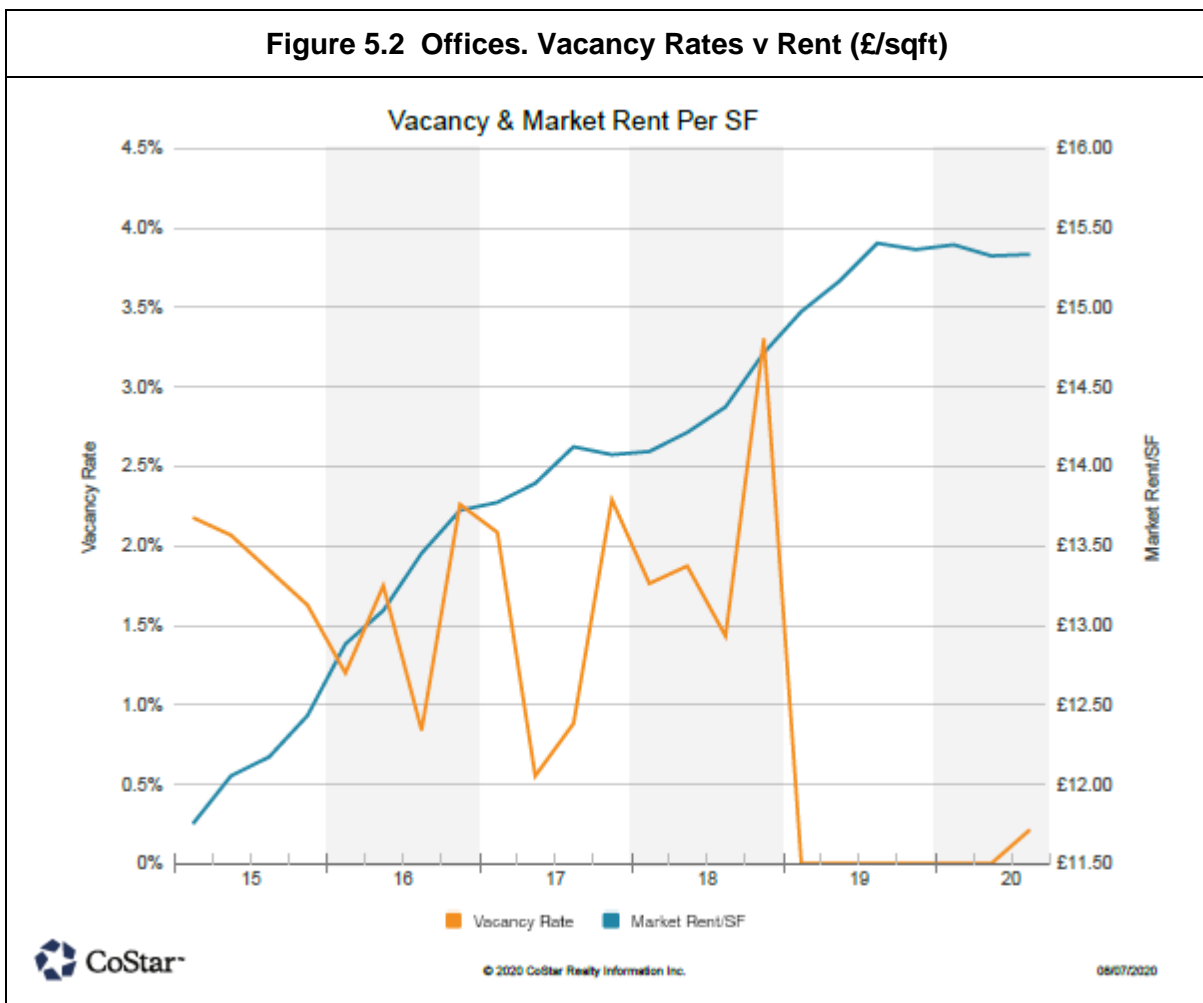
Source: Figure 3.3, Dover Economic Development Needs Assessment (Lichfields, March 2017)

- 5.6 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.
- 5.7 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. 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. **Appendix 7** includes market data from CoStar.

Offices

5.8 The Dover market is a local market. To a large extent it does not compete with the more established, substantial markets of Canterbury and Ashford. Historically, office demand is predominately local and for premises of less than 1,000m². On the whole, office uses are concentrated in the town centres. More recently, purpose-built space has come forward at the White Cliffs Business Park at Dover and at the Discovery Park at Sandwich. Discovery Park is the old Pfizer campus and was an Enterprise Zone with various incentives. It is now marketed as a Life Science Opportunity Zone.

5.9 CoStar data shows an increase in rents and a decrease in vacancy, in the office sector over the last five years.



5.10 CoStar is currently reporting rents (for all types of office) of about £115/m²/year (£10.70sqft/year). On the whole, these buildings are not modern offices that are best suited to current work practices. Newer offices, with adequate parking and with a flexible layout, are

somewhat more being between £160/m²/year to £215/m²/year (£15sqft/year to £20sqft/year)⁴⁵.

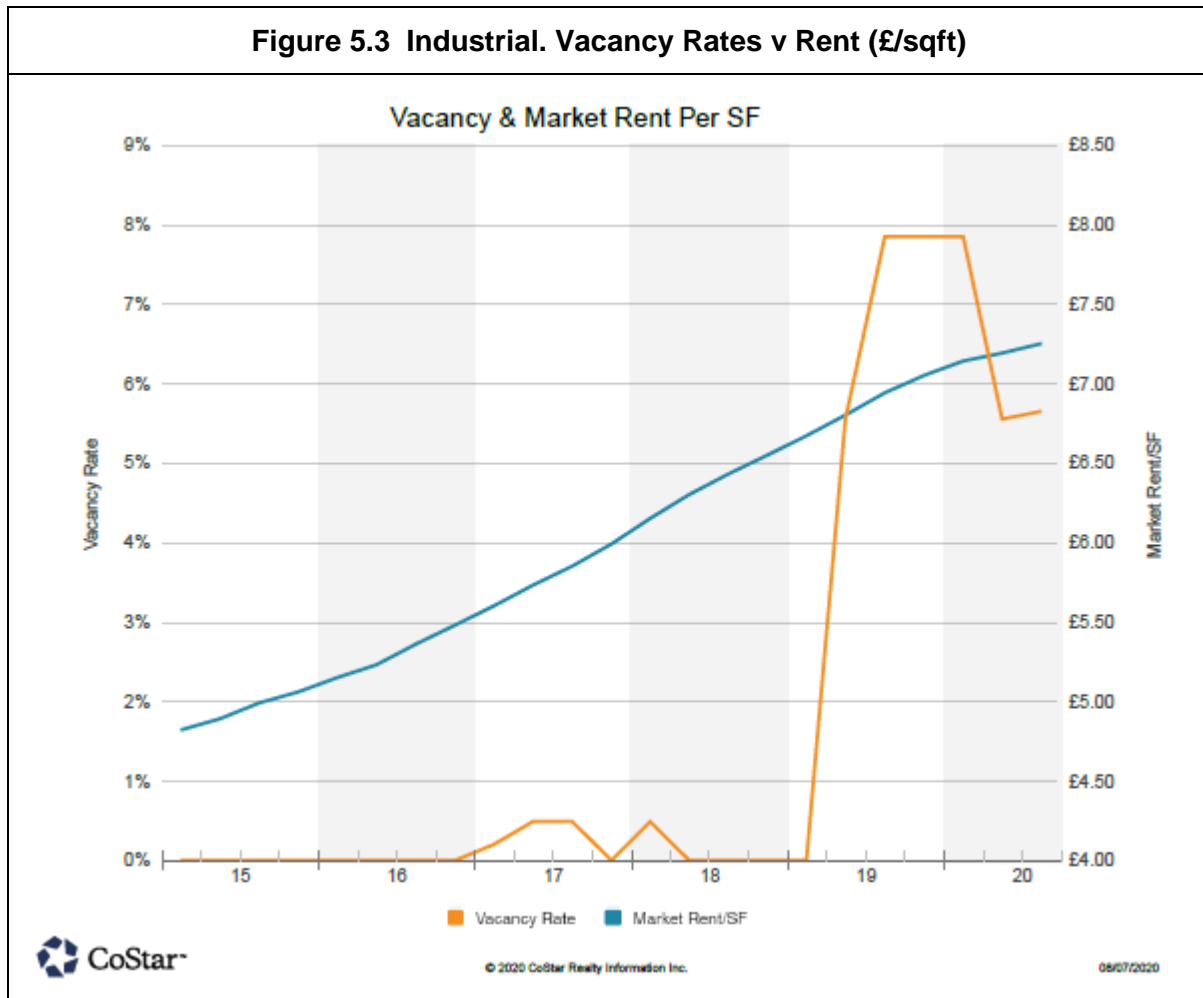
- 5.11 CoStar does not report a yield. We would expect larger units (or groups of units) to achieve a yield of less than 7% or so, with smaller units (being a little less attractive to investors) a yield of 7.5% or so.
- 5.12 The Ashford Property Market Report 2019/20 reports rents about £75/m²/year in Dover. These are somewhat lower than those reported in Ashford (£215/m²/year) or Canterbury (£194/m²/year).
- 5.13 On this basis new office development would have a value of £2,500/m² (£232/sqft) in larger schemes and about £2,100/m² (£195/sqft) in smaller schemes (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices being somewhat less than these, however the sample is dominated by older units, with less good facilities.
- 5.14 Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £2,500/m² for larger units and £2,100/m² for smaller units.

Industrial and Distribution

- 5.15 Industrial space is distributed throughout the District, both in the traditional valley sites such as Coombe Valley and the newer schemes (such as White Cliffe Business Park and Discovery Park). CoStar data also shows a steady increase in rents over the last five years in the industrial sector, and very low vacancies:

⁴⁵ Note: the rents at Discovery Park tend to be a little less at about £120/m²/year.

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



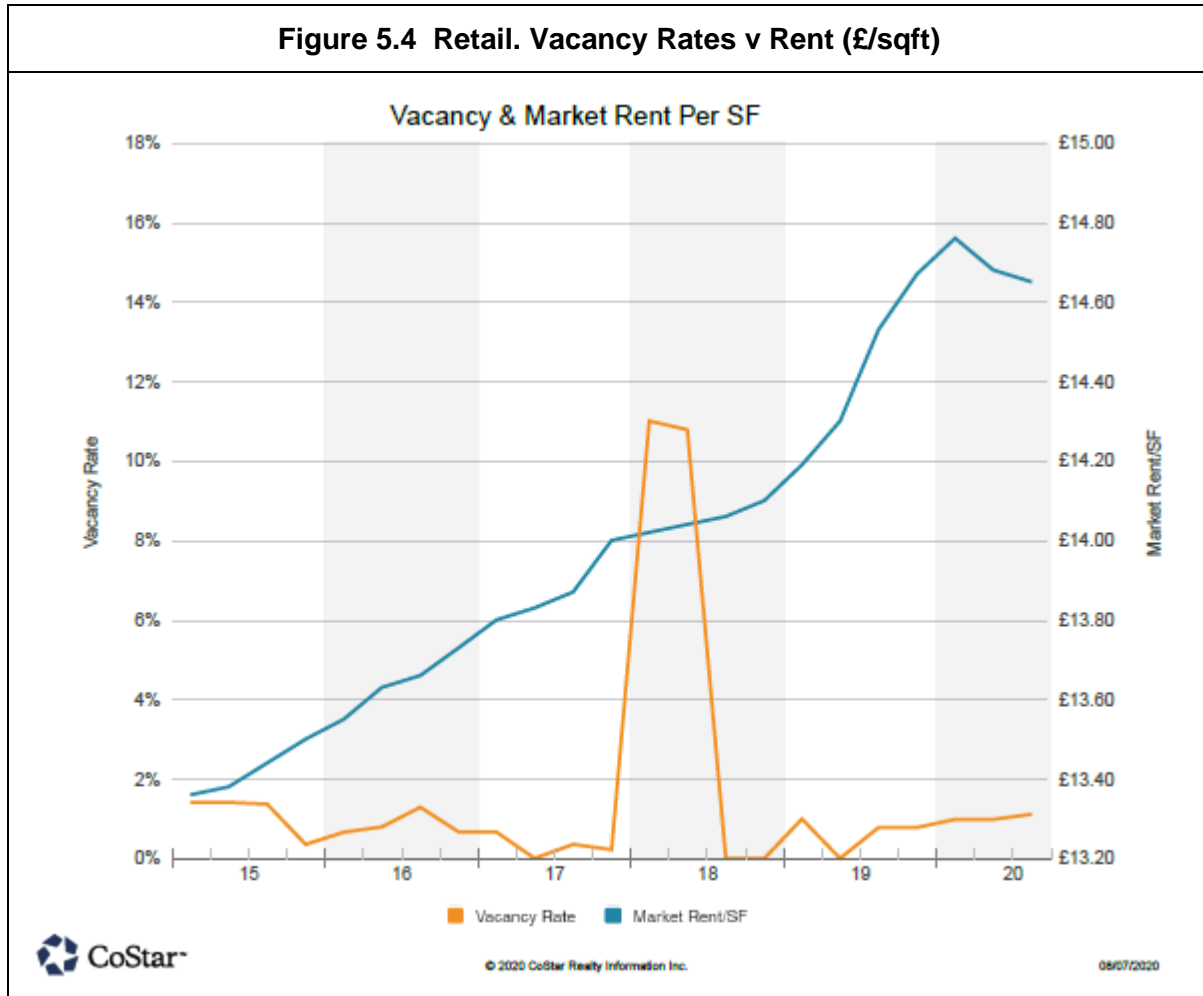
- 5.16 CoStar is currently reporting average rents (for all types of industrial space) of about £75/m²/year (£7/sqft/year). More modern buildings that are well located and with adequate parking are securing rents that are higher at about £118/m²/year (£11/sqft/year). There is little differentiation of rents relative to the size of the units.
- 5.17 CoStar reports a yield of 8%, but this is based on a small sample. We would expect larger units (or groups of units) to achieve a yield of about 7% or so, with smaller units a yield of 9% or so.
- 5.18 The Ashford Property Market Report 2019/20 reports rents about £65/m²/year in Dover. These are lower than those reported in Ashford (£97/m²/year) or Canterbury (£75/m²/year).
- 5.19 On this basis new industrial development would have a value of £1,000/m² (£93/sqft) on larger schemes and £715/m² (£66.50/sqft) on smaller schemes (having allowed for a rent free / void period of 12 months). CoStar reports a median sales price for newer buildings of a little less than £1,030/m² (£96/sqft) although agents suggest that they would expect a higher figure. Bearing in mind the nature of the new development that this study is concerned with, industrial development is assumed to have a value of £1,335/m².

Retail

- 5.20 Dover is a local, rather than a regional shopping destination, taking the role of a traditional market town. The smaller market towns also have a distinct place in the retail hierarchy of the District, however the shopping offer is overshadowed by Canterbury and the easy access to London. The market towns are busy with a broad range of local shops and services.
- 5.21 Even before the Coronavirus pandemic, 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 a Company Voluntary Arrangements (CVA)⁴⁶. 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. Bearing in mind the gloomy picture, it is surprising that the CoStar data shows low vacancies over the last 5 years, when many places have seen an increase. The Council's internal commercial monitoring shows that Dover Town Centre has higher than average vacancy rates within the town centre boundary although Sandwich and Deal are lower. A fall in rents is to be expected.

⁴⁶ A CVA is a legally binding agreement with a company's creditors. As part of the process companies (subject to the circumstances) may be able to renegotiate the terms of a lease.

Figure 5.4 Retail. Vacancy Rates v Rent (£/sqft)



- 5.22 The retail market is segmented with the core high street areas of thriving but the remaining areas, being of largely secondary retailing areas doing less well. Retailing in secondary locations is challenging – although the data does reveal some surprising high rents, and there are some neighbourhood shopping areas that are thriving.
- 5.23 Across the DDC area rents are generally around £161/m²/year (£15/sqft/year), although there are considerable differences within this. Rents for good units in the central locations are currently over £270/m²/year (£25/sqft/year)⁴⁷ although generally they are below this level at around £250/m²/year (£23/sqft/year). Yields are reported to be in the range of 3.2% to about 11%, with an average of 7.4% and median of 7.5%.
- 5.24 A value (based on a £250/m²/year / 6% yield / 12 month incentive) of £3,931/m² (365/sqft) is derived for town centre, shop-based retail. This is at the top end of the range of values reported by CoStar. A value of £3,000/m² (£278/sqft) is assumed, although it is important to note that such values would be restricted to the central locations.

⁴⁷ These rents are calculated over the whole building area rather than just the sales area.

- 5.25 As one moves away from the best locations into the secondary situations, the rents are normally in the range of £107/m²/year (£10/sqft/year) to £160/m²/year (£15/sqft/year), although yields are rather higher at around 10% to give a value of £1,200/m² (£110/sqft) or so.
- 5.26 The Ashford Property Market Report 2019/20 reports prime retail rents about £215/m²/year in Dover. These are lower than those reported in Ashfield (£511/m²/year) or Canterbury (£1,076/m²/year).
- 5.27 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the DDC area, however drawing on our wider experience we have assumed supermarket rents of £280/m²/year (£26/sqft/year) with a yield of 5% to give a value of £5,300/m² (£492/sqft). This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.
- 5.28 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 out of town retail parks and employment areas. Whilst little such development is planned it may be that some of the existing out of town / retail warehouse space will be redeveloped. We have assumed a rent of £200/m²/year (£18.60/sqft/year) and a yield of 6% giving a value of £3,000/m² (£280/sqft) (allowing for a 2 year rent free / void period).

Hotels

- 5.29 For the hotel sector, a rental of £5,000/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 5%, this equates to a value of about £4,050/m² (£376/sqft). It is important to note that this study is only concerned with newbuild hotels⁴⁸.

Appraisal Assumptions

- 5.30 These have been updated as follows:

⁴⁸ 60 rooms x £5,000 = £300,000. 5% yield = £6,000,00. 60 rooms @19m² + 30% circulation space = £4,049/m²

| Table 5.1 Commercial Values £/m² 2019 | | | | | |
|---|-----------------------|-------|------------------|--------|------------|
| | Rent £/m ² | Yield | Rent free period | | Assumption |
| Offices - Large | £180 | 6.75% | 1.0 | £2,498 | £2,500 |
| Offices - Small | £180 | 8.00% | 1.0 | £2,083 | £2,100 |
| Industrial - Large | £100 | 7.00% | 1.0 | £1,335 | £1,335 |
| Industrial - Small | £100 | 9.00% | 1.0 | £1,019 | £1,335 |
| Retail - Central | £250 | 6.00% | 1.0 | £3,931 | £4,000 |
| Retail (elsewhere) | £130 | 9.00% | 1.0 | £1,325 | £1,200 |
| Supermarket | £280 | 5.00% | 1.0 | £5,333 | £5,300 |
| Retail warehouse | £200 | 6.00% | 2.0 | £2,967 | £3,000 |
| Hotel (per room) | £5,000 | 5.00% | 0.0 | £4,049 | £4,050 |

Source: HDH (July 2020)



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). This 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, 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 In this context it is important to note that 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.

Existing Use Values

- 6.4 EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land.
- 6.5 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

- 6.6 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.
- 6.7 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, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit having paid for the land, then there is scope to make developer contributions.
- 6.8 For the purpose of this 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.
- 6.9 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 town-centres a higher value is considered.

Residential Land

- 6.10 In August 2020, DCLG published *Land value estimates for policy appraisal 2019*⁴⁹. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The Dover District Council figure is £2,350,000/ha. It is important to note 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'*.
- 6.11 The VOA assumes as follows:

⁴⁹ <https://www.gov.uk/government/publications/land-value-estimates-for-policy-appraisal-2019>

- a. Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.
 - b. 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.
 - c. 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.
 - d. The site will have a net developable area equal to 80% of the gross area (excluding London).
 - e. 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.
- 6.12 There are few larger development sites being publicly marketed in the area at the time of this assessment, however there are a number of small development sites being marketed in the area:

Table 6.1 Building Sites for Sale

| | | Ha | Units | Asking Price £ | £/ha | £/unit | |
|-----------------------|----------------|--------|------------|-------------------|------------|----------|--|
| Barwick Road | Dover | 2.56 | 220 | | £0 | £0 | Ex industrial site. ##% Affordable. |
| Barnsole Road | Staple | 0.414 | 4 | £1,200,000 | £2,898,551 | £300,000 | 4 detached houses. |
| Astley Avenue | Dover | 0.451 | Industrial | £450,000 | £997,783 | #VALUE! | Industrial site with various buildings and hard standings. |
| East of Malborough Rd | Deal | 0.375 | 9 | £900,000 | £2,400,000 | £100,000 | Consent for 9. Application. |
| Station Road | Walmer | 0.33 | 5 | £550,000 | £1,666,667 | | Outline awaited for 14. |
| Westcourt Lane | Sheperdswell | 0.1328 | 1 | £250,000 | £1,882,530 | £250,000 | 5 Bungalows (by railway) Single Plot |
| Hammill | Woodnesborough | 0.081 | 1 | £225,000 | £2,777,778 | £225,000 | Site of self-build polts |
| Woodside Close | Kearsney | 0.016 | 1 | £50,000 | £3,125,000 | £50,000 | Not consented |

Source: Market Survey (July 2020)

- 6.13 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, rather than their aspiration.
- 6.14 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 8**. 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 Consented Development Land

| Planning Ref | Site | ha | All Units | Affordable % | Price Paid | £/ha | £/unit |
|--------------|---|------|-----------|--------------|-------------|------------|----------|
| DOV/14/00240 | EASTRY HOSPITAL, MILL LANE, EASTRY | 3.36 | 100 | 10.00% | £1,700,000 | £505,952 | £17,000 |
| DOV/16/01247 | LAND AT WHITE POST FARM, SANDWICH ROAD, ASH | 1.21 | 30 | 30.00% | No PPD | | |
| DOV/18/00300 | AYLESHAM SPORTS CLUB, BURGESS ROAD, CANTERBURY | 0.22 | 19 | 0.00% | £191,500 | £870,455 | £10,079 |
| DOV/16/01328 | LAND TO THE REAR OF ARCHERS COURT ROAD, WHITFIELD | 1.66 | 28 | 30.00% | £11,999 | £7,228 | £429 |
| DOV/17/00892 | FORMER GREYHOUND PUBLIC HOUSE, DORMAN AVENUE SOUTH, AYLESHAM | 0.27 | 17 | 0.00% | £950,000 | £3,518,519 | £55,882 |
| DOV/17/01114 | LAND AT LYING TO THE SOUTH WEST OF WELLS FARM, EASTRY, SANDWICH | 2.54 | 50 | 30.00% | £1,723,700 | £678,622 | £34,474 |
| DOV/16/01450 | LAND AT FERNFIELD LANE, HAWKINGE | 2.1 | 19 | 31.58% | No PPD | | |
| DOV/17/00826 | LAND AT WEIGHSIDE HOUSE, SANDWICH ROAD, WHITFIELD | 0.91 | 14 | 0.00% | £1,150,000 | £1,263,736 | £82,143 |
| DOV/18/00125 | EAST STUDDAL NURSERIES, DOWNS ROAD, EAST STUDDAL | 0.99 | tba | #VALUE! | No PPD | | |
| 17/01530 | LAND TO THE REAR OF MATTHEWS CLOSE & SOUTHWALL ROAD, DEAL | 2.56 | 63 | 15.87% | | | |
| DOV/18/01322 | LAND AT THE MAGISTRATES COURT, PENCESTER ROAD, DOVER CT16 1BS | 0.3 | 46 | 0.00% | £910,000 | £3,033,333 | £19,783 |
| DOV/18/00242 | LAND AT SUMMERFIELD NURSERY, BARNSOLE ROAD, BARNSOLE, STAPLE, CANTERBURY CT3 1LD | 1.39 | 16 | 37.50% | £1,663,200 | £1,196,547 | £103,950 |
| DOV/18/01169 | LAND AT THE ROYAL LEISURE CENTRE & SNOOKER CLUB, KING STREET, DEAL, KENT CT14 | 0.05 | 16 | 0.00% | No PPD | | |
| DOV/18/00888 | 32 LOWER ROAD AND MANOR VIEW NURSERY, LOWER ROAD, TEMPLE EWELL, KENT CT16 3DY | 1.03 | 14 | 0.00% | £450,000 | £436,893 | £32,143 |
| DOV/18/00682 | LAND AT REAR OF AND INCLUDING 147 ST RICHARDS ROAD, DEAL | 0.97 | 21 | 28.57% | £1,300,000 | £1,340,206 | £61,905 |
| DOV/17/01523 | LAND AT FORMER BUCKLAND HOSPITAL | 1.63 | 150 | 0.00% | £1,450,000 | £889,571 | £9,667 |
| DOV/18/00764 | LAND AT STALCO ENGINEERING WORKS AND LAND R/O AND INCLUDING 126 MONGEHAM ROAD, GREAT MONGEHAM | 1.12 | 35 | 31.43% | Partial PPD | | |
| DOV/19/00243 | LAND AT WOODNESBOROUGH ROAD, SANDWICH | 5.31 | 120 | 30.00% | £336,000 | £63,277 | £2,800 |
| 19/00403 | LAND AT WOODNESBOROUGH LANE, EASTRY, KENT | 1.07 | 28 | 28.57% | £100,000 | £93,458 | £3,571 |
| 19/00669 | LAND BETWEEN 107 - 127 CAPEL STREET, CAPEL LE FERNE | 1.6 | 34 | 29.41% | Partial PPD | | |
| 16/01434 | FORMER BARWICK SITE, COOMBE VALLEY ROAD | 0.2 | 16 | 0.00% | £145,000 | £725,000 | £9,063 |
| 18/00468 | LAND ADJ TO 1 MALVERN ROAD, DOVER | 0.12 | 17 | 0.00% | £225,000 | £1,875,000 | £13,235 |
| 18/01263 | FORMER UNITED REFORMED CHURCH, HIGH STREET, DOVER | 0.06 | 16 | 0.00% | £178,000 | £2,966,667 | £11,125 |

Source: DDC and Land Registry (July 2020)

- 6.15 These values are on a whole site (gross area) basis and range considerably. Overall, the average is £1,200,000/ha / £29,000/unit and the median is £880,000/ha / £15,000 per unit. When the outliers and the non-policy compliant schemes are disregarded, the average is about £675,000/ha / £41,000/unit and median is £678,000/ha / £34,000/unit.
- 6.16 Through the summer 2020 consultation, a housebuilder⁵⁰ suggested that ‘*the sample appears restrictive and not reflect of a whole plan study as the sites reported are predominately of a much smaller nature*’. Whilst it is accepted that the sample is limited, it has not been restricted and contains the data that relates to recent consents that is available.
- 6.17 It was also suggested that some of the above data was incorrect saying ‘*permission DOV/19/00243 is on a large site and it throws the average, so conclusions are quite erroneous*’. The data reported is correct, in that it is as recorded by the Land Registry. The comment correctly highlights the challenges in this regard. Not all the data sources are complete or perfect.
- 6.18 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.

- 6.19 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 (nor the average of prices paid).
- 6.20 Through the summer 2020 consultation, a housebuilder⁵¹ suggested that the Land Registry data be further researched (including contacting buyers and sellers) with regard to overage. Whilst overage may be payable, this would be in addition to the base price paid. In this

⁵⁰ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁵¹ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

assessment we are seeking to establish the minimum price acceptable, not the average or the actual price that a landowner may receive.

- 6.21 Almost all the above sites are smaller sites (rather than being Strategic Sites). 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.
- 6.22 It is necessary to make an assumption about the value of residential land. In this assessment a value of £675,000/ha is assumed for the smaller sites and £400,000/ha for the Strategic Sites.

Previously Developed Land

- 6.23 *Land value estimates for policy appraisal* provides a value figure for commercial land. The closest figure is for Brighton and Hove:

| Table 6.3 Industrial Land Values | | |
|---|--------|------------|
| Industrial Land (DDC) | £/ha | £500,000 |
| | £/acre | £202,000 |
| Commercial Land: Office Edge of City Centre (Brighton and Hove) | £/ha | £2,210,000 |
| | £/acre | £894,000 |
| Commercial Land: Office Out of Town – Business Park (Brighton and Hove) | £/ha | £1,750,000 |
| | £/acre | £708,000 |

Source: Land value estimates for policy appraisal 2019 (DCLG, August 2020)

- 6.24 Brighton and Hove is a very different place to Dover so this is given little weight.
- 6.25 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 9**. The average for DDC is about £1,665,000/ha (£675,000/acre) and the median £1,235,000 (£275,000/acre) although the sample is small.
- 6.26 A figure of £1,200,000/ha is assumed.

Agricultural and Paddocks

- 6.27 *Land value estimates for policy appraisal* provides a value figure for agricultural land in the area of £22,500/ha. For agricultural land, a value of £22,500/ha is assumed to apply here.
- 6.28 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 is used for sites on the edge of the built-up area.

6.29 Through the summer 2020 consultation, a housebuilder⁵² suggested a value of £25,000/ha for agricultural land.

Existing Use Value Assumptions

6.30 In this assessment the following Existing Use Value (EUV) assumptions are used.

| Table 6.4 Existing Use Value Land Prices £/ha | |
|--|------------|
| PDL | £1,200,000 |
| Agricultural | £22,500 |
| Paddock | £50,000 |

Source: HDH (September 2020)

6.31 Through the summer 2020 consultation, a site owner⁵³ expressed some concern that this approach does not reflect the diversity of values across the District. There is little evidence to suggest a variance in agricultural and paddock values. Where prices vary (and it is agreed that they vary) this is due to site specific factors, rather than geographical differences.

6.32 There is a greater variance in the values of industrial land. In part this depends on its status, for example whether the site is an old industrial site, or part of a modern industrial site that is fully serviced. There are also factors such as the proximity to the transport network. In a high-level study of this type it is necessary to make an assumption. The approach taken is believed to be appropriate.

Benchmark Land Values

6.33 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 current uses, costs and values. Market evidence can also be used as a cross-check of

⁵² Persimmon Homes with regard to Aylesham and Whitfield.

⁵³ Peter Wynn, Homes England, with regard to Connaught Barracks.

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).

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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).

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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 6.5 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 are used:

Brownfield/Urban Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £400,000/ha.

6.38 Though the summer 2020 consultation, an agent⁵⁴ for a landowner commented as follows:

Transactional evidence in the form of 'minimum land values' within Promotion Agreements is typically higher than what is calculated through applying a premium to the Existing Use Value (based on Carter Jonas' experience on Section 106 agreements relative to lands transactions). Within the commuter belt South of London, Carter Jonas is advising on a site which has a minimum land price (to the landowner) within the Promotion Agreement of £1,606,000/ net developable ha (£650,000 per net developable acre). At the lower end of the scale, on a separate site in the South East of England – one that is very much peripheral in terms of commuting potential – the equivalent figure is £494,000/ net developable ha (£200,000 per net developable acre). In Carter Jonas' experience, minimum land values are correlated with house price.

6.39 No supporting information or examples were provided. On a site with a net developable area of 60% this would equate to a range of £964,000/ha to £296,000/ha on a gross basis.

⁵⁴ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.

6.40 A housebuilder⁵⁵ commented:

A BLV of £400,000/ha is not at a sufficient premium level to attract landowners in the more valuable parts of the District to bring forward sites for development.

6.41 No explanation or supporting information was provided and no alternative was suggested.

6.42 A land promoter⁵⁶ commented:

Yes this is fine. We need to understand more about the extended CIL and associated oversight to comment on it. The concept of the idea is sound....

6.43 A housebuilder⁵⁷ commented:

We support the Benchmark Land Values set out in Paragraph 6.31 on the basis that there are no further deductions for providing infrastructure / abnormals.

6.44 A site owner⁵⁸ suggested the derivation of the BLV should be further explained.

6.45 The derivation of the BLV is a qualitative figure that (as set out in paragraph 10-013-20190509 of the PPG) ‘*should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements*’. On agricultural land the landowner would receive an uplift of over 15 times, compared to the existing use. It is similar to values actually received by landowners.

⁵⁵ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁵⁶ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁵⁷ Persimmon Homes with regard to Aylesham and Whitfield.

⁵⁸ Peter Wynn, Homes England, with regard to Connaught Barracks.

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 through the summer 2020 consultation. There was a general consensus, although it is acknowledged that these may change as a result of the coronavirus pandemic.

Development Costs

Construction costs: baseline costs

- 7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Kent⁵⁹. The cost figure for ‘Estate Housing – Generally’ is £1,347/m² at the time of this study: 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 The base assumption in this report is that homes are built to the basic Building Regulation Part L 2013 Standards (as amended in 2016) but not to higher environmental standards. As set out in Chapter 2 above, the Government is undertaking a consultation on ‘The Future Homes Standard’⁶⁰. This is linked to achieving the ‘net zero’ greenhouse gas emissions by 2050. The Council is exploring the policy options in this regard. At this stage, a policy has not been drafted but is likely to include provisions to encourage reduced energy usage. This is considered in Chapter 8 below.

⁵⁹ The sample size for Dover is only 20, so Kent is used.

⁶⁰ 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

| Table 7.1 BCIS Costs- £/m² gross internal floor area | | | | | | |
|---|--|--------|-----------------|--------|-----------------|---------|
| Rebased to Kent (110; sample 257) | | | | | | |
| £/m ² study | | | | | | |
| Description: Rate per m ² gross internal floor area for the building Cost including prelims. | | | | | | |
| Last updated: 29-Aug-2020 00.49 | | | | | | |
| | £/m ² gross internal floor area | | | | | |
| (Maximum age of projects) | Mean | Lowest | Lower quartiles | Median | Upper quartiles | Highest |
| 810.1 Estate housing | | | | | | |
| Generally (15) | 1,406 | 678 | 1,203 | 1,358 | 1,537 | 4,883 |
| Single storey (15) | 1,578 | 901 | 1,338 | 1,515 | 1,774 | 4,883 |
| 2-storey (15) | 1,361 | 678 | 1,187 | 1,325 | 1,485 | 2,968 |
| 3-storey (15) | 1,433 | 872 | 1,182 | 1,370 | 1,609 | 2,902 |
| 4-storey or above (15) | 2,964 | 1,431 | 2,368 | 2,644 | 3,977 | 4,402 |
| 810.11 Estate housing detached (15) | 1,817 | 1,049 | 1,375 | 1,552 | 1,835 | 4,883 |
| 810.12 Estate housing semi detached | | | | | | |
| Generally (15) | 1,400 | 825 | 1,206 | 1,369 | 1,537 | 2,599 |
| Single storey (15) | 1,548 | 1,001 | 1,323 | 1,522 | 1,725 | 2,599 |
| 2-storey (15) | 1,364 | 825 | 1,203 | 1,340 | 1,495 | 2,374 |
| 3-storey (15) | 1,338 | 1,000 | 1,084 | 1,321 | 1,426 | 2,041 |
| 810.13 Estate housing terraced | | | | | | |
| Generally (15) | 1,446 | 872 | 1,199 | 1,369 | 1,590 | 4,402 |
| Single storey (15) | 1,632 | 1,078 | 1,384 | 1,535 | 1,922 | 2,309 |
| 2-storey (15) | 1,397 | 886 | 1,179 | 1,344 | 1,539 | 2,968 |
| 3-storey (15) | 1,441 | 872 | 1,168 | 1,362 | 1,587 | 2,902 |
| 816. Flats (apartments) | | | | | | |
| Generally (15) | 1,648 | 820 | 1,373 | 1,567 | 1,851 | 5,721 |
| 1-2 storey (15) | 1,570 | 960 | 1,338 | 1,502 | 1,736 | 2,838 |
| 3-5 storey (15) | 1,621 | 820 | 1,366 | 1,563 | 1,833 | 3,491 |
| 6+ storey (15) | 1,989 | 1,189 | 1,623 | 1,857 | 2,143 | 5,721 |

Source: BCIS (September 2020)

- 7.4 The median BCIS costs are used across the typologies. For the Strategic Sites, the lower quartile costs are used. The figure relating to the appropriate development format is used.
- 7.5 Through the summer 2020 consultation, a housebuilder⁶¹ commented that the BCIS cost for 'Housing Mixed Developments' should be used. The median is £1,360/m² and lower quartile is £1,218/m². It is unclear why this approach may be preferred as it would understate the cost

⁶¹ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

of detached housing and flats. It was also suggested that it was not appropriate to use the lower quartile costs for the Strategic Sites. In this assessment the median cost is used on all sites.

Other normal development costs

- 7.6 In addition to the BCIS £/m² build cost figures, 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.
- 7.7 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.
- 7.8 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.

Abnormal development costs and brownfield sites

- 7.9 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*
- 7.10 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 ...*
- 7.11 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.
- 7.12 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.

7.13 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; 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.

7.14 Through the summer 2020 consultation a land promoter⁶² noted that several particular sites may be subject to abnormal costs, but provided no detail. This is to be expected, and is recognised in the approach taken here. These costs should be reflected in the price paid by the developer.

7.15 A housebuilder⁶³ commented:

We do not agree that abnormal costs should be deducted from BLV. The BLV is the incentive for a landowner to bring forward land for development whilst allowing a sufficient contribution to comply with policy requirements.

7.16 Reference was made to the Stevenage CIL Examiner's Report. In this regard the CIL Examiner concluded⁶⁴:

44. Although there were some challenges from representors, I assess that the Council's assumptions and approach on other development costs, including professional fees, abnormals, gross to net ratios, finance, marketing, agents and legal fees, are all reasonable and within industry norms. Moreover, any outstanding differences of views on these matters can be considered in the round when assessing the proposed CIL and the extent of the viability buffers.

7.17 In this case it is important to note that the viability evidence⁶⁵ was prepared under the now superseded NPPF and PPG. Whilst this is noted, it is considered important to work within the PPG. With regard to abnormals it said:

Abnormal development costs

In some cases where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might

⁶² Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁶³ Persimmon Homes with regard to Aylesham and Whitfield.

⁶⁴ REPORT TO STEVENAGE BOROUGH COUNCIL BY MR PHILIP STADDON BSC, DIP, MBA, MRTPI. AN INDEPENDENT EXAMINER APPOINTED BY THE COUNCIL. Charging Schedule submitted for examination on 2 August 2019. Examination Hearing held on 5 September 2019. Final report issued: 6 November 2019.

⁶⁵ Stevenage Borough Council, Whole Plan Viability Study, including CIL (HDH, September 2015)

include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on.

In the case of brownfield sites we have made an additional allowance of 5% of the BCIS costs. The exception to this is on the town centre flatted schemes where we have assumed 3%. There was a suggestion from a consultee that this may be a little low. We recognise that that site preparation costs can be substantial, however having considered this we have not made a change in this regard. The abnormal development costs are calculated relative to the overall costs of the scheme, and when considered on this basis are very substantial.

For the non-residential property, we have run a scenario where the site is on previously developed land. With this variable we have increased the costs by an additional 5% of BCIS base cost.

It is important to note that NPPF says (with our emphasis) at Paragraph 174:

... 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...

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 a study of this type to standardise land prices across an area.

- 7.18 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.

Fees

- 7.19 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.
- 7.20 A housebuilder⁶⁶ commented that a 10% assumption should be used.

Contingencies

- 7.21 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 on the remainder.
- 7.22 Through the summer 2020 consultation, an agent⁶⁷ for a landowner promoting a Strategic Site, commented that 2.5% was very low, suggesting 10% be applied to infrastructure, with further testing of 20% and 30%. At this stage site specific infrastructure costs have not been

⁶⁶ Persimmon Homes with regard to Aylesham and Whitfield.

⁶⁷ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.

identified to which a contingency could be applied, although a range of infrastructure requirement costs (i.e. s106 costs) has been tested.

- 7.23 A housebuilder⁶⁸ commented that a 5% assumption should be used on large schemes.

S106 Contributions and the costs of infrastructure

- 7.24 For many years, DDC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. In this study it is important that the costs of mitigation are reflected in the analysis. Based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites has been used. This is informed by the typically collected historic payments. Bearing in mind the considerable uncertainty in this regard, a range of costs of up to £40,000/unit is tested.
- 7.25 At the time of this report, the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. An assumption of £20,000/unit is used. Through the summer 2020 consultation, an agent⁶⁹ for a landowner promoting a Strategic Site suggested a range of £30,000 to £60,000/unit as the norm (based on an example in Essex).
- 7.26 A housebuilder⁷⁰ commented they would expect ‘*a proper allowance for infrastructure and abnormal costs which is based on experience of other projects range between £740,000 - £925,000/ net ha (£300,000 – £375,000 per net acre)*’. This equates to £25,000/unit or so, depending on the density of development.
- 7.27 More detail regarding contributions from Strategic Sites will emerge from the Council’s wider IDP in due course. The Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan.
- 7.28 As set out in Chapter 8 below, the principle source of infrastructure funding is through S106 obligations.

Financial and Other Appraisal Assumptions

VAT

- 7.29 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full⁷¹.

⁶⁸ Persimmon Homes with regard to Aylesham and Whitfield.

⁶⁹ Carter Jonas for Trustees of Lord Fitzwalter 1988 Settlement.

⁷⁰ Persimmon Homes with regard to Aylesham and Whitfield.

⁷¹ 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.

Interest rates

- 7.30 Our appraisals assume 6.5% 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 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.
- 7.31 The 6.5% assumption may seem high given the very low base rate figure (0.01% April 2020). 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.
- 7.32 The assumption of the 6.5% interest rate, 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.
- 7.33 Through the summer 2020 consultation, a housebuilder⁷² commented in this regard, particular in relation to the equity provided and the size of the developer. Larger housebuilders can borrow at very competitive rates. 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%⁷³.
 - b. Barratt - Weighted Average (excluding fees) of 2.8%⁷⁴.
 - c. Vistry (Bovis and Linden Homes) - LIBOR plus 165-255bsp. USPP Loan 4.03%⁷⁵.
 - d. Redrow - 2.3%⁷⁶
- 7.34 Assessing the interest on the basis of all the funding being borrowed, is in line with best practice and is applicable regardless of a developer's particular business model.

Developers' return

- 7.35 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:

⁷² C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁷³ Page 150.

⁷⁴ Page 172.

⁷⁵ Page 139.

⁷⁶ Page 120.

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 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.

- 7.36 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.
- 7.37 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.
- 7.38 In deciding which option to adopt, it is important to note that the intention is not to recreate any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.39 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.

- 7.40 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*'.
- 7.41 In the initial iteration of this assessment, the developers' return is assessed as 17.5% of the value of market housing and 6% of the value of Affordable Housing. 17.5% is the middle of the range suggested in the PPG.
- 7.42 Through the summer 2020 consultation, a housebuilder⁷⁷ commented that they '*would expect a developer's return of 20% for market housing and 6% for affordable housing as suggested*' (as agreed with Homes England).
- 7.43 This was discussed at the consultation presentation. The assumption in relation to residential development has been updated to 17.5% of GDV. 15% is used for non-residential development.

Voids

- 7.44 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.
- 7.45 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

- 7.46 A pre-construction period of six months (from site acquisition, following the grant of planning consent) 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.

⁷⁷ Persimmon Homes with regard to Aylesham and Whitfield.

| Table 7.2 Historic Build Out Rates | | | | | | | |
|---|--------|--------|----------|----------|----------|------------|------|
| Site size | 1 to 4 | 5 to 9 | 10 to 24 | 25 to 49 | 50 to 99 | 100 to 199 | 200+ |
| Overall Average | 1 | 5 | 10 | 19 | 26 | 60 | 71 |
| 2018-19 | 1 | 6 | 8 | 7 | 33 | 96 | 104 |
| 2017-18 | 1 | 7 | 8 | 7 | 31 | * | 72 |
| 2016-17 | 1 | 6 | 10 | * | 25 | * | 51 |
| 2015-16 | 2 | 5 | 11 | 13 | 42 | 91 | 77 |
| 2014-15 | 1 | 6 | 5 | 25 | 17 | 15 | 57 |
| 2013-14 | 1 | 5 | 10 | 24 | 16 | * | 63 |
| 2012-13 | 1 | 4 | 13 | 40 | 6 | 56 | * |
| 2011-12 | 1 | 5 | 12 | * | 38 | * | * |
| 2010-11 | 1 | 6 | 10 | * | * | 44 | * |

Source: DDC (July 2020)

7.47 These are used in the modelling, although the larger Strategic Sites are modelled assuming multiple outlets.

7.48 For the older people's housing schemes an allowance being made for block management over the sales period (£3,000/unit).

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.49 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

7.50 A simplistic approach is taken, it is assumed an allowance 1% for acquisition agents' and 0.5% legal fees.

7.51 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.52 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. A higher rate is used for older people's housing.

8. Local Plan Policy Requirements

- 8.1 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 in the new Local Plan.
- 8.2 The new Local Plan will replace the current *Dover District Core Strategy (2010)* and the *Land Allocations Local Plan (2015)* and various Supplementary Planning Documents. The Council is aiming to publish the *Draft Dover District Local Plan* for a Regulation 18 consultation later this year. We have been provided with a copy of the working draft as at 1st September 2020 and this forms the basis of the testing in this report. The pre-consultation iteration of this report was based on a July iteration which, for the purposes of viability testing, was very similar in terms of policy requirements, although some of the wording has evolved further. The emerging policy areas that add to the costs of development over and above the normal costs of development, are set out below. In addition, recent changes that may be introduced at a national level are also considered, although at this stage, these are simply options that may or may not be progressed into the new Local Plan.
- 8.3 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.
- 8.4 In this context, through the summer 2020 consultation, a land promoter⁷⁸ commented as follows:
- Little if anything is mentioned of planning for the society we expect. The plan is informed solely by developer ambitions and driven by current market conditions. In a society where there is a visible growing grey tinge this is poor planning. Our proposals for a high value 55+ site have been pushed aside. This area needs a strong infrastructure for the grey population without planning for this the lowest common denominator will apply.*
- 8.5 A housebuilder⁷⁹ questioned the requirement for some areas of emerging policy that are over national standards.
- 8.6 It is important to note that the purpose of this study is to inform the development of the emerging Plan from a viability point of view, as required by the NPPF and PPG. It is beyond the scope of this report to consider the wider development of policy.

⁷⁸ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

⁷⁹ Persimmon Homes with regard to Aylesham and Whitfield.

Development Strategy

- 8.7 This chapter includes enabling policies that direct the direction of development, rather than setting out specific requirements that add to the cost of development.

Climate Change

- 8.8 Several specific initiatives are relevant under this heading.

CO2 Emissions

- 8.9 The Council is currently exploring a range of policy options to reduce carbon emissions.
- 8.10 In December 2019, the Government launched a consultation on 'The Future Homes Standard'⁸⁰. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. Having declared a Climate Change Emergency, the Council is exploring the policy options in this regard. At this stage, a policy has not been drafted. 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 fundamental design and construction, as well as requirements for on-site power generation, such as through the Merton Rule. The extent of the costs will depend on the specific changes made and are considered in Chapter 3 of the Government Consultation⁸¹:

3.9. *Following discussion with our technical working group and assessment of the modelling analysis, two options for the 2020 CO₂ and primary energy targets are proposed for consultation. The options below are presented in terms of CO₂ 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 CO₂ 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 CO₂ 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.

⁸⁰ 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

⁸¹ 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)

b. **Option 2 - 'Fabric plus technology'**. This would be a 31% reduction in CO₂ 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)
- 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 CO₂ 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.

8.11 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 homes to be heated off the gas grid. Both Option 1 and Option 2 are tested, Option 2 being used in the base appraisals. In addition, the non-gas option is tested (at a cost of £130/m²).

8.12 Through the summer 2020 consultation, a housebuilder⁸² commented that the figure for Option 1 is 'in line with reflective costs, but Option 2 is understated'. An alternate figure of £4,675/unit was proposed.

8.13 In addition to the above, a 'Merton' requirement, where 10% of on-site energy needs to be generated on site from renewable energy resources is tested. This is estimated to add about 0.75% to the cost of construction⁸³.

8.14 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system⁸⁴. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research 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

⁸² C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

⁸³ Figure 4.10. Centre for Sustainable Energy Cost of carbon reduction in new buildings December 2018

⁸⁴ 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.

new non-residential development will be to BREEAM Very Good. If this was increased to Excellent, the additional costs of construction would be 2% or so.

- 8.15 It is timely to note that building to higher standards that result in lower running costs does result in higher values⁸⁵.

Water Usage

- 8.16 Measures to reduce the use of water, in line with the enhanced building regulations, are a requirement. Having said this, the costs are very modest and likely to be less than £9/dwelling. The Council has no current plans to introduce these, however the cost of doing so is included in the modelling.

EV Charging.

- 8.17 The Council are currently exploring a range of policy options, including seeking electric vehicle charging facilities. A cost of £976/unit⁸⁶ has been modelled. It is important to note that this allows for a full installation. The cost of providing a 33amp fused spur to a convenient point for the future installation of a charger would be within the normal wiring costs of a new home.
- 8.18 This is an area of rapidly changing technology and for which there is not yet a standard approach across manufacturers. Whilst there are clearly merits of installing chargers, we would recommend that consideration is given to simply ensuring the new home is wired with a 33amp fused spur to a convenient location to allow for later fitting of a vehicle specific charger in due course, that is appropriate for the particular vehicle that the householder may have.
- 8.19 In addition, we have tested this requirement in relation to non-residential property.

District Heating

- 8.20 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. In addition, the cost of constructing a heat source needs to be taken into account. This can vary very significantly, the heat can be a by-product of an industrial process or incinerator burning domestic waste where the cost is low, alternatively a 'power station' may need to be constructed on land acquired specifically for the purpose. Informal discussions with suppliers

⁸⁵ 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)

⁸⁶ Paragraph 9 Electric Vehicle Charging in Residential and Non-Residential Buildings (DfT, July 2019)

suggest that the additional costs may be in the range of £3,000/unit to £7,000/unit⁸⁷, depending on the size and shape of the project.

- 8.21 District Heating is not included in the base appraisals.

Sustainable Travel

- 8.22 The wording does not make specific requirements that are over and above normal development costs, but it does require developers to contribute towards sustainable travel schemes.

- 8.23 In this assessment an allowance has been made towards s106 costs of £4,000/unit is assumed (£20,000/unit on the Strategic Sites). The contribution towards sustainable travel schemes is assumed to be within this allowance. Sensitivity testing has been carried out in this regard.

Flood Risk and Surface Water Management

- 8.24 Sustainable Urban Drainage Systems (SUDS) are often a requirement. 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 Sustainable Urban Drainage Schemes (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 be delivered through soft landscaping within the wider site costs.

- 8.25 Through the summer 2020 consultation, a housebuilder⁸⁸ commented that these costs can vary from site to site. This is agreed.

New Homes

- 8.26 This chapter has a number of requirements.

Housing Mix

- 8.27 The policy seeks the housing mix identified in the SHMA.

⁸⁷ There are few published costs in this regard, *Assessment of the Costs, Performance, and Characteristics of UK Heat Networks* (DoE&CC, 2015) provides useful guidance for infrastructure to distribute heat, but not generation.

⁸⁸ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

| Table 8.1 Housing Mix | | | | | |
|------------------------------|--------------|--------------|----------------|-----------------------|---------------|
| Size of home | One bedroom | Two bedrooms | Three bedrooms | Four or more bedrooms | Total |
| Market housing* | 552 | 1,970 | 3,546 | 3,146 | 9,213 |
| | 5.99% | 21.38% | 38.49% | 34.15% | |
| Starter Homes** | 133 | 127 | 224 | 153 | 638 |
| Shared Ownership | 189 | 250 | 194 | 102 | 735 |
| Affordable Rent | 658 | 227 | 474 | 656 | 2,014 |
| | 980 | 604 | 892 | 911 | 3387 |
| | 28.93% | 17.83% | 26.34% | 26.90% | |
| Total | 1,532 | 2,574 | 4,437 | 4,056 | 12,600 |
| | 12.16% | 20.43% | 35.21% | 32.19% | |

Source: DDC Update to Part 2 of the Strategic Housing Market Assessment: Housing type requirement arising from the new Local Housing Need Assessment (HDH October 2019)

8.28 This mix has formed the basis of the modelling, although it should be noted that the policy does not prescribe that this precise mix is achieved in every case. Rather it requires this mix to be the starting point for analysis by developers in promoting an appropriate housing mix for their sites.

Housing Standards

8.29 At this stage, the Council is considering a policy whereby all new homes should comply with requirement M4 (2) and 5% of homes should comply with M4 (3) of the Building Regulations regarding accessible and adaptable dwellings.

8.30 In this context it is timely to note that the Lifetime Homes Standards have been superseded and the scope for councils 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 B4⁸⁹) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015))⁹⁰, reflect accessibility as follows:

- Category 1 – Dwellings which provide reasonable accessibility
- Category 2 – Dwellings which provide enhanced accessibility and adaptability

⁸⁹ <https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m>

⁹⁰

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf

- Category 3 – Dwellings which are accessible and adaptable for occupants who use a wheelchair.

8.31 The cost of a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for the 3 bed house, is taken to be is £10,111 per dwelling⁹¹. The cost of Category 2 is taken to be £521⁹² (this compares with the £1,097 cost for the Lifetime Homes Standard). In this update, these costs have been indexed as they are somewhat dated, uplifting these costs by 17%⁹³.

8.32 This has been tested.

Self and Custom Build Housing

8.33 This policy 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.

Affordable Housing

8.34 The base analysis in this study assumes a 30% requirement.

8.35 In line with paragraph 12.48 of the supporting text, the modelling assumes 65% Affordable Housing for rent and 35% Intermediate Housing. This is consistent with the requirements of Paragraph 63 of the 2019 NPPF.

8.36 It is necessary to consider Build to Rent separately as the sector is treated differently to mainstream housing within the PPG.

What provision of affordable housing is a build to rent development expected to provide?

The National Planning Policy Framework states that affordable housing on build to rent schemes should be provided by default in the form of affordable private rent, a class of affordable housing specifically designed for build to rent. Affordable private rent and private market rent units within a development should be managed collectively by a single build to rent landlord.

20% is generally a suitable benchmark for the level of affordable private rent homes to be provided (and maintained in perpetuity) in any build to rent scheme. If local authorities wish to set a different proportion they should justify this using the evidence emerging from their local housing need assessment, and set the policy out in their local plan. Similarly, the guidance on viability permits developers, in exception, the opportunity to make a case seeking to differ from this benchmark.

National affordable housing policy also requires a minimum rent discount of 20% for affordable private rent homes relative to local market rents. The discount should be calculated when a discounted home is rented out, or when the tenancy is renewed. The rent on the discounted homes should increase on the same basis as rent increases for longer-term (market) tenancies within the development.

⁹¹ Paragraph 153 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

⁹² Paragraph 157 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

⁹³ BCIS General Building Cost Index. March 2015 = 318.9. December 2019 + 373.2. 17%

PPG: 60-002-20180913

How should affordable private rent be calculated?

Affordable private rent should be set at a level that is at least 20% less than the private market rent (inclusive of service charges) for the same or equivalent property. Build to rent developers should assess the market rent using the definition of the International Valuations Standard Committee as adopted by the Royal Institute of Chartered Surveyors.

PPG: 60-003-20180913

Is affordable private rent the only form of affordable housing permitted on build to rent schemes?

It is expected that developers will usually meet their affordable housing requirement by providing affordable private rent homes. However, if agreement is reached between a developer and a local authority, this requirement can be met by other routes, such as a commuted payment and/or other forms of affordable housing as defined in the National Planning Policy Framework glossary. The details of this must be set out in the section 106.

PPG: 60-004-20180913

How can the proportion of affordable private rent and level of discount be flexed?

Both the proportion of affordable private rent units, and discount offered on them can be varied across a development, over time. Similarly it should be possible to explore a trade off between the proportion of discounted units and the discount(s) offered on them, with the proviso being that these should accord with the headline affordable housing contribution agreed through the planning permission. All options should be agreed jointly between the local authority and the developer as part of the planning permission, and set out in a section 106 agreement. Guidance on viability confirms that viability studies for build to rent schemes can be customised in this way.

PPG: 60-005-20180913

- 8.37 In line with this, 20% private affordable rent at a 20% discount to market rent has been tested in the base modelling.
- 8.38 As set out in Chapter 2 above, in February 2020 the Government launched a consultation on First Homes. The consultation is exploring a number of options. In broad terms it is suggested that development should include an element of First Homes where these are discounted for first time buyers by at least 30% from market values. At this stage, in line with the consultation, an option where 25% of the affordable homes are First Homes is tested.
- 8.39 A range of Affordable Housing requirements and tenure mixes are tested.

Transport and Infrastructure

- 8.40 Development is required to mitigate its impact and to provide supporting infrastructure.
- 8.41 As set out in Chapter 7 above, based on discussions with the Council an assumption of £4,000/unit assumption (major development sites excluding non-strategic sites) has been used in this pre-consultation iteration of this study. Bearing in mind the uncertainty in this regard, a range of costs up to £40,000/unit is tested. The contribution towards sustainable travel schemes is assumed to be within this allowance.
- 8.42 At the time of this report the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. More detail regarding contributions

from Strategic Sites will emerge from the Council's wider IDP in due course, the Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan. For this study, an assumption of £20,000/unit is used in the base appraisals, and a range of costs up to £40,000/unit are tested.

Design

8.43 There are several headings in this section

Nationally Described Space Standard

8.44 The draft Plan does seek Nationally Described Space Standard (NDSS) technical requirements. 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.

8.45 The following unit sizes are set out⁹⁴:

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https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard____Final_Web_version.pdf

| Table 8.2 National Space Standards. Minimum gross internal floor areas and storage (m²) | | | | | |
|---|----------------------|--------------------|--------------------|--------------------|------------------|
| 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)

8.46 In this study the units are assumed to be in line with the NDSS or larger.

Biodiversity Net Gain

8.47 In March 2019, the Government announced that new developments must deliver an overall increase in biodiversity. Following a consultation, the Chancellor confirmed in the Spring Statement that the Government will use the forthcoming Environment Bill to mandate 'biodiversity net gain'.

8.48 At this stage it is expected that the requirement is to be for a 10% net gain, however no firm details have been published, however biodiversity net gain requires developers to ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. Developers 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.

8.49 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.

- 8.50 The costs of this type of intervention are relatively modest and will be achieved through the use of more mixed planting plans, using more locally appropriate native plants. 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. On a small site this is likely to be a few thousand pounds, but on a large complex site this could be more.
- 8.51 The Government’s Impact Assessment⁹⁵ suggests an average cost of about £21,000/ha (including fees). This additional cost has been tested.
- 8.52 In this context a minimum of two new trees will be required to be planted for each new dwelling and one new tree per new job. It is assumed that these will be within the general requirements for biodiversity net gain.

Open Space

- 8.53 All new developments are expected to include private open space equivalent to 20% of the gross internal floor area. It is assumed that this can be achieved within the density assumptions.
- 8.54 The emerging evidence base seeks the following open space standards:

| Typology | | Quantity standard (hectares per 1,000 population) | |
|---|---|--|-------------------------------------|
| Accessible greenspace | <i>Parks & gardens</i> | 1.91 | 0.45 |
| | <i>Amenity greenspace</i> | | 1.46 |
| Natural & semi-natural greenspace | | n/a | |
| Provision for children & young people | | 0.06 | |
| Allotment | | 0.21 | |
| Developments that reach the thresholds in the table below will generally be expected to provide new open space of the following typologies on-site. | | | |
| Open Space type | | Number of dwellings | Minimum area to be provided on site |
| Amenity greenspace | | 40 | 0.4ha |
| Play areas | Local Area for Play (LAP) | 25 | 0.1ha |
| | Locally Equipped Area for Play (LEAP) | 400 | 0.04ha |
| | Neighbourhood Equipped Play Area (NEAP) | 260 | 0.1ha |

- 8.55 These requirements are assumed to apply, based on the following occupancy rates:

⁹⁵ <https://www.gov.uk/government/consultations/biodiversity-net-gain-updating-planning-requirements>

| Table 8.3 Number of New Residents per New Dwelling | |
|---|--------|
| Dwelling type | People |
| 1 bed | 1.25 |
| 2 bed | 2.11 |
| 3 bed | 2.62 |
| 4 bed | 3.25 |

Source: Taken from the KCC new build survey

- 8.56 Generally, the Council assumes a 70% net developable area.
- 8.57 The following costs are typical and are assumed to be within the overall s106 cost assumptions.

LEAP 1 area with grass playing spaces and five types of play equipment = £24,000

NEAP Including 8 types of play equipment and a hard-surfaced area for ball games = £120,000

SPA (Special Protection Area) Mitigation

- 8.58 This is a complex area of policy that is currently under review.
- 8.59 Currently, across the District, an average payment of £58 per dwelling on sites over 15 units is sought. Emerging strategy is identifying a tighter zone of influence where those within will be paying a higher amount with those outside not paying anything. The costs will be dependent on dwellings within zones, though at this stage, it is anticipated to be in line with the Thanet SPA mitigation scheme which equates to average £663.37 per dwelling
- 8.60 In this assessment an allowance has been made towards s106 costs of £4,000/unit (£20,000/unit on the Strategic Sites). The contribution towards SPA mitigation is assumed to be within this allowance.
- 8.61 There is uncertainty in this regard, so sensitivity testing has been carried out with contributions of up to £40,000/unit being tested.

Community Infrastructure Levy

- 8.62 The Council has not adopted CIL. In this context, through the summer 2020 consultation, a land promoter⁹⁶ raised a 'three fold increase' in CIL or a three layered CIL. Whilst the scope for developer contributions has been tested, this report does not extend to recommending a rate of CIL.

⁹⁶ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

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 the policies set out in the emerging Local Plan 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. The Council has provided a long list of potential allocations which have formed the basis of the modelling. As set out in Chapter 3 above, in addition to modelling a range of representative sites, the Strategic Sites are to be considered individually.

Residential Development

- 9.3 In this assessment the modelling draws on the Council's Housing and Employment Land Availability Assessment. We have based the densities used in the site modelling on the expected density that is likely to come forward in current market conditions. These are informed by the density assumptions used in the HELAA.
- 9.4 Having said this, the mix of housing suggests that development is most likely to be as a blend of detached, semi-detached, terraced and flats, leading to sites coming forward at greater densities. In the current market it is unlikely that the development of larger, reasonably shaped sites would come forward at around 32 units/ha – being a mix of family housing.
- 9.5 The HELAA is a working document. At the time of this report (October 2020), excluding the strategic allocations, it includes about 365 sites. The characteristics of the HELAA sites have been considered and have informed the modelling.

Table 9.1 Potential Development Sites. Land Use – By Area

| | Greenfield | | | Mixed | | | PDL | | | All | | | |
|----------------------------------|------------|---------|---------|-------|----|---------|--------|--------|---------|-------|---------|---------|-------|
| | Count | Ha | Average | Count | Ha | Average | Count | Area | Average | Count | Area | Average | |
| Aylesham | 4 | 9.14 | 1.83% | 2.29 | 0 | | 2 | 2.74 | 3.22% | 6 | 11.88 | 1.08% | |
| Buckland | 1 | 0.54 | 0.11% | 0.54 | 0 | | 1 | 0.43 | 0.50% | 2 | 0.97 | 0.09% | |
| Buckland/St Margaret's at Cliffe | 1 | 57.69 | 11.57% | 57.69 | 0 | | 0 | | | 1 | 57.69 | 5.23% | |
| Capel le Feme | 9 | 38.071 | 7.63% | 4.23 | 3 | 2.65 | 0.88 | 24.09 | 28.27% | 15 | 64.811 | 5.88% | |
| Capel le Feme/St Radigunds | 0 | | | 0.00 | 0 | | | 11.13 | 13.06% | 1 | 11.13 | 1.01% | |
| Easty | 16 | 36.749 | 7.37% | 2.30 | 6 | 16.64 | 2.77 | 11.725 | 13.76% | 1.95 | 28 | 65.114 | 5.91% |
| Eythorne & Shepherdswell | 16 | 43.41 | 8.70% | 2.71 | 1 | 0.74 | 0.74 | 2.35 | 2.76% | 17 | 44.15 | 4.01% | |
| Little Stour & Ashstone | 28 | 61.35 | 12.30% | 2.19 | 7 | 15.77 | 2.25 | 4 | 0.75 | 0.88% | 39 | 79.47 | 7.21% |
| Lydden & Temple Ewell | 3 | 16.75 | 3.36% | 5.58 | 1 | 8.02 | 8.02 | 1 | 0.30 | 0.35% | 5 | 25.52 | 2.32% |
| Maxton, Eims Vale & Priory | 2 | 1.33 | 0.27% | 0.67 | 0 | | | 1 | 0.3 | 0.35% | 3 | 1.63 | 0.15% |
| Middle Deal & Sholden | 1 | 3.14 | 0.63% | 3.14 | 1 | 411.92 | 79.49% | 411.92 | | 2 | 415.06 | 37.66% | |
| Mill Hill | 3 | 28.45 | 5.70% | 9.48 | 0 | | | 1 | 0.5 | 0.59% | 4 | 28.95 | 2.63% |
| Mill Hill/Easty | 1 | 10.23 | 2.05% | 10.23 | 0 | | | 0 | | 1 | 10.23 | 0.93% | |
| North Deal | 4 | 8.67 | 1.74% | 2.17 | 0 | | | 0 | | 4 | 8.67 | 0.79% | |
| Ringwold | 7 | 29.84 | 5.98% | 4.26 | 1 | 1.62 | 1.62 | 8.74 | 10.26% | 10 | 40.2 | 3.65% | |
| River | 5 | 42.99 | 8.62% | 8.60 | 0 | | | 2 | 4.37 | 5 | 42.99 | 3.90% | |
| Sandwich | 13 | 37.06 | 7.43% | 2.85 | 2 | 1.85 | 0.93 | 12.89 | 15.13% | 22 | 51.8 | 4.70% | |
| St Margaret's at Cliffe | 12 | 62.045 | 12.44% | 5.17 | 5 | 56.16 | 11.23 | 1.73 | 2.03% | 19 | 119.935 | 10.88% | |
| St Radigunds | 3 | 6.78 | 1.36% | 2.26 | 2 | 2.85 | 1.43 | 7.556 | 8.87% | 9 | 17.186 | 1.56% | |
| Tower Hamlets | 1 | 1.45 | 0.29% | 1.45 | 0 | | | 1 | 0.28 | 1 | 1.45 | 0.13% | |
| Walmer | 3 | 3.13 | 0.63% | 1.04 | 0 | | | 1 | 0.275 | 0.32% | 4 | 3.405 | 0.31% |
| All | 133 | 498.815 | | 3.75 | 29 | 518.22 | 17.87 | 85.206 | | 198 | 1102.24 | | |

Source: DDC HELAA July 2020



Table 9.2 Potential Development Sites. Land Use – By Capacity

| | Greenfield | | | Mixed | | | PDL | | | All | | |
|----------------------------------|------------|-------|---------|-------|------|---------|-------|------|---------|-------|-------|---------|
| | Count | Ha | Average | Count | Ha | Average | Count | Area | Average | Count | Area | Average |
| Aylesham | 4 | 136 | 1.21% | 0 | 0 | 0.00% | 2 | 82 | 4.62% | 6 | 218 | 1.23% |
| Buckland | 1 | 16 | 0.14% | 0 | 0 | 0.00% | 1 | 10 | 0.56% | 2 | 26 | 0.15% |
| Buckland/St Margaret's at Cliffe | 1 | 1000 | 8.91% | 0 | 0 | 0.00% | 0 | | 0.00% | 1 | 1000 | 5.64% |
| Capel le Feme | 9 | 627 | 5.59% | 3 | 79 | 1.66% | 3 | 174 | 9.81% | 15 | 880 | 4.96% |
| Capel le Feme/St Radigunds | 0 | | 0.00% | 0 | 0 | 0.00% | 1 | 180 | 10.15% | 1 | 180 | 1.01% |
| Easty | 16 | 859 | 7.66% | 6 | 347 | 7.31% | 6 | 257 | 14.49% | 28 | 1463 | 8.25% |
| Eythorne & Shepherdswell | 16 | 1058 | 9.43% | 1 | 22 | 0.46% | 0 | | 0.00% | 17 | 1080 | 6.09% |
| Little Stour & Ashstone | 28 | 1316 | 11.73% | 7 | 266 | 5.60% | 4 | 69 | 3.89% | 39 | 1651 | 9.31% |
| Lydden & Temple Ewell | 3 | 418 | 3.73% | 1 | 240 | 5.06% | 1 | 20 | 1.13% | 5 | 678 | 3.82% |
| Maxton, Eims Vale & Priory | 2 | 32 | 0.29% | 0 | 0 | 0.00% | 1 | 9 | 0.51% | 3 | 41 | 0.23% |
| Middle Deal & Sholden | 1 | 68 | 0.61% | 1 | 2500 | 52.66% | 0 | | 0.00% | 2 | 2568 | 14.47% |
| Mill Hill | 3 | 830 | 7.40% | 0 | 0 | 0.00% | 1 | 15 | 0.85% | 4 | 845 | 4.76% |
| Mill Hill/Easty | 1 | 310 | 2.76% | 0 | 0 | 0.00% | 0 | | 0.00% | 1 | 310 | 1.75% |
| North Deal | 4 | 253 | 2.25% | 0 | 0 | 0.00% | 0 | | 0.00% | 4 | 253 | 1.43% |
| Ringwold | 7 | 835 | 7.44% | 1 | 10 | 0.21% | 2 | 262 | 14.77% | 10 | 1107 | 6.24% |
| River | 5 | 818 | 7.29% | 0 | 0 | 0.00% | 0 | | 0.00% | 5 | 818 | 4.61% |
| Sandwich | 13 | 915 | 8.16% | 2 | 52 | 1.10% | 7 | 330 | 18.60% | 22 | 1297 | 7.31% |
| St Margaret's at Cliffe | 12 | 1433 | 12.77% | 5 | 1148 | 24.18% | 2 | 50 | 2.82% | 19 | 2631 | 14.83% |
| St Radigunds | 3 | 208 | 1.85% | 2 | 83 | 1.75% | 4 | 308 | 17.36% | 9 | 599 | 3.38% |
| Tower Hamlets | 1 | 40 | 0.36% | 0 | 0 | 0.00% | 0 | | 0.00% | 1 | 40 | 0.23% |
| Walmer | 3 | 48 | 0.43% | 0 | 0 | 0.00% | 1 | 8 | 0.45% | 4 | 56 | 0.32% |
| All | 133 | 11220 | | 29 | 4747 | | 36 | 1774 | | 198 | 17741 | |
| | | | | | | | | | | | | 89.60 |

Source: DDC HELAA July 2020

9.6 Brownfield/Urban sites have been modelled at a higher density than greenfield sites.



- 9.7 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 Dover District Council area.

Development assumptions

- 9.8 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 7 above, in terms of density, mix and open space, are reflected in the modelling.
- 9.9 A set of typologies has been developed that responds 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 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).
- 9.10 A typical current estate housing built form would provide development at between 3,000m²/ha to 3,550m²/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.
- 9.11 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m²/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built-up areas.
- 9.12 The main characteristics of the modelled sites are set out in the tables below (as updated following the summer 2020 consultation). A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included. Through the summer 2020 consultation a site owner⁹⁷ observed that it may be necessary to review these assumptions due to the shifting relationship between home and work. This is agreed, however at this stage it is necessary to model in a way that is consistent with the Council's wider evidence base.
- 9.13 Allowance is made for circulation space within flatted schemes.

⁹⁷ Peter Wynn, Homes England, with regard to Connaught Barracks.

| Table 9.3 Summary of Typologies | | | | |
|--|--------------------|----------|-------|---|
| 1 | Large Green 400 | Units | 400 | Large greenfield site. Housing mix based on SHMA. 30units/gross ha. Includes 2.217ha POS - 83.38% net area. |
| | | Area | 13.33 | |
| | | Units/ha | 35.98 | |
| 2 | Large Green 150 | Units | 150 | Large greenfield site. Housing mix based on SHMA. 30units/gross ha. Includes 0.84ha POS - 83.10% net area. |
| | | Area | 5.00 | |
| | | Units/ha | 36.10 | |
| 3 | Medium Green 80 | Units | 80 | Large greenfield site. Housing mix based on SHMA. 30units/gross ha. Includes 0.44ha POS - 83.36% net area. |
| | | Area | 2.67 | |
| | | Units/ha | 35.99 | |
| 4 | Medium Green 40 | Units | 40 | Housing mix based on SHMA. 30units/gross ha. Includes 0.22ha POS - 83.31% net area. |
| | | Area | 1.33 | |
| | | Units/ha | 36.01 | |
| 5 | Medium Green 20 | Units | 20 | Housing mix based on SHMA. 30units/gross ha. Includes 0.11ha POS - 83.27% net area. |
| | | Area | 0.67 | |
| | | Units/ha | 36.03 | |
| 6 | Medium Green 20 LD | Units | 20 | Lower density site. Housing mix based on SHMA. 25units/gross ha. Includes 0.11ha POS - 85.68% net area. |
| | | Area | 0.80 | |
| | | Units/ha | 29.18 | |
| 7 | Small Green 12 | Units | 12 | Small site. Housing mix based on SHMA. 30units/gross ha. Includes 0.07ha POS - 82.79% net area. |
| | | Area | 0.40 | |
| | | Units/ha | 36.23 | |
| 8 | Small 8 | Units | 8 | Small site (modelled with 30% affordable). Mix of detached and semi-detached. 30units/gross ha. 100% net developable. |
| | | Area | 0.27 | |
| | | Units/ha | 30.00 | |
| 9 | Small 6 | Units | 6 | Small site (modelled with 30% affordable). Housing mix based on SHMA. 30units/gross ha. 100% net developable. |
| | | Area | 0.20 | |
| | | Units/ha | 30.00 | |
| 10 | Small 3 | Units | 3 | Small site. Below affordable threshold. 1 detached and pair of semi-detached. 30units/gross ha. 100% net developable. |
| | | Area | 0.10 | |
| | | Units/ha | 30.00 | |
| 11 | PDL 300 | Units | 300 | Large PDL site. 45units/gross ha. Mix based on SHMA. Includes 1.63ha POS - 75.61% net area. |
| | | Area | 6.67 | |
| | | Units/ha | 59.51 | |

| | | | | |
|----|----------------|----------|--------|---|
| 12 | PDL 200 | Units | 200 | Large PDL site. 45units/gross ha. Mix based on SHMA. Includes 1.09ha POS - 75.56% net area. |
| | | Area | 4.44 | |
| | | Units/ha | 59.55 | |
| 13 | PDL 200 HD | Units | 200 | Higher density PDL site. 58.5units/gross ha. Modelled as 90% net developable (POS off site), 3.08ha net. |
| | | Area | 3.42 | |
| | | Units/ha | 65.00 | |
| 14 | PDL 100 | Units | 100 | PDL site. 50units/gross ha. Mix based on SHMA. Includes 0.54ha POS - 72.86% net area. |
| | | Area | 2.00 | |
| | | Units/ha | 68.62 | |
| 15 | PDL 100 HD | Units | 100 | Flatted scheme, PDL site. 108units/gross ha. Modelled as 90% net developable (POS off site), 0.83ha net. |
| | | Area | 0.93 | |
| | | Units/ha | 120.00 | |
| 16 | PDL 30 | Units | 30 | PDL site. 35units/gross ha. Mix based on SHMA. Includes 0.16ha POS - 81.066% net area. |
| | | Area | 0.86 | |
| | | Units/ha | 43.18 | |
| 17 | PDL 30 HD | Units | 30 | Flatted scheme, PDL site. 90units/gross ha. Modelled as 90% net developable (POS off site), 0.03ha net. |
| | | Area | 0.33 | |
| | | Units/ha | 100.00 | |
| 18 | PDL 12 | Units | 12 | PDL site. 40units/gross ha. Mix based on SHMA. Includes 0.06ha POS - 79.38% net area. |
| | | Area | 0.30 | |
| | | Units/ha | 50.39 | |
| 19 | PDL 12 HD | Units | 12 | Small flatted scheme, PDL. 54units/gross ha. Modelled as 90% net developable (POS off site), 0.02ha net. |
| | | Area | 0.22 | |
| | | Units/ha | 60.00 | |
| 20 | PDL 6 | Units | 6 | Small site. Below affordable threshold. Semi-detached and terraced. 60units/gross ha. 100% net developable. |
| | | Area | 0.10 | |
| | | Units/ha | 60.00 | |
| 21 | Flatted PRS 40 | Units | 40 | Build to Rent, flatted scheme, modelled on PDL. Modelled as 90% net developable (POS off site), 0.53ha net. |
| | | Area | 0.59 | |
| | | Units/ha | 75.00 | |
| 22 | Sth Aylesham | Units | 650 | Strategic Site. SHMA housing mix. Total site area 26.20ha. Modelled at 32units/net ha and 77.53% net developable (20.31ha). |
| | | Area | 26.20 | |
| | | Units/ha | 32.00 | |
| 23 | Nth Aylesham | Units | 500 | Strategic Site. SHMA housing mix. Total site area 36.35ha. Modelled at 32units/net ha and 60% net developable (15.63ha). |
| | | Area | 26.04 | |
| | | Units/ha | 32.00 | |

| | | | |
|----------------------|----------|--------|--|
| Whitfield 24 | Units | 4,017 | Strategic Site. SHMA housing mix. Total site area 226.10ha. Modelled at 32units/net ha and 60% net developable (125.53ha). |
| | Area | 209.22 | |
| | Units/ha | 32.00 | |
| Whitfield Plus 25 | Units | 4,617 | Strategic Site. SHMA housing mix. Total site area 295.12ha. Modelled at 32units/net ha and 60% net developable (144.28ha). |
| | Area | 240.47 | |
| | Units/ha | 32.00 | |

Source: HDH (September 2020)

9.14 The modelling is further summarised below.

Table 9.4 Summary of Typologies – Areas and Densities

| | Current Use | Units | Area Ha | | Density Units/ha | | Density m2/ha |
|----|-------------|-------|---------|--------|------------------|--------|---------------|
| | | | Gross | Net | Gross | Net | |
| 1 | Green | 400 | 13.33 | 11.12 | 30.00 | 35.98 | 3,273 |
| 2 | Green | 150 | 5.00 | 4.16 | 30.00 | 36.10 | 3,340 |
| 3 | Green | 80 | 2.67 | 2.22 | 30.00 | 35.99 | 3,278 |
| 4 | Green | 40 | 1.33 | 1.11 | 30.00 | 36.01 | 3,290 |
| 5 | Green | 20 | 0.67 | 0.56 | 30.00 | 36.03 | 3,286 |
| 6 | Green | 20 | 0.80 | 0.69 | 25.00 | 29.18 | 2,746 |
| 7 | Green | 12 | 0.40 | 0.33 | 30.00 | 36.23 | 3,394 |
| 8 | Green | 8 | 0.27 | 0.27 | 30.00 | 30.00 | 2,824 |
| 9 | Green | 6 | 0.20 | 0.20 | 30.00 | 30.00 | 2,930 |
| 10 | Green | 3 | 0.10 | 0.10 | 30.00 | 30.00 | 3,260 |
| 11 | PDL | 300 | 6.67 | 5.04 | 45.00 | 59.51 | 5,196 |
| 12 | PDL | 200 | 4.44 | 3.36 | 45.00 | 59.55 | 5,211 |
| 13 | PDL | 200 | 3.42 | 3.08 | 58.50 | 65.00 | 5,234 |
| 14 | PDL | 100 | 2.00 | 1.46 | 50.00 | 68.62 | 5,996 |
| 15 | PDL | 100 | 0.93 | 0.83 | 108.00 | 120.00 | 8,004 |
| 16 | PDL | 30 | 0.86 | 0.69 | 35.00 | 43.18 | 3,755 |
| 17 | PDL | 30 | 0.33 | 0.30 | 90.00 | 100.00 | 6,787 |
| 18 | PDL | 12 | 0.30 | 0.24 | 40.00 | 50.39 | 4,132 |
| 19 | PDL | 12 | 0.22 | 0.20 | 54.00 | 60.00 | 3,500 |
| 20 | Mixed | 6 | 0.10 | 0.10 | 60.00 | 60.00 | 5,140 |
| 21 | Mixed | 40 | 0.59 | 0.53 | 67.50 | 75.00 | 4,785 |
| 22 | Green | 650 | 26.20 | 20.31 | 24.81 | 32.00 | 2,923 |
| 23 | Green | 500 | 26.04 | 15.63 | 19.20 | 32.00 | 2,916 |
| 24 | Mixed | 4,017 | 209.22 | 125.53 | 19.20 | 32.00 | 2,914 |
| 25 | Green | 4,617 | 240.47 | 144.28 | 19.20 | 32.00 | 2,914 |

Source: HDH (September 2020)

9.15 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.

- 9.16 The Strategic Sites are modelled on the basis of a development density of 32units/ha and a net developable area of 60%.
- 9.17 Through the summer 2020 consultation a planning consultant⁹⁸ commented on the importance of testing smaller sites as these can contribute to the delivery of housing. The typologies include a range of smaller sites that are representative of the smaller sites that are likely to come forward under the future Plan.
- 9.18 A housebuilder⁹⁹ questioned the need to test Build to Rent as the Council does not have a specific policy in the regard. Whilst it is not strictly necessary, as this is a growing tenure that is subject to specific guidance within the PPG (Chapter 60¹⁰⁰), this testing is considered to be useful.
- 9.19 A land promoter¹⁰¹ asked if a 300 plus caravan based location was included. It has not, as this is not expected to be planned for in the emerging Plan.
- 9.20 A land promoter¹⁰² commented they would like to see ‘*provision for work live homes to help revive villages*’. The emerging Plan does not allocate sites for such uses so, whilst there may be merits in delivering such units, the Plan is not seeking to deliver sites for such development.
- 9.21 A housebuilder¹⁰³ commented that a ‘*ratio of 70% net developable land seems somewhat high based on local planning authority requirements for open space. Using experience from projects elsewhere in Kent a relationship of 50% is more appropriate*’. With regard to density they commented:

Persimmon Homes would usually build a range of family housing at 35 and 37 dwellings per hectare. The current Persimmon Homes development at Aylesham is currently being built out at 44 dwellings per hectare.

Paragraph 9.10 - Persimmon Homes would usually be building at 3,330 sqm per developable acre and this is particularly so for the allocations at Whitfield. By way of example the coverage on the current development in Aylesham is 3,537 sqm per developable acre.

⁹⁸ D Brown for JWDB Planning.

⁹⁹ C Loughhead and J Boucher for Fernham Homes and Walker Residential, with regard to Land at Archer Low Farm, Sandwich.

¹⁰⁰ <https://www.gov.uk/guidance/build-to-rent>

¹⁰¹ Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

¹⁰² Nicholas Ross & John Peall, Energyark Developments Limited for various landowners (Goddard. Joy. Ledger. Lyons) in relation to GUS003. STM006. RIN003. DEA009.

¹⁰³ Persimmon Homes with regard to Aylesham and Whitfield.

The gross/net and density highlighted for Whitfield and Aylesham does not reflect local practice. Persimmon Homes would expect to build between 35 and 37 dwellings per net developable acre with a coverage of 3,330 sqm.

Older People's Housing

- 9.22 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 50m² and 30 x 2 bed units of 75m² to give a net saleable area (GIA) of 3,750m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m².
 - b. An Extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area (GIA) of 4,260m². We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m².

Employment Uses

- 9.23 The Council is planning to allocate Strategic Employment Sites. These sites will not be modelled individually, rather the type of development that they are most likely to deliver is modelled.
- 9.24 In line with the CIL Regulations, we have only assessed developments of over 100m². 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.
- 9.25 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 250m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units are around 2,000m² – 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, and four storey construction in the urban situation.
 - b. **Large Industrial.** Modern industrial units of over 4,000m². 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 400m². We have assumed 40% coverage which is based on the single storey construction.
- 9.26 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

- 9.27 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** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to occupy a total site area of 1.33ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. A 1,200m² 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 4,000m². 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.
 - c. **Shop** is a brick-built development on two storeys, of 200m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.025ha.
- 9.28 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

- 9.29 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.
- 9.30 We have assumed that this is a 60 bedroom product (60 x 19m² + 30% circulation space = 1,482m²) with ample car parking on a 0.4 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 DDC will consider when refining the emerging Plan, 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 EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 10.3 Several sets of appraisals have been run based on the assumptions set out in the previous chapters of this report, including the affordable housing requirement and developer contributions. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.4 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each typology / site and per gross hectare to allow comparison between the typologies / 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 base appraisals are based on the following assumptions.
- a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%).

- b. Design
 - 95% Accessible and Adaptable – Category 2, 5% Wheelchair and Adaptable – Category 3
 - NDSS
 - Water efficiency / Car Charging Points
 - 10% Biodiversity Net Gain
 - Future Homes Standard – Option 2
- c. Developer Contributions Typologies £4,000/unit and Strategic Sites £20,000/unit.

10.7 For the base appraisals. the results for all the typologies are presented, subsequently the relevant typologies in each area are presented.

Table 10.1 Distribution of Potential Development by Typology

| | Higher | | Medium | | Lower | | Dover | |
|-----------------|--------|-------|--------|-------|-------|-------|-------|-------|
| | Sites | Units | Sites | Units | Sites | Units | Sites | Units |
| Large Green 400 | 0 | 0 | 1 | 350 | 0 | 0 | 0 | 0 |
| Large Green 150 | 1 | 110 | 6 | 650 | 0 | 0 | 0 | 0 |
| Medium Green 80 | 3 | 215 | 4 | 368 | 0 | 0 | 0 | 0 |
| Medium Green 40 | 2 | 85 | 9 | 387 | 0 | 0 | 0 | 0 |
| Medium Green 20 | 0 | 0 | 5 | 92 | 1 | 17 | 1 | 25 |
| Medium Green 20 | 2 | 40 | 3 | 50 | 0 | 0 | 0 | 0 |
| Small Green 12 | 3 | 31 | 5 | 52 | 0 | 0 | 0 | 0 |
| Small 8 | 1 | 8 | 0 | 0 | 2 | 17 | 1 | 10 |
| Small 6 | 2 | 10 | 2 | 11 | 0 | 0 | 1 | 5 |
| Small 3 | 1 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| PDL 300 | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 736 |
| PDL 200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PDL 200 HD | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 220 |
| PDL 100 | 0 | 63 | 2 | 132 | 0 | 0 | 5 | 524 |
| PDL 100 HD | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 100 |
| PDL 30 | 1 | 35 | 6 | 31 | 0 | 0 | 4 | 115 |
| PDL 30 HD | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 50 |
| PDL 12 | 4 | 55 | 1 | 10 | 1 | 10 | 3 | 39 |
| PDL 12 HD | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 39 |
| PDL 6 | 4 | 23 | 3 | 15 | 0 | 0 | 0 | 0 |
| Flatted PRS 40 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Source: DDC (September 2020)

10.8 The base appraisals are included in **Appendix 10**. The value areas, as set out in Chapter 4 above, are:

| | |
|------------|--|
| Higher | Being the north of the District. |
| Medium | Being the Coastal Towns to the east of the District and the Rural areas and settlements to the south of the District. |
| Lower | Being the sites within and adjacent to Aylesham, and the sites adjacent to wider Dover, principally to the north and west of the built-up area, and Whitfield. |
| Dover Town | Being the relatively tightly defined built-up area of Dover. |

Table 10.2a Residential Development – Residual Values
Higher and Strategic Sites

| | | | | | | | | Area (ha) | | Units | Residual Value (£) | | |
|---------|--------------------|-----------|-------|--------------|--|--|--|-----------|--------|-------|--------------------|-----------|-------------|
| | | | | | | | | Gross | Net | | Gross ha | Net ha | Site |
| Site 1 | Large Green 400 | Higher | Green | Agricultural | | | | 13.33 | 11.12 | 400 | 643,137 | 771,405 | 8,575,160 |
| Site 2 | Large Green 150 | Higher | Green | Agricultural | | | | 5.00 | 4.16 | 150 | 711,952 | 856,694 | 3,559,760 |
| Site 3 | Medium Green 80 | Higher | Green | Agricultural | | | | 2.67 | 2.22 | 80 | 701,774 | 841,812 | 1,871,397 |
| Site 4 | Medium Green 40 | Higher | Green | Agricultural | | | | 1.33 | 1.11 | 40 | 686,501 | 824,000 | 915,334 |
| Site 5 | Medium Green 20 | Higher | Green | Agricultural | | | | 0.67 | 0.56 | 20 | 685,512 | 823,265 | 457,008 |
| Site 6 | Medium Green 20 LD | Higher | Green | Agricultural | | | | 0.80 | 0.69 | 20 | 633,836 | 739,747 | 507,069 |
| Site 7 | Small Green 12 | Higher | Green | Paddock | | | | 0.40 | 0.33 | 12 | 1,181,509 | 1,427,040 | 472,604 |
| Site 8 | Small 8 | Higher | Green | Paddock | | | | 0.27 | 0.27 | 8 | 1,305,384 | 1,305,384 | 348,102 |
| Site 9 | Small 6 | Higher | Green | Paddock | | | | 0.20 | 0.20 | 6 | 1,395,746 | 1,395,746 | 279,149 |
| Site 10 | Small 3 | Higher | Green | Paddock | | | | 0.10 | 0.10 | 3 | 2,234,464 | 2,234,464 | 223,446 |
| Site 22 | Sth Aylesham | Aylesham | Green | Agricultural | | | | 26.20 | 20.31 | 650 | 37,724 | 48,659 | 988,378 |
| Site 23 | Nth Aylesham | Aylesham | Green | Agricultural | | | | 26.04 | 15.63 | 500 | 32,499 | 54,166 | 846,338 |
| Site 24 | Whitfield | Whitfield | Mixed | Mixed | | | | 209.22 | 125.53 | 4,017 | -38,545 | -64,242 | -8,064,368 |
| Site 25 | Whitfield Plus | Whitfield | Green | Agricultural | | | | 240.47 | 144.28 | 4,617 | -45,710 | -76,183 | -10,991,767 |

Source: HDH (September 2020)

Table 10.2b Residential Development – Residual Values

Medium

| | | | | | | | Area (ha) | | Units | Residual Value (£) | | |
|---------|--------------------|--------|-------|--------------|--|--|-----------|-------|-------|--------------------|-----------|-----------|
| | | | | | | | Gross | Net | | Gross ha | Net ha | Site |
| | | | | | | | | | | | | |
| Site 1 | Large Green 400 | Medium | Green | Agricultural | | | 13.33 | 11.12 | 400 | 578,253 | 693,580 | 7,710,035 |
| Site 2 | Large Green 150 | Medium | Green | Agricultural | | | 5.00 | 4.16 | 150 | 640,371 | 770,561 | 3,201,855 |
| Site 3 | Medium Green 80 | Medium | Green | Agricultural | | | 2.67 | 2.22 | 80 | 632,236 | 758,397 | 1,685,962 |
| Site 4 | Medium Green 40 | Medium | Green | Agricultural | | | 1.33 | 1.11 | 40 | 615,283 | 738,518 | 820,378 |
| Site 5 | Medium Green 20 | Medium | Green | Agricultural | | | 0.67 | 0.56 | 20 | 613,013 | 736,198 | 408,676 |
| Site 6 | Medium Green 20 LD | Medium | Green | Agricultural | | | 0.80 | 0.69 | 20 | 570,910 | 666,306 | 456,728 |
| Site 7 | Small Green 12 | Medium | Green | Paddock | | | 0.40 | 0.33 | 12 | 1,181,509 | 1,427,040 | 472,604 |
| Site 8 | Small 8 | Medium | Green | Paddock | | | 0.27 | 0.27 | 8 | 1,305,384 | 1,305,384 | 348,102 |
| Site 9 | Small 6 | Medium | Green | Paddock | | | 0.20 | 0.20 | 6 | 1,395,746 | 1,395,746 | 279,149 |
| Site 10 | Small 3 | Medium | Green | Paddock | | | 0.10 | 0.10 | 3 | 2,234,464 | 2,234,464 | 223,446 |
| Site 11 | PDL 300 | Medium | PDL | Industrial | | | 6.67 | 5.04 | 300 | 621,024 | 821,338 | 4,140,163 |
| Site 12 | PDL 200 | Medium | PDL | Industrial | | | 4.44 | 3.36 | 200 | 623,872 | 825,634 | 2,772,765 |
| Site 13 | PDL 200 HD | Medium | PDL | Industrial | | | 3.42 | 3.08 | 200 | 604,686 | 671,873 | 2,067,303 |
| Site 14 | PDL 100 | Medium | PDL | Industrial | | | 2.00 | 1.46 | 100 | 680,072 | 933,394 | 1,360,144 |
| Site 15 | PDL 100 HD | Medium | PDL | Industrial | | | 0.93 | 0.83 | 100 | 2,299,767 | 2,555,296 | 2,129,414 |
| Site 16 | PDL 30 | Medium | PDL | Industrial | | | 0.86 | 0.69 | 30 | 479,326 | 591,324 | 410,851 |
| Site 17 | PDL 30 HD | Medium | PDL | Industrial | | | 0.33 | 0.30 | 30 | 2,472,540 | 2,747,267 | 824,180 |
| Site 18 | PDL 12 | Medium | PDL | Industrial | | | 0.30 | 0.24 | 12 | 951,788 | 1,199,070 | 285,536 |
| Site 19 | PDL 12 HD | Medium | PDL | Industrial | | | 0.22 | 0.20 | 12 | 1,309,643 | 1,455,159 | 291,032 |
| Site 20 | PDL 6 | Medium | Mixed | Industrial | | | 0.10 | 0.10 | 6 | 2,746,061 | 2,746,061 | 274,606 |
| Site 21 | Flatted PRS 40 | Medium | Mixed | Industrial | | | 0.59 | 0.53 | 40 | -495,352 | -550,391 | -293,542 |

Source: HDH (September 2020)



Table 10.2c Residential Development – Residual Values

Lower

| | | | | | | | Area (ha) | | | Units | Residual Value (£) | | |
|---------|--------------------|-------|-------|--------------|-------|-------|-----------|------------|------------|------------|--------------------|--------|------|
| | | | | | | | Gross | | Net | | Gross ha | Net ha | Site |
| | | | | | | | | | | | | | |
| Site 1 | Large Green 400 | Lower | Green | Agricultural | 13.33 | 11.12 | 400 | 318,715 | 382,280 | 4,249,534 | | | |
| Site 2 | Large Green 150 | Lower | Green | Agricultural | 5.00 | 4.16 | 150 | 354,048 | 426,027 | 1,770,238 | | | |
| Site 3 | Medium Green 80 | Lower | Green | Agricultural | 2.67 | 2.22 | 80 | 354,084 | 424,740 | 944,223 | | | |
| Site 4 | Medium Green 40 | Lower | Green | Agricultural | 1.33 | 1.11 | 40 | 330,413 | 396,591 | 440,550 | | | |
| Site 5 | Medium Green 20 | Lower | Green | Agricultural | 0.67 | 0.56 | 20 | 321,514 | 386,122 | 214,343 | | | |
| Site 6 | Medium Green 20 LD | Lower | Green | Agricultural | 0.80 | 0.69 | 20 | 319,207 | 372,545 | 255,366 | | | |
| Site 7 | Small Green 12 | Lower | Green | Paddock | 0.40 | 0.33 | 12 | 587,643 | 709,762 | 235,057 | | | |
| Site 8 | Small 8 | Lower | Green | Paddock | 0.27 | 0.27 | 8 | 688,055 | 688,055 | 183,481 | | | |
| Site 9 | Small 6 | Lower | Green | Paddock | 0.20 | 0.20 | 6 | 729,186 | 729,186 | 145,837 | | | |
| Site 10 | Small 3 | Lower | Green | Paddock | 0.10 | 0.10 | 3 | 1,350,147 | 1,350,147 | 135,015 | | | |
| Site 11 | PDL 300 | Lower | PDL | Industrial | 6.67 | 5.04 | 300 | 524,665 | 693,897 | 3,497,765 | | | |
| Site 12 | PDL 200 | Lower | PDL | Industrial | 4.44 | 3.36 | 200 | 523,628 | 692,970 | 2,327,235 | | | |
| Site 13 | PDL 200 HD | Lower | PDL | Industrial | 3.42 | 3.08 | 200 | 480,364 | 533,737 | 1,642,269 | | | |
| Site 14 | PDL 100 | Lower | PDL | Industrial | 2.00 | 1.46 | 100 | 564,919 | 775,347 | 1,129,837 | | | |
| Site 15 | PDL 100 HD | Lower | PDL | Industrial | 0.93 | 0.83 | 100 | -1,382,147 | -1,535,719 | -1,279,766 | | | |
| Site 16 | PDL 30 | Lower | PDL | Industrial | 0.86 | 0.69 | 30 | 398,884 | 492,086 | 341,901 | | | |
| Site 17 | PDL 30 HD | Lower | PDL | Industrial | 0.33 | 0.30 | 30 | -597,538 | -663,931 | -199,179 | | | |
| Site 18 | PDL 12 | Lower | PDL | Industrial | 0.30 | 0.24 | 12 | 866,677 | 1,091,846 | 260,003 | | | |
| Site 19 | PDL 12 HD | Lower | PDL | Industrial | 0.22 | 0.20 | 12 | -350,254 | -389,172 | -77,834 | | | |
| Site 20 | PDL 6 | Lower | Mixed | Industrial | 0.10 | 0.10 | 6 | 2,578,348 | 2,578,348 | 257,835 | | | |
| Site 21 | Flatted PRS 40 | Lower | Mixed | Industrial | 0.59 | 0.53 | 40 | -495,352 | -550,391 | -293,542 | | | |

Source: HDH (September 2020)

Table 10.2d Residential Development – Residual Values

Dover Built-up Area

| | | | | | | | | Area (ha) | | | Units | Residual Value (£) | | |
|---------|----------------|-------|--|--|--|--|--|------------|------|------|-------|--------------------|------------|-------------|
| | | | | | | | | Gross | Net | | | Gross ha | Net ha | Site |
| Site 11 | PDL 300 | Dover | | | | | | Industrial | 6.67 | 5.04 | 300 | -1,533,039 | -2,027,525 | -10,220,261 |
| Site 12 | PDL 200 | Dover | | | | | | Industrial | 4.44 | 3.36 | 200 | -1,615,575 | -2,138,056 | -7,180,333 |
| Site 13 | PDL 200 HD | Dover | | | | | | Industrial | 3.42 | 3.08 | 200 | -2,192,984 | -2,436,649 | -7,497,383 |
| Site 14 | PDL 100 | Dover | | | | | | Industrial | 2.00 | 1.46 | 100 | -1,889,913 | -2,593,893 | -3,779,825 |
| Site 15 | PDL 100 HD | Dover | | | | | | Industrial | 0.93 | 0.83 | 100 | -5,554,759 | -6,171,955 | -5,143,296 |
| Site 16 | PDL 30 | Dover | | | | | | Industrial | 0.86 | 0.69 | 30 | -1,325,376 | -1,635,060 | -1,136,037 |
| Site 17 | PDL 30 HD | Dover | | | | | | Industrial | 0.33 | 0.30 | 30 | -4,091,054 | -4,545,616 | -1,363,685 |
| Site 18 | PDL 12 | Dover | | | | | | Industrial | 0.30 | 0.24 | 12 | -934,968 | -1,177,880 | -280,490 |
| Site 19 | PDL 12 HD | Dover | | | | | | Industrial | 0.22 | 0.20 | 12 | -2,197,074 | -2,441,193 | -488,239 |
| Site 20 | PDL 6 | Dover | | | | | | Industrial | 0.10 | 0.10 | 6 | -934,919 | -934,919 | -93,492 |
| Site 21 | Flatted PRS 40 | Dover | | | | | | Industrial | 0.59 | 0.53 | 40 | -495,352 | -550,391 | -293,542 |

Source: HDH (September 2020)



- 10.9 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites result in lower Residual Values.
- 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 BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

| Table 10.3a Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-----------|--------------------|----------------------|----------------|
| Higher and Strategic Sites | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 711,952 |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 701,774 |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 686,501 |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 633,836 |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,181,509 |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,305,384 |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,395,746 |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,234,464 |
| Site 22 | Sth Aylesham | Aylesham | 25,000 | 425,000 | 37,724 |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 32,499 |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -38,545 |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -45,710 |

Source: HDH (September 2020)

| Table 10.3b Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|--------|--------------------|----------------------|----------------|
| Medium | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 578,253 |
| Site 2 | Large Green 150 | Medium | 22,500 | 422,500 | 640,371 |
| Site 3 | Medium Green 80 | Medium | 22,500 | 422,500 | 632,236 |
| Site 4 | Medium Green 40 | Medium | 22,500 | 422,500 | 615,283 |
| Site 5 | Medium Green 20 | Medium | 22,500 | 422,500 | 613,013 |
| Site 6 | Medium Green 20 LD | Medium | 22,500 | 422,500 | 570,910 |
| Site 7 | Small Green 12 | Medium | 50,000 | 450,000 | 1,181,509 |
| Site 9 | Small 6 | Medium | 50,000 | 450,000 | 1,395,746 |
| Site 16 | PDL 30 | Medium | 1,200,000 | 1,440,000 | 479,326 |
| Site 18 | PDL 12 | Medium | 1,200,000 | 1,440,000 | 951,788 |
| Site 19 | PDL 12 HD | Medium | 1,200,000 | 1,440,000 | 1,309,643 |
| Site 20 | PDL 6 | Medium | 1,200,000 | 1,440,000 | 2,746,061 |

Source: HDH (September 2020)

| Table 10.3c Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-------|--------------------|----------------------|----------------|
| Lower | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Lower | 22,500 | 422,500 | 318,715 |
| Site 2 | Large Green 150 | Lower | 22,500 | 422,500 | 354,048 |
| Site 3 | Medium Green 80 | Lower | 22,500 | 422,500 | 354,084 |
| Site 4 | Medium Green 40 | Lower | 22,500 | 422,500 | 330,413 |
| Site 5 | Medium Green 20 | Lower | 22,500 | 422,500 | 321,514 |
| Site 6 | Medium Green 20 LD | Lower | 22,500 | 422,500 | 319,207 |
| Site 7 | Small Green 12 | Lower | 50,000 | 450,000 | 587,643 |
| Site 8 | Small 8 | Lower | 50,000 | 450,000 | 688,055 |
| Site 18 | PDL 12 | Lower | 1,200,000 | 1,440,000 | 866,677 |

Source: HDH (September 2020)

| Table 10.3d Residential Development – Residual Values v BLV | | | | | |
|--|------------|-------|--------------------|----------------------|----------------|
| Dover Town | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,533,039 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -2,192,984 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,889,913 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -5,554,759 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -1,325,376 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -4,091,054 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -934,968 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -2,197,074 |

Source: HDH (September 2020)

10.12 The above appraisals are based on the base range of potential policy requests that the Council is considering, the additional policy areas that are under consideration are considered below. Generally, the greenfield sites produce a Residual Value that is in excess of the Benchmark Land Value indicating that such sites are likely to be viable. Having said this, the sites that are in the Lower Value Area (Aylesham and adjacent to Dover) produce a Residual Value that is a little less than the BLV, but well over the Existing Use Value, and the sites in Dover are all shown as unviable with a Residual Value that is less than the EUV.

10.13 To inform the development of policy a range of policy requirements have been tested.

Varied Affordable Housing

10.14 Affordable Housing is the greatest single cost to development. The following analysis sets out different levels of Affordable Housing. Initially this analysis is based on the policy requirements used in the base appraisals, and only the amount of Affordable Housing is varied.

Table 10.4a Residential Development – Residual Values v BLV
Varied Levels of Affordable Housing - Higher and Strategic Sites, Medium

| | Affordable % | BLV | EUV | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|---------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Site 2 | Higher | 422,500 | 22,500 | 1,373,778 | 1,263,474 | 1,153,169 | 1,042,865 | 932,561 | 822,256 | 711,952 | 601,648 | 491,343 |
| Site 3 | Higher | 422,500 | 22,500 | 1,340,000 | 1,233,629 | 1,127,258 | 1,020,887 | 914,516 | 808,145 | 701,774 | 595,403 | 489,031 |
| Site 4 | Higher | 422,500 | 22,500 | 1,342,841 | 1,233,451 | 1,124,061 | 1,014,671 | 905,281 | 795,891 | 686,501 | 577,111 | 467,721 |
| Site 6 | Higher | 422,500 | 22,500 | 1,205,351 | 1,110,099 | 1,014,846 | 919,594 | 824,341 | 729,089 | 633,836 | 538,583 | 443,331 |
| Site 7 | Higher | 450,000 | 50,000 | 1,944,945 | 1,817,705 | 1,690,466 | 1,563,227 | 1,435,987 | 1,308,748 | 1,181,509 | 1,054,270 | 927,030 |
| Site 8 | Higher | 450,000 | 50,000 | 2,091,595 | 1,960,560 | 1,829,525 | 1,698,489 | 1,567,454 | 1,436,419 | 1,305,384 | 1,174,349 | 1,043,314 |
| Site 9 | Higher | 450,000 | 50,000 | 2,223,075 | 2,085,187 | 1,947,299 | 1,809,411 | 1,671,523 | 1,533,634 | 1,395,746 | 1,257,858 | 1,119,970 |
| Site 10 | Higher | 450,000 | 50,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 |
| Site 22 | Aylesham | 425,000 | 25,000 | 442,950 | 375,439 | 307,929 | 240,418 | 172,907 | 105,397 | 37,724 | -34,361 | -107,911 |
| Site 23 | Aylesham | 422,500 | 22,500 | 355,663 | 302,691 | 249,718 | 196,147 | 141,598 | 87,049 | 32,499 | -23,533 | -82,468 |
| Site 24 | Whitfield | 422,500 | 22,500 | 178,285 | 143,295 | 108,305 | 72,851 | 36,916 | 368 | -38,545 | -78,860 | -120,489 |
| Site 25 | Whitfield Plus | 422,500 | 22,500 | 163,516 | 130,107 | 96,171 | 61,935 | 27,489 | -8,202 | -45,710 | -84,027 | -123,970 |
| | | BLV | EUV | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site 1 | Medium | 422,500 | 22,500 | 1,153,667 | 1,057,765 | 961,862 | 865,960 | 770,058 | 674,155 | 578,253 | 482,350 | 386,448 |
| Site 2 | Medium | 422,500 | 22,500 | 1,279,251 | 1,172,771 | 1,066,291 | 959,811 | 853,331 | 746,851 | 640,371 | 533,891 | 427,411 |
| Site 3 | Medium | 422,500 | 22,500 | 1,247,954 | 1,145,334 | 1,042,715 | 940,095 | 837,475 | 734,855 | 632,236 | 529,616 | 426,996 |
| Site 4 | Medium | 422,500 | 22,500 | 1,248,765 | 1,143,185 | 1,037,604 | 932,024 | 826,444 | 720,863 | 615,283 | 509,703 | 404,123 |
| Site 5 | Medium | 422,500 | 22,500 | 1,253,267 | 1,146,588 | 1,039,849 | 933,140 | 826,431 | 719,722 | 613,013 | 506,305 | 399,596 |
| Site 6 | Medium | 422,500 | 22,500 | 1,121,872 | 1,030,045 | 938,218 | 846,391 | 754,564 | 662,737 | 570,910 | 479,083 | 387,256 |
| Site 7 | Medium | 450,000 | 50,000 | 1,944,945 | 1,817,705 | 1,690,466 | 1,563,227 | 1,435,987 | 1,308,748 | 1,181,509 | 1,054,270 | 927,030 |
| Site 9 | Medium | 450,000 | 50,000 | 2,223,075 | 2,085,187 | 1,947,299 | 1,809,411 | 1,671,523 | 1,533,634 | 1,395,746 | 1,257,858 | 1,119,970 |
| Site 16 | Medium | 1,440,000 | 1,200,000 | 1,199,925 | 1,079,825 | 959,725 | 839,626 | 719,526 | 599,426 | 479,326 | 359,226 | 237,604 |
| Site 18 | Medium | 1,440,000 | 1,200,000 | 1,776,094 | 1,638,709 | 1,501,325 | 1,363,941 | 1,226,557 | 1,089,172 | 951,788 | 813,855 | 672,489 |
| Site 19 | Medium | 1,440,000 | 1,200,000 | 2,510,613 | 2,310,451 | 2,110,290 | 1,910,128 | 1,709,966 | 1,509,804 | 1,309,643 | 1,109,031 | 903,068 |
| Site 20 | Medium | 1,440,000 | 1,200,000 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 |

Source: HDH (September 2020)



Table 10.4b Residential Development – Residual Values v BLV
Varied Levels of Affordable Housing - Lower and Dover Built-up Area

| | Affordable % | EUV | BLV | Residual Value | | | | | | | | | |
|---------|--------------------|-----------|-----------|----------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| | | | | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 810,400 | 728,453 | 646,505 | 564,558 | 482,610 | 400,663 | 318,715 | 236,768 | 154,820 | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 901,144 | 809,961 | 718,779 | 627,596 | 536,413 | 445,230 | 354,048 | 262,865 | 171,682 | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 879,769 | 792,154 | 704,540 | 616,926 | 529,312 | 441,698 | 354,084 | 266,469 | 178,855 | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 872,460 | 782,119 | 691,778 | 601,437 | 511,095 | 420,754 | 330,413 | 240,072 | 148,636 | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 869,783 | 778,656 | 687,529 | 596,402 | 505,275 | 414,147 | 321,514 | 227,745 | 132,184 | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 787,956 | 709,832 | 631,707 | 553,582 | 475,457 | 397,332 | 319,207 | 239,012 | 158,054 | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,158,366 | 1,063,421 | 968,476 | 873,531 | 778,585 | 683,640 | 587,643 | 489,946 | 392,248 | |
| Site 8 | Small 8 | 50,000 | 450,000 | 1,278,247 | 1,181,053 | 1,083,859 | 986,664 | 888,078 | 788,067 | 688,055 | 588,044 | 486,565 | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,665,124 | 1,532,049 | 1,388,975 | 1,265,900 | 1,132,826 | 999,751 | 866,677 | 730,711 | 593,780 | |
| Site 11 | PDL 300 | 1,200,000 | 1,440,000 | -1,280,837 | -1,322,672 | -1,364,523 | -1,406,374 | -1,448,226 | -1,490,194 | -1,533,039 | -1,575,990 | -1,618,979 | |
| Site 13 | PDL 200 HD | 1,200,000 | 1,440,000 | -2,055,047 | -2,078,036 | -2,101,026 | -2,124,016 | -2,147,005 | -2,169,995 | -2,192,984 | -2,215,974 | -2,238,964 | |
| Site 14 | PDL 100 | 1,200,000 | 1,440,000 | -1,606,751 | -1,653,945 | -1,701,138 | -1,748,332 | -1,795,525 | -1,842,719 | -1,889,913 | -1,937,334 | -1,985,661 | |
| Site 15 | PDL 100 HD | 1,200,000 | 1,440,000 | -5,183,691 | -5,245,535 | -5,307,380 | -5,369,225 | -5,431,070 | -5,492,915 | -5,554,759 | -5,616,604 | -5,678,449 | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | -1,126,432 | -1,159,453 | -1,192,475 | -1,225,496 | -1,258,518 | -1,291,580 | -1,325,376 | -1,359,173 | -1,392,970 | |
| Site 17 | PDL 30 HD | 1,200,000 | 1,440,000 | -3,710,728 | -3,774,116 | -3,837,504 | -3,900,891 | -3,964,279 | -4,027,667 | -4,091,054 | -4,154,442 | -4,217,830 | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | -627,857 | -678,691 | -729,525 | -780,358 | -831,193 | -883,252 | -934,968 | -986,684 | -1,038,401 | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | -2,016,133 | -2,046,283 | -2,076,441 | -2,106,599 | -2,136,757 | -2,166,916 | -2,197,074 | -2,227,232 | -2,257,390 | |

Source: HDH (September 2020)



10.15 On average, across all the typologies, a 10% increase in affordable housing results in a fall in the Residual Value of about £200,000/ha, meaning that each 10% of affordable housing reduces the amount a developer can pay a landowner for a parcel of land by about £200,000/ha. On average, a 30% affordable housing requirement reduces the Residual Value by about £550,000/ha or so, although this varies across the sites and typologies.

a. In the higher value area, all the greenfield typologies are viable and there may be scope to increase the affordable housing requirement above 30%. However, due to the current uncertainty in the housing market and wider economy, we would suggest caution in this regard. Further, relatively little development is planned in this area (less than 15% of units excluding the Strategic Sites) so ultimately the impact may be modest. The Council can be confident that development in this area will be forthcoming.

b. In the medium value area, all the greenfield sites produce a Residual Value that is above the BLV at 35% affordable housing with some at 40%. These typologies represent over 40% of the planned development (excluding Strategic Sites). The Council can be confident that greenfield development in this area will be forthcoming.

The typologies representing the brownfield sites are generally unable to bear the 30% affordable housing, however these represent less than 5% of the planned development (excluding the Strategic Sites). The Council should be cautious about relying on these types of site in the early years of the Plan, and should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example, where there is a recent planning consent.

c. There are only three potential allocations, with about 1% of the planned units (excluding the Strategic Sites) in the lower value area. The greenfield typologies produce a Residual Value that is in excess of the BLV at 20% affordable housing, but not at 30% affordable housing. The Council should be cautious about relying on these types of site in the early years of the Plan.

d. All the typologies in the built-up area of Dover are shown as unviable, even without affordable housing. This is a factor of all the sites being on previously developed land, so being subject to higher development costs and contingencies, and the lower values attributed to development in the town. The Council should be cautious about relying on these types of site in the early years of the Plan, and should only rely on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming.

e. For the Strategic Sites, an allowance of £20,000 per unit is made for strategic infrastructure costs. At the time of this report the Council has not completed its assessment of the infrastructure requirements, so this is a figure that is used for illustrative purposes. On these sites, viability is constrained. To a large extent these findings are to be expected at this stage of the plan-making process as the delivery of any large site is challenging, so, rather than draw firm conclusions at this stage, it is recommended 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.

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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Varied Developer Contributions

- 10.16 Following analysis sets out the effect of different levels of Developer Contributions. Initially this analysis is based on the full policy aspirations used in the base appraisals, including 30% affordable housing. In the base appraisals an assumption of £4,000/unit is used for the general development with £20,000/unit for the Strategic Sites.

Table 10.5 Residential Development – Residual Values v BLV
 30% Affordable Housing, Varied Levels of Developer Contribution

| Site | Developer Contributions (£/unit) | EUV | BLV | Residual Value (£) | | | | | | | | | | | | | | |
|---------|----------------------------------|-----------|-----------|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|--|--|--|--|--|--|
| | | | | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | | | | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 820,784 | 684,744 | 548,704 | 412,664 | 276,624 | 140,584 | 2,698 | -140,043 | -283,082 | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 808,747 | 675,030 | 541,314 | 407,598 | 273,882 | 140,168 | 2,888 | -137,420 | -278,634 | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 796,918 | 658,897 | 520,875 | 382,854 | 244,833 | 104,315 | -40,505 | -185,325 | -332,625 | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 725,714 | 610,867 | 496,020 | 381,172 | 264,987 | 146,009 | 25,605 | -95,000 | -215,504 | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,293,545 | 1,153,500 | 1,013,455 | 873,411 | 733,366 | 592,403 | 448,299 | 302,800 | 155,857 | | | | | | |
| Site 8 | Small 8 | 50,000 | 450,000 | 1,419,701 | 1,276,805 | 1,133,910 | 991,015 | 845,629 | 698,492 | 551,237 | 401,903 | 251,368 | | | | | | |
| Site 9 | Small 3 | 50,000 | 450,000 | 1,507,782 | 1,367,737 | 1,227,046 | 1,082,942 | 938,672 | 794,734 | 648,672 | 501,729 | 354,786 | | | | | | |
| Site 22 | Sth Aylesham | 25,000 | 425,000 | 428,874 | 331,991 | 233,689 | 135,787 | 37,724 | -67,651 | -175,157 | -286,882 | -405,998 | | | | | | |
| Site 23 | Nth Aylesham | 22,500 | 422,500 | 400,923 | 287,616 | 190,823 | 111,661 | 32,499 | -49,697 | -136,243 | -232,163 | -317,454 | | | | | | |
| Site 24 | Whitfield | 22,500 | 422,500 | 180,242 | 127,807 | 74,309 | 19,678 | -38,545 | -100,113 | -164,891 | -233,982 | -316,585 | | | | | | |
| Site 25 | Whitfield Plus | 22,500 | 422,500 | 167,001 | 116,016 | 63,982 | 10,960 | -45,710 | -104,983 | -167,418 | -235,153 | -316,413 | | | | | | |
| | | EUV | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | | | | | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 678,176 | 553,272 | 428,367 | 303,463 | 178,558 | 53,654 | -75,636 | -206,594 | -340,645 | | | | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 749,203 | 613,163 | 477,123 | 341,083 | 205,043 | 69,003 | -72,409 | -215,150 | -361,380 | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 739,208 | 605,492 | 471,776 | 338,060 | 204,344 | 69,958 | -70,075 | -210,392 | -353,986 | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 725,700 | 587,679 | 449,658 | 311,637 | 173,213 | 29,869 | -115,231 | -280,428 | -409,799 | | | | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 723,267 | 585,450 | 447,634 | 307,928 | 164,956 | 20,351 | -124,255 | -269,380 | -418,529 | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 662,788 | 547,941 | 433,094 | 318,247 | 200,237 | 79,984 | -40,521 | -161,025 | -283,537 | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,293,545 | 1,153,500 | 1,013,455 | 873,411 | 733,366 | 592,403 | 448,299 | 302,800 | 155,857 | | | | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 1,507,782 | 1,367,737 | 1,227,046 | 1,082,942 | 938,672 | 794,734 | 648,672 | 501,729 | 354,786 | | | | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | 608,584 | 447,012 | 285,259 | 117,900 | -20,237 | -221,164 | -394,069 | -588,929 | -743,789 | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,102,262 | 914,169 | 722,967 | 529,422 | 332,643 | 135,284 | -62,075 | -259,434 | -461,714 | | | | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 1,512,783 | 1,298,958 | 1,091,482 | 740,166 | 475,015 | 208,581 | -57,854 | -324,288 | -597,803 | | | | | | |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,970,133 | 2,690,044 | 2,407,344 | 2,119,137 | 1,830,929 | 1,542,721 | 1,249,676 | 955,769 | 661,902 | | | | | | |
| | | EUV | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | | | | | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 418,638 | 293,734 | 168,830 | 43,925 | -85,744 | -216,602 | -351,575 | -486,733 | -622,913 | | | | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 462,880 | 326,840 | 190,800 | 54,760 | -87,354 | -230,095 | -377,211 | -524,435 | -671,660 | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 461,056 | 327,940 | 193,624 | 58,927 | -81,323 | -221,642 | -366,002 | -510,724 | -655,681 | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 440,930 | 302,909 | 164,129 | 20,326 | -124,494 | -270,381 | -419,753 | -569,124 | -718,496 | | | | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 433,274 | 293,152 | 149,889 | 5,284 | -139,322 | -285,328 | -434,478 | -585,628 | -733,171 | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 411,085 | 295,766 | 177,995 | 56,891 | -63,614 | -184,118 | -307,709 | -432,000 | -566,292 | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 700,731 | 558,922 | 414,718 | 268,557 | 121,614 | -25,329 | -172,273 | -321,724 | -473,288 | | | | | | |
| Site 8 | Small 8 | 50,000 | 450,000 | 805,685 | 658,648 | 510,608 | 360,673 | 210,739 | 60,805 | -89,130 | -239,064 | -383,690 | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,017,151 | 828,934 | 635,389 | 440,698 | 243,339 | 45,980 | -151,379 | -350,377 | -553,944 | | | | | | |
| | | EUV | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | | | | | | |
| Site 11 | PDL 300 | 1,200,000 | 1,440,000 | -1,389,502 | -1,576,794 | -1,795,989 | -2,020,824 | -2,260,233 | -2,499,642 | -2,790,051 | -2,978,460 | -3,217,868 | | | | | | |
| Site 13 | PDL 200 HD | 1,200,000 | 1,440,000 | -1,959,835 | -2,251,272 | -2,544,402 | -2,839,404 | -3,134,406 | -3,429,408 | -3,725,628 | -4,027,533 | -4,332,516 | | | | | | |
| Site 14 | PDL 100 | 1,200,000 | 1,440,000 | -1,686,005 | -1,940,890 | -2,198,734 | -2,456,840 | -2,714,945 | -2,973,051 | -3,231,157 | -3,489,263 | -3,747,369 | | | | | | |
| Site 15 | PDL 100 HD | 1,200,000 | 1,440,000 | -5,108,522 | -5,666,261 | -6,223,770 | -6,781,409 | -7,339,048 | -7,896,687 | -8,454,326 | -9,011,965 | -9,570,604 | | | | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | -1,182,678 | -1,361,304 | -1,540,941 | -1,720,579 | -1,900,216 | -2,079,854 | -2,259,491 | -2,439,128 | -2,620,833 | | | | | | |
| Site 17 | PDL 30 HD | 1,200,000 | 1,440,000 | -3,721,515 | -4,183,439 | -4,645,364 | -5,107,289 | -5,569,214 | -6,031,138 | -6,493,063 | -6,954,988 | -7,416,913 | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | -770,066 | -976,256 | -1,182,697 | -1,389,138 | -1,595,579 | -1,802,019 | -2,010,459 | -2,218,899 | -2,427,339 | | | | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | -1,971,444 | -2,253,481 | -2,535,519 | -2,817,556 | -3,099,594 | -3,381,631 | -3,663,669 | -3,945,707 | -4,227,745 | | | | | | |

Source: HDH (September 2020)

10.17 On average, across all the typologies, an increase in the Developer Contributions of £5,000/unit (applied to market and affordable housing) results in a fall in the Residual Value of about £175,000/ha, meaning that each additional £5,000/unit sought for developer contributions reduces the amount a developer can pay a landowner for a parcel of land by about £175,000/ha.



10.18 The analysis suggests that, where there is a 30% affordable housing requirement, there is relatively limited capacity for development to bear significant developer contributions that are over and above £10,000/unit.

10.19 The above analysis is repeated, without affordable housing.

| Table 10.6 Residential Development – Residual Values v BLV | | | | | | | | | | | | | |
|--|--------------------|------------------------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|-------------|-------------|
| 0% Affordable Housing, Varied Levels of Developer Contribution | | | | | | | | | | | | | |
| Site | Developer | Contributions (£/unit) | EUL | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 1,482,610 | 1,346,570 | 1,210,530 | 1,074,490 | 938,450 | 802,410 | 666,370 | 530,330 | 394,290 |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 1,446,973 | 1,313,257 | 1,179,541 | 1,045,825 | 912,109 | 778,393 | 644,677 | 510,961 | 377,245 |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 1,453,258 | 1,315,237 | 1,177,216 | 1,039,195 | 901,174 | 763,153 | 625,132 | 487,110 | 349,089 |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 1,297,228 | 1,182,382 | 1,067,535 | 952,688 | 837,841 | 722,994 | 608,147 | 493,300 | 378,453 |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 2,056,980 | 1,916,936 | 1,776,891 | 1,636,846 | 1,496,802 | 1,356,757 | 1,216,712 | 1,076,668 | 936,623 |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 2,205,911 | 2,063,016 | 1,920,120 | 1,777,225 | 1,634,330 | 1,491,435 | 1,348,539 | 1,205,644 | 1,062,749 |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 2,335,111 | 2,195,066 | 2,055,022 | 1,914,977 | 1,774,932 | 1,634,888 | 1,494,843 | 1,354,798 | 1,213,753 |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,350,603 | 2,205,430 | 2,060,256 | 1,915,083 | 1,769,910 | 1,624,736 | 1,479,562 | 1,331,126 | 1,183,092 |
| Site 22 | Sth Aylesham | | 25,000 | 425,000 | 824,462 | 729,954 | 634,246 | 539,138 | 442,850 | 345,048 | 247,147 | 149,245 | 51,343 |
| Site 23 | Nth Aylesham | | 22,500 | 422,500 | 662,047 | 585,451 | 508,855 | 432,259 | 355,663 | 279,067 | 201,471 | 122,310 | 43,148 |
| Site 24 | Whitfield | | 22,500 | 422,500 | 383,185 | 332,561 | 281,910 | 230,152 | 178,285 | 125,197 | 71,393 | 16,593 | -41,830 |
| Site 25 | Whitfield Plus | | 22,500 | 422,500 | 364,045 | 314,245 | 264,444 | 214,501 | 163,516 | 112,265 | 59,888 | 6,546 | -50,328 |
| | | | | | | | | | | | | | |
| | | | EUL | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 1,253,591 | 1,128,686 | 1,003,782 | 878,877 | 753,973 | 629,069 | 504,164 | 379,260 | 254,355 |
| Site 2 | Large Green 150 | Medium | 22,500 | 422,500 | 1,388,083 | 1,252,043 | 1,116,003 | 979,963 | 843,923 | 707,883 | 571,843 | 435,803 | 299,763 |
| Site 3 | Medium Green 80 | Medium | 22,500 | 422,500 | 1,394,927 | 1,221,211 | 1,087,495 | 953,779 | 820,063 | 686,346 | 552,630 | 418,914 | 285,198 |
| Site 4 | Medium Green 40 | Medium | 22,500 | 422,500 | 1,359,182 | 1,221,161 | 1,083,140 | 945,119 | 807,098 | 669,076 | 531,055 | 393,034 | 255,013 |
| Site 5 | Medium Green 20 | Medium | 22,500 | 422,500 | 1,363,520 | 1,225,703 | 1,087,887 | 950,070 | 812,254 | 674,437 | 536,621 | 398,804 | 257,688 |
| Site 6 | Medium Green 20 LD | Medium | 22,500 | 422,500 | 1,213,750 | 1,098,903 | 984,056 | 869,209 | 754,362 | 639,515 | 524,668 | 409,821 | 294,468 |
| Site 7 | Small Green 12 | Medium | 50,000 | 450,000 | 2,056,980 | 1,916,936 | 1,776,891 | 1,636,846 | 1,496,802 | 1,356,757 | 1,216,712 | 1,076,668 | 936,623 |
| Site 9 | Small 6 | Medium | 50,000 | 450,000 | 2,335,111 | 2,195,066 | 2,055,022 | 1,914,977 | 1,774,932 | 1,634,888 | 1,494,843 | 1,354,798 | 1,213,753 |
| Site 16 | PDL 30 | Medium | 1,200,000 | 1,440,000 | 1,329,183 | 1,167,610 | 1,006,038 | 844,465 | 682,893 | 521,320 | 359,748 | 195,465 | 26,332 |
| Site 18 | PDL 12 | Medium | 1,200,000 | 1,440,000 | 1,926,668 | 1,738,475 | 1,550,382 | 1,362,293 | 1,174,195 | 986,102 | 796,985 | 603,440 | 408,119 |
| Site 19 | PDL 12 HD | Medium | 1,200,000 | 1,440,000 | 2,713,754 | 2,489,828 | 2,265,902 | 2,042,026 | 1,818,150 | 1,594,274 | 1,370,398 | 1,146,522 | 922,646 |
| Site 20 | PDL 6 | Medium | 1,200,000 | 1,440,000 | 2,970,133 | 2,690,044 | 2,407,344 | 2,119,137 | 1,830,929 | 1,542,721 | 1,249,676 | 955,789 | 661,902 |
| | | | | | | | | | | | | | |
| | | | EUL | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 1 | Large Green 400 | Lower | 22,500 | 422,500 | 910,324 | 785,419 | 660,515 | 535,610 | 410,706 | 285,801 | 160,897 | 35,992 | -94,068 |
| Site 2 | Large Green 150 | Lower | 22,500 | 422,500 | 1,009,976 | 873,936 | 737,896 | 601,856 | 465,816 | 329,776 | 193,736 | 57,696 | -84,273 |
| Site 3 | Medium Green 80 | Lower | 22,500 | 422,500 | 986,741 | 853,025 | 719,309 | 585,593 | 451,877 | 318,161 | 184,445 | 49,348 | -90,955 |
| Site 4 | Medium Green 40 | Lower | 22,500 | 422,500 | 982,877 | 844,856 | 706,835 | 568,814 | 430,793 | 292,772 | 153,801 | 9,795 | -136,025 |
| Site 5 | Medium Green 20 | Lower | 22,500 | 422,500 | 980,036 | 842,219 | 704,403 | 566,586 | 428,770 | 288,517 | 145,163 | 558 | -144,048 |
| Site 6 | Medium Green 20 LD | Lower | 22,500 | 422,500 | 879,834 | 764,987 | 650,140 | 535,293 | 420,446 | 305,599 | 187,217 | 66,713 | -53,792 |
| Site 7 | Small Green 12 | Lower | 50,000 | 450,000 | 1,270,402 | 1,130,357 | 990,313 | 850,268 | 710,223 | 568,590 | 424,486 | 278,518 | 131,574 |
| Site 8 | Small 8 | Lower | 50,000 | 450,000 | 1,392,563 | 1,249,668 | 1,106,773 | 963,878 | 817,605 | 670,568 | 522,763 | 372,828 | 222,894 |
| Site 18 | PDL 12 | Lower | 1,200,000 | 1,440,000 | 1,815,988 | 1,627,505 | 1,439,412 | 1,251,319 | 1,063,226 | 875,132 | 682,799 | 489,042 | 291,683 |
| | | | | | | | | | | | | | |
| | | | EUL | BLV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,108,622 | -1,323,928 | -1,539,460 | -1,756,643 | -1,975,652 | -2,192,861 | -2,433,452 | -2,672,861 | -2,912,269 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -1,821,897 | -2,113,334 | -2,404,771 | -2,696,207 | -2,989,885 | -3,284,886 | -3,579,588 | -3,874,590 | -4,169,592 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,402,843 | -1,657,728 | -1,912,612 | -2,167,497 | -2,424,881 | -2,683,087 | -2,941,193 | -3,199,299 | -3,457,405 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -4,370,684 | -5,295,192 | -6,219,700 | -7,143,708 | -8,067,716 | -8,991,724 | -9,915,732 | -10,839,740 | -11,763,748 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -894,549 | -1,161,902 | -1,339,256 | -1,517,798 | -1,697,436 | -1,877,073 | -2,056,710 | -2,236,348 | -2,415,986 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -3,341,188 | -4,265,039 | -5,188,888 | -6,112,737 | -7,036,586 | -7,960,435 | -8,884,284 | -9,808,133 | -10,731,982 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -465,003 | -668,570 | -872,988 | -1,078,839 | -1,285,280 | -1,491,721 | -1,698,162 | -1,904,603 | -2,112,214 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -1,793,177 | -2,072,532 | -2,351,887 | -2,631,242 | -2,910,597 | -3,189,952 | -3,469,307 | -3,748,662 | -4,028,017 |

Source: HDH (September 2020)



10.20 The table shows that without affordable housing, most of the typologies have considerable capacity to bear developer contributions. The exception remains the typologies in the built-up area of Dover that are shown as being unlikely to be viable.

Standardised Infrastructure Tariff

10.21 As set out in Chapter 2 above, as this report was being concluded the Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as various supporting documents. The key proposals are:

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.

10.22 A further set of appraisals have been run, based on the same assumptions as used in the base appraisals, however without affordable housing or the assumptions for affordable housing. The developer contributions are calculated as a proportion of the Gross Development Value (GDV).

Table 10.6 Residential Development – Residual Values v BLV
Varied Levels of Standardised Infrastructure Tariff

| Site | Infrastructure Tariff (%GDV) | EUV | BLV | 0.0% | 2.0% | 4.0% | 6.0% | 8.0% | 10.0% | 12.5% | 15.0% | 17.5% | 20.0% | 25.0% | 30.0% |
|---------|------------------------------|--------|---------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|----------|----------|------------|
| Site 2 | Large Green 150 | 22,500 | 422,500 | 1,482,610 | 1,301,949 | 1,121,287 | 940,625 | 759,963 | 579,302 | 353,474 | 127,647 | -105,085 | -343,535 | -632,322 | -1,327,343 |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 1,486,973 | 1,271,377 | 1,095,781 | 920,185 | 744,589 | 568,993 | 349,188 | 130,003 | -97,779 | -329,180 | -604,284 | -1,286,177 |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 1,463,258 | 1,273,157 | 1,093,055 | 912,954 | 732,853 | 552,751 | 327,625 | 99,789 | -136,428 | -375,082 | -662,362 | -1,355,378 |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 1,297,229 | 1,137,415 | 977,601 | 817,787 | 657,973 | 498,159 | 297,982 | 90,561 | -119,058 | -330,777 | -663,167 | -1,201,580 |
| Site 7 | Small Green 12 | 50,000 | 422,500 | 2,056,980 | 1,860,046 | 1,663,113 | 1,466,179 | 1,269,245 | 1,072,311 | 826,144 | 578,671 | 324,391 | 66,097 | -454,709 | -987,541 |
| Site 8 | Small 8 | 50,000 | 450,000 | 2,205,911 | 2,001,523 | 1,797,135 | 1,592,747 | 1,388,360 | 1,183,972 | 929,226 | 665,336 | 399,232 | 131,221 | -407,587 | -960,601 |
| Site 9 | Small 6 | 50,000 | 450,000 | 2,335,111 | 2,116,501 | 1,897,891 | 1,679,282 | 1,460,672 | 1,241,832 | 960,650 | 678,077 | 391,354 | 104,630 | -472,563 | -1,064,042 |
| Site 10 | Small 3 | 50,000 | 450,000 | 2,350,603 | 2,129,746 | 1,908,889 | 1,689,032 | 1,469,228 | 1,241,319 | 993,808 | 678,297 | 396,796 | 115,275 | -451,113 | -1,031,846 |
| Site 22 | 5th Aylesham | 25,000 | 425,000 | 862,447 | 708,586 | 592,710 | 476,718 | 357,438 | 238,159 | 89,059 | -67,908 | -232,700 | -404,802 | -681,648 | -1,203,676 |
| Site 23 | 1st Aylesham | 22,500 | 422,500 | 682,042 | 568,967 | 475,888 | 382,809 | 289,729 | 195,455 | 75,208 | -47,664 | -179,123 | -313,710 | -620,878 | -991,203 |
| Site 24 | Whitefield | 22,500 | 422,500 | 383,195 | 321,668 | 259,635 | 196,740 | 132,891 | 67,248 | -17,851 | -110,028 | -208,709 | -318,241 | -620,239 | -930,559 |
| Site 25 | Whitefield Plus | 22,500 | 422,500 | 364,045 | 303,531 | 243,017 | 181,595 | 119,570 | 55,925 | -26,863 | -116,108 | -211,615 | -318,598 | -620,021 | -930,328 |

| Site | Infrastructure Tariff (%GDV) | EUV | BLV | 0.0% | 2.0% | 4.0% | 6.0% | 8.0% | 10.0% | 12.5% | 15.0% | 17.5% | 20.0% | 25.0% | 30.0% |
|---------|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|----------|------------|------------|
| Site 1 | Large Green 400 | 22,500 | 422,500 | 1,253,591 | 1,082,120 | 930,650 | 789,180 | 607,709 | 446,239 | 244,401 | 42,563 | -167,897 | -382,609 | -621,476 | -1,274,500 |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 1,388,083 | 1,210,118 | 1,032,153 | 854,188 | 676,222 | 498,257 | 275,800 | 53,344 | -179,513 | -416,796 | -688,612 | -1,387,038 |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 1,354,927 | 1,181,952 | 1,008,977 | 836,002 | 663,026 | 490,051 | 273,832 | 56,566 | -170,306 | -400,551 | -689,567 | -1,345,179 |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 1,359,182 | 1,181,769 | 1,004,355 | 826,942 | 649,529 | 472,116 | 250,349 | 22,232 | -210,459 | -447,935 | -697,942 | -1,414,719 |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 1,363,520 | 1,182,722 | 1,001,923 | 821,125 | 640,327 | 469,529 | 229,430 | -7,613 | -244,744 | -487,696 | -786,243 | -1,474,465 |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 1,213,750 | 1,056,321 | 898,892 | 741,464 | 584,035 | 426,606 | 227,423 | 21,730 | -184,750 | -395,423 | -622,150 | -1,254,231 |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 2,056,980 | 1,860,046 | 1,663,113 | 1,466,179 | 1,269,245 | 1,072,311 | 826,144 | 578,671 | 324,391 | 66,097 | -454,709 | -987,541 |
| Site 9 | Small 8 | 50,000 | 450,000 | 2,335,111 | 2,116,501 | 1,897,891 | 1,679,282 | 1,460,672 | 1,241,832 | 960,650 | 678,077 | 391,354 | 104,630 | -472,563 | -1,064,042 |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | 1,329,153 | 1,125,774 | 922,366 | 718,957 | 515,549 | 312,141 | 48,662 | -218,124 | -489,694 | -764,866 | -1,318,349 | -1,876,537 |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,926,568 | 1,713,580 | 1,500,612 | 1,287,634 | 1,074,657 | 861,679 | 588,561 | 310,970 | 31,633 | -247,704 | -820,962 | -1,389,498 |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 2,713,754 | 2,443,957 | 2,174,161 | 1,904,369 | 1,634,569 | 1,364,773 | 1,024,702 | 673,682 | 323,877 | -29,992 | -747,199 | -1,477,177 |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,970,133 | 2,648,609 | 2,322,073 | 1,991,230 | 1,660,387 | 1,326,184 | 904,481 | 482,778 | 61,075 | -360,628 | -1,225,497 | -2,098,436 |

| Site | Infrastructure Tariff (%GDV) | EUV | BLV | 0.0% | 2.0% | 4.0% | 6.0% | 8.0% | 10.0% | 12.5% | 15.0% | 17.5% | 20.0% | 25.0% | 30.0% |
|---------|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|----------|----------|----------|----------|------------|------------|
| Site 1 | Large Green 400 | 22,500 | 422,500 | 910,324 | 758,639 | 606,955 | 455,271 | 303,586 | 151,902 | -40,337 | -239,282 | -443,523 | -648,683 | -1,070,310 | -1,510,111 |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 1,009,976 | 842,797 | 675,617 | 508,438 | 341,258 | 174,079 | -38,684 | -257,962 | -483,637 | -709,793 | -1,166,994 | -1,628,794 |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 986,741 | 824,250 | 661,758 | 499,266 | 336,774 | 174,282 | -34,132 | -247,269 | -466,290 | -686,114 | -1,131,190 | -1,582,258 |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 982,877 | 816,216 | 649,555 | 482,894 | 316,233 | 148,473 | -69,407 | -288,432 | -513,890 | -739,348 | -1,194,719 | -1,662,500 |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 980,036 | 810,195 | 640,354 | 470,513 | 298,518 | 121,760 | -101,000 | -325,150 | -564,910 | -784,669 | -1,250,184 | -1,718,252 |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 879,834 | 731,946 | 584,059 | 436,171 | 287,981 | 134,381 | -59,585 | -253,888 | -463,949 | -654,011 | -1,058,941 | -1,466,125 |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,270,402 | 1,085,975 | 921,548 | 747,120 | 571,177 | 391,694 | 163,249 | -65,526 | -294,695 | -530,664 | -1,002,601 | -1,480,951 |
| Site 8 | Small 8 | 50,000 | 450,000 | 1,392,563 | 1,211,534 | 1,030,505 | 846,924 | 660,648 | 472,635 | 235,201 | -2,233 | -238,668 | -483,142 | -972,954 | -1,465,315 |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,815,598 | 1,605,799 | 1,396,000 | 1,186,201 | 976,402 | 764,668 | 494,716 | 219,548 | 55,619 | -330,787 | -898,210 | -1,469,372 |

| Site | Infrastructure Tariff (%GDV) | EUV | BLV | 0.0% | 2.0% | 4.0% | 6.0% | 8.0% | 10.0% | 12.5% | 15.0% | 17.5% | 20.0% | 25.0% | 30.0% |
|---------|------------------------------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| Site 11 | PDL 300 | 1,200,000 | 1,440,000 | -1,108,622 | -1,283,444 | -1,478,492 | -1,683,897 | -1,851,849 | -2,040,040 | -2,281,674 | -2,538,609 | -2,795,544 | -3,062,479 | -3,566,349 | -4,080,210 |
| Site 13 | PDL 200 HD | 1,200,000 | 1,440,000 | -1,821,897 | -2,064,816 | -2,307,734 | -2,550,652 | -2,793,570 | -3,039,027 | -3,346,389 | -3,653,752 | -3,961,114 | -4,268,663 | -4,897,371 | -5,536,208 |
| Site 14 | PDL 100 | 1,200,000 | 1,440,000 | -1,622,843 | -1,842,843 | -2,062,843 | -2,282,843 | -2,292,141 | -2,504,522 | -2,782,532 | -3,060,522 | -3,338,522 | -3,616,516 | -4,172,506 | -4,731,176 |
| Site 15 | PDL 100 HD | 1,200,000 | 1,440,000 | -4,737,684 | -5,101,116 | -5,464,548 | -5,827,980 | -6,191,412 | -6,554,844 | -7,009,134 | -7,463,992 | -7,923,987 | -8,382,982 | -9,300,973 | -10,218,964 |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | -984,549 | -1,291,136 | -1,444,689 | -1,599,957 | -1,755,225 | -1,946,310 | -2,143,396 | -2,341,479 | -2,539,479 | -2,531,564 | -2,921,646 | -3,314,025 |
| Site 17 | PDL 30 HD | 1,200,000 | 1,440,000 | -3,341,188 | -3,645,751 | -3,950,313 | -4,254,876 | -4,559,438 | -4,864,001 | -5,244,704 | -5,612,950 | -6,012,749 | -6,397,612 | -7,187,274 | -7,936,937 |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | -465,003 | -623,256 | -781,509 | -940,978 | -1,101,466 | -1,261,952 | -1,462,561 | -1,663,170 | -1,863,779 | -2,064,999 | -2,471,029 | -2,877,059 |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | -1,793,177 | -1,953,427 | -2,114,838 | -2,277,010 | -2,439,181 | -2,601,353 | -2,804,067 | -3,006,782 | -3,209,496 | -3,412,211 | -3,817,640 | -4,223,069 |

Source: HDH (September 2020)

- 10.23 The above analysis should be given limited weight as the outcome of the Government's consultation is not yet known. Having said this, the appraisals indicate that the greenfield sites in the Higher and Medium Value areas may be able to bear a contribution of 10% of GDV, but elsewhere it would be less.
- 10.24 The brief for this project Whole Plan Viability Study did not extend to making an assessment of the capacity of development to bear CIL. As set out in Chapter 2 above there is a degree of uncertainty as to whether or not CIL will remain an option for funding infrastructure. The above analysis suggests that there is some capacity to introduce CIL in the higher and medium value areas, but less scope in the lower value areas and on the brownfield sites. 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.

Costs Policies

- 10.25 The Council is considering a range of policy requirements. The cost of these are considered individually and then cumulatively.

Individual Policies

- 10.26 The appraisals have been run without any policy requirement and then with individual policy requirements. The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each policy, when treated in isolation, would impact on the maximum price a developer could pay a landowner.

| Table 10.7a Cost of Individual Policy Requirements (£/ha) | | | |
|--|---------|---------|---------|
| Higher | | | |
| | Green | Brown | All |
| Water Standards | 286 | 0 | 286 |
| Future Homes Standards 1 | 103,767 | 0 | 103,767 |
| Future Homes Standards 2 | 128,754 | 0 | 128,754 |
| Future Homes Standards 2 + 10% Merton Requirement | 159,988 | 0 | 159,988 |
| EV Charging | 28,589 | 0 | 28,589 |
| Biodiversity Net Gain 10% | 27,378 | 0 | 27,378 |
| Biodiversity Net Gain 20% | 49,777 | 0 | 49,777 |
| Pt M4 (2) - 50% | 9,148 | 0 | 9,148 |
| Pt M4 (2) - 100% | 18,297 | 0 | 18,297 |
| Pt M4 (2) - 95%, Pt M4 (3) -5% | 35,164 | 0 | 35,164 |
| Medium | | | |
| | Green | Brown | All |
| Water Standards | 276 | 390 | 314 |
| Future Homes Standards 1 | 100,516 | 143,340 | 114,791 |
| Future Homes Standards 2 | 124,640 | 177,742 | 142,340 |
| Future Homes Standards 2 + 10% Merton Requirement | 154,794 | 220,744 | 176,778 |
| EV Charging | 27,563 | 39,016 | 31,381 |
| Biodiversity Net Gain 10% | 26,536 | 37,842 | 30,305 |
| Biodiversity Net Gain 20% | 48,248 | 68,803 | 55,100 |
| Pt M4 (2) - 50% | 8,820 | 12,485 | 10,042 |
| Pt M4 (2) - 100% | 17,641 | 24,970 | 20,084 |
| Pt M4 (2) - 95%, Pt M4 (3) -5% | 33,903 | 47,990 | 38,599 |

Source: HDH (September 2020)

| Table 10.7b Cost of Individual Policy Requirements (£/ha) | | | |
|--|---------|---------|---------|
| Lower | | | |
| | Green | Brown | All |
| Water Standards | 273 | 350 | 282 |
| Future Homes Standards 1 | 99,412 | 119,673 | 101,663 |
| Future Homes Standards 2 | 123,271 | 148,394 | 126,063 |
| Future Homes Standards 2 + 10% Merton Requirement | 153,095 | 184,296 | 156,562 |
| EV Charging | 27,303 | 34,967 | 28,155 |
| Biodiversity Net Gain 10% | 26,245 | 31,594 | 26,839 |
| Biodiversity Net Gain 20% | 47,718 | 57,443 | 48,798 |
| Pt M4 (2) - 50% | 8,737 | 11,189 | 9,009 |
| Pt M4 (2) - 100% | 17,474 | 22,379 | 18,019 |
| Pt M4 (2) - 95%, Pt M4 (3) -5% | 33,583 | 43,009 | 34,630 |
| Dover Town | | | |
| | Green | Brown | All |
| Water Standards | 0 | 528 | 528 |
| Future Homes Standards 1 | 0 | 210,187 | 210,187 |
| Future Homes Standards 2 | 0 | 260,795 | 260,795 |
| Future Homes Standards 2 + 10% Merton Requirement | 0 | 324,081 | 324,081 |
| EV Charging | 0 | 52,831 | 52,831 |
| Biodiversity Net Gain 10% | 0 | 55,257 | 55,257 |
| Biodiversity Net Gain 20% | 0 | 100,588 | 100,588 |
| Pt M4 (2) - 50% | 0 | 16,906 | 16,906 |
| Pt M4 (2) - 100% | 0 | 33,812 | 33,812 |
| Pt M4 (2) - 95%, Pt M4 (3) -5% | 0 | 64,982 | 64,982 |

Source: HDH (September 2020)

- 10.27 The cost of the individual policy requirements varies between the greenfield and the brownfield sites, largely because of the density assumptions, the brownfield sites being modelled at higher densities.
- 10.28 The cost of the increased water standard is very modest and unlikely to have an impact on viability. The costs of the Accessible and Adaptable Standards (Part M4 (2)) is generally about £20,000/ha when applied at all the new homes. The introduction of 5% Wheelchair Adaptable standards (Part M4 (3)), when combined with the remainder being Accessible and Adaptable, results in the cost increasing by about £35,000/ha.
- 10.29 Higher environmental standards also add to the costs of development. Seeking 10% Biodiversity Net Gain (in line with the Government's proposals) increases the costs of

development by about £30,000/ha and, and a higher standard of 20% would cost about twice this. The cost of the Future Homes Standard is notably more with Option 1 (20% CO₂ saving) costing over £100,000/ha and Option 2 (31% CO₂ saving) adding 25% or so to this. The costs of brownfield sites (where costs are higher) is notably more. Adding 10% on site energy (a 'Merton' requirement) adds over £150,000/ha to the costs.

10.30 We take this opportunity to comment about the cost of EV charging points. Whilst the costs of these is relatively modest at about £30,000/ha, 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 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. The cost of this would be very modest.

10.31 The above analysis considers the policy requirements separately. The reality is that the Council must balance its requirements to address a range of policy objectives.

Cumulative Cost of Policies

10.32 The appraisals have been run without any policy requirement and then adding the individual policy requirements cumulatively. The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each combination of policies would impact on the maximum price a developer could pay a landowner.

| Table 10.8a Cumulative Cost of Policy Requirements - £/ha | | | |
|---|---------|---------|---------|
| Higher | | | |
| | Green | Brown | All |
| Water | 286 | 0 | 286 |
| Water + Opt1 | 104,054 | 0 | 104,054 |
| Water + Opt 1 + 10% BNG | 131,540 | 0 | 131,540 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 140,725 | 0 | 140,725 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 149,910 | 0 | 149,910 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 166,844 | 0 | 166,844 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 191,831 | 0 | 191,831 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 220,534 | 0 | 220,534 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 251,768 | 0 | 251,768 |
| Medium | | | |
| | Green | Brown | All |
| Water | 276 | 390 | 314 |
| Water + Opt1 | 100,791 | 143,730 | 115,104 |
| Water + Opt 1 + 10% BNG | 127,328 | 181,572 | 145,409 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 136,148 | 194,057 | 155,451 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 144,968 | 206,543 | 165,493 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 161,231 | 229,562 | 184,008 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 185,354 | 263,964 | 211,557 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 212,918 | 302,980 | 242,938 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 243,072 | 345,982 | 277,376 |

Source: HDH (September 2020)

| Table 10.8b Cumulative Cost of Policy Requirements - £/ha | | | |
|---|---------|---------|---------|
| Lower | | | |
| | Green | Brown | All |
| Water | 273 | 350 | 282 |
| Water + Opt1 | 99,685 | 120,023 | 101,945 |
| Water + Opt 1 + 10% BNG | 125,930 | 151,616 | 128,784 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 134,667 | 162,806 | 137,793 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 143,404 | 173,995 | 146,803 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 159,513 | 194,625 | 163,414 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 183,372 | 223,347 | 187,813 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 210,675 | 258,313 | 215,968 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 240,498 | 294,215 | 246,467 |
| Dover Town | | | |
| | Green | Brown | All |
| Water | 0 | 528 | 528 |
| Water + Opt1 | 0 | 210,719 | 210,719 |
| Water + Opt 1 + 10% BNG | 0 | 266,389 | 266,389 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 0 | 283,428 | 283,428 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 0 | 300,467 | 300,467 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 0 | 331,928 | 331,928 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 0 | 382,623 | 382,623 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 0 | 436,015 | 436,015 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 0 | 499,466 | 499,466 |

Source: HDH (September 2020)

- 10.33 The analysis shows that whilst the cost of some requirements is modest when treated in isolation, when added together the costs add up and are likely to add to the costs of development of about £250,000/ha on greenfield sites and £350,000/ha or more on brownfield sites. This impacts directly on the amount developers can bid for the land and still make an adequate return.
- 10.34 The appraisal results are set out below showing the effect of the above policy requirements. This analysis does not make allowance for affordable housing nor developer contributions.

Table 10.9b Residential Development – Residual Values v BLV
Cumulative Impact of Policies - Lower and Dover Built-up Area

| | | | BLV | | Yes | Opt 1 | Opt 1 | Opt 1 | Opt 1 | Opt 1 | Opt 1 | Opt 1 | Opt 1 | Opt 2 | Opt 2 | Opt 2 | Opt 2 | Opt 2+Merton | Opt 2+Merton |
|--|--|--|-----|--|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------|--------------|
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Source: HDH (September 2020)



10.35 In this analysis shows that on their own the policy requirements are unlikely to render development unviable.

Varied Tenure Mix

10.36 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. Not only may this change over time (as the Housing Market Assessment is updated), but this is an area of changing national policy with current requirements for 10% Affordable Ownership (where the 10% is of all the housing) and 25% First Homes (where the 25% is of the affordable housing only).

10.37 Further sets of appraisals have been run with a range of tenure mixes.

Table 10.10a Residential Development – Residual Values v BLV
Varied Affordable Tenure Mixes - Higher and Strategic Sites

| | ELUV | BLV | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | | | |
|---------|---------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | 0% | 10% | 20% | 30% | 40% | 50% | 60% | 70% | 80% | 90% | 100% | 0% | 10% | 20% | 30% | 40% | 50% | | |
| | Overall Affordable % | | | | | | | | | | | | | | | | | | | | |
| | Intermediate Housing | | | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | | | | | | | | | | | | | | | | | | | | |
| Site 2 | Large Green 150 | 422,500 | 685,938 | 727,049 | 756,711 | 790,374 | 822,036 | 853,699 | 889,779 | 902,003 | 914,226 | 926,449 | 938,672 | 950,896 | 963,120 | 975,344 | 987,568 | 999,792 | 1,012,016 | 1,024,240 | 1,036,464 |
| Site 3 | Medium Green 80 | 422,500 | 690,744 | 720,643 | 750,542 | 780,441 | 810,340 | 840,239 | 870,138 | 899,997 | 919,856 | 939,715 | 959,574 | 979,433 | 999,292 | 1,019,151 | 1,039,010 | 1,058,869 | 1,078,728 | 1,098,587 | 1,118,446 |
| Site 4 | Medium Green 40 | 422,500 | 670,203 | 701,565 | 732,928 | 764,291 | 795,654 | 827,017 | 858,380 | 889,743 | 921,106 | 952,469 | 983,832 | 1,015,195 | 1,046,558 | 1,077,921 | 1,109,284 | 1,140,647 | 1,172,010 | 1,203,373 | 1,234,736 |
| Site 6 | Medium Green 20 LD Higher | 422,500 | 627,556 | 653,627 | 680,098 | 706,569 | 732,939 | 759,310 | 785,681 | 812,052 | 838,423 | 864,794 | 891,165 | 917,536 | 943,907 | 970,278 | 996,649 | 1,023,020 | 1,049,391 | 1,075,762 | 1,102,133 |
| Site 7 | Small 8 | 450,000 | 1,194,319 | 1,228,101 | 1,261,883 | 1,295,665 | 1,329,447 | 1,363,229 | 1,397,011 | 1,430,793 | 1,464,575 | 1,498,357 | 1,532,139 | 1,565,921 | 1,599,703 | 1,633,485 | 1,667,267 | 1,701,049 | 1,734,831 | 1,768,613 | 1,802,395 |
| Site 8 | Small 6 | 450,000 | 1,440,744 | 1,473,086 | 1,505,427 | 1,537,769 | 1,570,111 | 1,602,453 | 1,634,795 | 1,667,137 | 1,699,479 | 1,731,821 | 1,764,163 | 1,796,505 | 1,828,847 | 1,861,189 | 1,893,531 | 1,925,873 | 1,958,215 | 1,990,557 | 2,022,899 |
| Site 9 | Small 3 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 |
| Site 22 | SN Aylesham | 425,000 | 13,684 | 33,560 | 53,436 | 73,312 | 93,188 | 113,064 | 132,940 | 152,816 | 172,692 | 192,568 | 212,444 | 232,320 | 252,196 | 272,072 | 291,948 | 311,824 | 331,700 | 351,576 | 371,452 |
| Site 23 | NIN Aylesham | 422,500 | 13,903 | 29,350 | 44,797 | 60,244 | 75,691 | 91,138 | 106,585 | 122,032 | 137,479 | 152,926 | 168,373 | 183,820 | 199,267 | 214,714 | 230,161 | 245,608 | 261,055 | 276,502 | 291,949 |
| Site 24 | Whitfield | 422,500 | -53,008 | -42,191 | -30,932 | -19,728 | -8,524 | 2,680 | 13,876 | 27,262 | 40,648 | 54,034 | 67,420 | 80,806 | 94,192 | 107,578 | 120,964 | 134,350 | 147,736 | 161,122 | 174,508 |
| Site 25 | Whitfield Plus | 422,500 | -60,480 | -49,423 | -38,366 | -27,451 | -16,770 | -6,090 | 4,589 | 17,988 | 29,417 | 40,846 | 52,275 | 63,704 | 75,133 | 86,562 | 97,991 | 109,420 | 120,849 | 132,278 | 143,707 |
| | Overall Affordable % | | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | 25% | |
| | Intermediate Housing | | 0% | 10% | 20% | 30% | 40% | 50% | 60% | 70% | 80% | 90% | 100% | 0% | 10% | 20% | 30% | 40% | 50% | 60% | |
| | Affordable Rent | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | | 100% | | | | | | | | | | | | | | | | | | |
| Site 2 | Large Green 150 | 422,500 | 525,768 | 565,366 | 604,964 | 644,562 | 684,160 | 723,758 | 763,356 | 802,954 | 842,552 | 882,150 | 921,748 | 961,346 | 1,000,944 | 1,040,542 | 1,080,140 | 1,119,738 | 1,159,336 | 1,198,934 | 1,238,532 |
| Site 3 | Medium Green 80 | 422,500 | 528,467 | 565,804 | 603,140 | 640,477 | 677,814 | 715,150 | 752,487 | 789,824 | 827,160 | 864,497 | 901,834 | 939,170 | 976,507 | 1,013,844 | 1,051,180 | 1,088,517 | 1,125,854 | 1,163,190 | 1,200,527 |
| Site 4 | Medium Green 40 | 422,500 | 502,043 | 541,272 | 580,500 | 619,728 | 658,957 | 698,185 | 737,413 | 776,642 | 815,870 | 855,099 | 894,327 | 933,556 | 972,784 | 1,012,013 | 1,051,241 | 1,090,470 | 1,129,698 | 1,168,927 | 1,208,155 |
| Site 6 | Medium Green 20 LD Higher | 422,500 | 463,008 | 515,946 | 549,794 | 591,622 | 633,450 | 675,278 | 717,106 | 758,934 | 800,762 | 842,590 | 884,418 | 926,246 | 968,074 | 1,009,902 | 1,051,730 | 1,093,558 | 1,135,386 | 1,177,214 | 1,219,042 |
| Site 7 | Small 8 | 450,000 | 1,006,838 | 1,048,990 | 1,091,243 | 1,133,496 | 1,175,749 | 1,217,999 | 1,260,252 | 1,302,505 | 1,344,758 | 1,387,011 | 1,429,264 | 1,471,517 | 1,513,770 | 1,556,023 | 1,598,276 | 1,640,529 | 1,682,782 | 1,725,035 | 1,767,288 |
| Site 8 | Small 6 | 450,000 | 1,143,156 | 1,184,255 | 1,225,354 | 1,266,453 | 1,307,552 | 1,348,651 | 1,389,750 | 1,430,849 | 1,471,948 | 1,513,047 | 1,554,146 | 1,595,245 | 1,636,344 | 1,677,443 | 1,718,542 | 1,759,641 | 1,800,740 | 1,841,839 | 1,882,938 |
| Site 9 | Small 3 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 |
| Site 22 | SN Aylesham | 425,000 | -102,653 | -76,698 | -50,743 | -24,787 | 1,668 | 26,703 | 83,081 | 89,459 | 95,837 | 102,215 | 108,593 | 114,971 | 121,349 | 127,727 | 134,105 | 140,483 | 146,861 | 153,239 | 159,617 |
| Site 23 | NIN Aylesham | 422,500 | -77,987 | -56,851 | -36,022 | -15,762 | 4,497 | 23,974 | 69,027 | 74,176 | 79,325 | 84,474 | 89,623 | 94,772 | 99,921 | 105,070 | 110,219 | 115,368 | 120,517 | 125,666 | 130,815 |
| Site 24 | Whitfield | 422,500 | -119,379 | -104,155 | -89,136 | -74,615 | -60,094 | -45,572 | -31,051 | -16,530 | -1,009 | 13,489 | 27,978 | 42,467 | 56,956 | 71,445 | 85,934 | 100,423 | 114,912 | 129,401 | 143,890 |
| Site 25 | Whitfield Plus | 422,500 | -123,039 | -108,663 | -94,286 | -80,184 | -66,363 | -52,542 | -38,721 | -24,900 | -11,079 | 2,742 | 16,521 | 30,299 | 44,078 | 57,857 | 71,636 | 85,415 | 99,194 | 112,973 | 126,752 |
| | Overall Affordable % | | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | 30% | |
| | Intermediate Housing | | 0% | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | | | | | | | | | | | | | | | | | | | | |
| | Social Rent | | 100% | | | | | | | | | | | | | | | | | | |
| Site 2 | Large Green 150 | 422,500 | 356,190 | 403,684 | 451,178 | 498,671 | 546,165 | 593,659 | 641,153 | 688,647 | 736,140 | 783,634 | 831,128 | 878,622 | 926,116 | 973,610 | 1,021,104 | 1,068,598 | 1,116,092 | 1,163,586 | 1,211,080 |
| Site 3 | Medium Green 80 | 422,500 | 366,161 | 410,965 | 455,769 | 500,573 | 545,376 | 590,180 | 634,984 | 679,787 | 724,591 | 769,395 | 814,198 | 859,002 | 903,806 | 948,610 | 993,414 | 1,038,218 | 1,083,022 | 1,127,826 | 1,172,630 |
| Site 4 | Medium Green 40 | 422,500 | 333,884 | 380,958 | 428,032 | 475,106 | 522,180 | 569,254 | 616,328 | 663,402 | 710,476 | 757,550 | 804,624 | 851,698 | 898,772 | 945,846 | 992,920 | 1,039,994 | 1,087,068 | 1,134,142 | 1,181,216 |
| Site 6 | Medium Green 20 LD Higher | 422,500 | 338,659 | 378,065 | 417,471 | 456,877 | 496,282 | 535,688 | 575,093 | 614,499 | 653,905 | 693,311 | 732,717 | 772,123 | 811,529 | 850,935 | 890,341 | 929,747 | 969,153 | 1,008,559 | 1,047,965 |
| Site 7 | Small 8 | 450,000 | 818,586 | 869,679 | 920,502 | 971,325 | 1,022,148 | 1,072,971 | 1,123,794 | 1,174,617 | 1,225,440 | 1,276,263 | 1,327,086 | 1,377,909 | 1,428,732 | 1,479,555 | 1,530,378 | 1,581,201 | 1,632,024 | 1,682,847 | 1,733,670 |
| Site 8 | Small 6 | 450,000 | 953,669 | 1,002,787 | 1,051,904 | 1,101,021 | 1,150,138 | 1,200,255 | 1,249,372 | 1,298,489 | 1,347,606 | 1,396,723 | 1,445,840 | 1,494,957 | 1,544,074 | 1,593,191 | 1,642,308 | 1,691,425 | 1,740,542 | 1,789,659 | 1,838,776 |
| Site 9 | Small 3 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 |
| Site 22 | SN Aylesham | 425,000 | -222,711 | -189,928 | -157,145 | -125,481 | -94,215 | -62,949 | 9,912 | 17,889 | 25,868 | 33,751 | 41,634 | 49,517 | 57,400 | 65,283 | 73,166 | 81,049 | 88,932 | 96,815 | 104,698 |
| Site 23 | NIN Aylesham | 422,500 | -172,715 | -147,341 | -121,966 | -96,592 | -71,217 | -45,842 | 10,874 | 17,852 | 24,830 | 31,808 | 38,786 | 45,764 | 52,742 | 59,720 | 66,698 | 73,676 | 80,654 | 87,632 | 94,610 |
| Site 24 | Whitfield | 422,500 | -189,448 | -169,743 | -150,756 | -131,916 | -113,667 | -95,618 | -78,172 | -61,423 | -45,474 | -29,525 | -13,576 | 2,373 | 18,424 | 36,848 | 55,272 | 73,696 | 92,120 | 110,544 | 128,968 |
| Site 25 | Whitfield Plus | 422,500 | -180,923 | -172,033 | -163,426 | -155,409 | -147,992 | -140,444 | -132,896 | -125,348 | -117,799 | -110,251 | -102,703 | -95,155 | -87,607 | -80,059 | -72,511 | -64,963 | -57,415 | -49,867 | -42,319 |

Source: HDH (September 2020)



Table 10.10b Residential Development – Residual Values v BLV
Varied Affordable Tenure Mixes - Medium

| Site | Overall Affordable % | BLV | 20% | | | | | 30% | | | | | 40% | | | | | 50% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | | Intermediary Housing | Affordable Rent | Social Rent | 100% | 80% | 20% | 30% | 40% | 50% | 100% | 80% | 20% | 30% | 40% | 50% | 100% | 80% | 20% | 30% | 40% | 50% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 562,160 | 616,838 | 644,077 | 671,316 | 698,555 | 725,793 | 753,032 | 780,270 | 807,509 | 834,748 | 861,987 | 889,226 | 916,465 | 943,704 | 970,943 | 998,182 | 1,025,421 | 1,052,660 | 1,079,899 | 1,107,138 | 1,134,377 | 1,161,616 | 1,188,855 | 1,216,094 | 1,243,333 | 1,270,572 | 1,297,811 | 1,325,050 | 1,352,289 | 1,379,528 | 1,406,767 | 1,434,006 | 1,461,245 | 1,488,484 | 1,515,723 | 1,542,962 | 1,570,201 | 1,597,440 | 1,624,679 | 1,651,918 | 1,679,157 | 1,706,396 | 1,733,635 | 1,760,874 | 1,788,113 | 1,815,352 | 1,842,591 | 1,869,830 | 1,897,069 | 1,924,308 | 1,951,547 | 1,978,786 | 2,006,025 | 2,033,264 | 2,060,503 | 2,087,742 | 2,114,981 | 2,142,220 | 2,169,459 | 2,196,698 | 2,223,937 | 2,251,176 | 2,278,415 | 2,305,654 | 2,332,893 | 2,360,132 | 2,387,371 | 2,414,610 | 2,441,849 | 2,469,088 | 2,496,327 | 2,523,566 | 2,550,805 | 2,578,044 | 2,605,283 | 2,632,522 | 2,659,761 | 2,687,000 | 2,714,239 | 2,741,478 | 2,768,717 | 2,795,956 | 2,823,195 | 2,850,434 | 2,877,673 | 2,904,912 | 2,932,151 | 2,959,390 | 2,986,629 | 3,013,868 | 3,041,107 | 3,068,346 | 3,095,585 | 3,122,824 | 3,150,063 | 3,177,302 | 3,204,541 | 3,231,780 | 3,259,019 | 3,286,258 | 3,313,497 | 3,340,736 | 3,367,975 | 3,395,214 | 3,422,453 | 3,449,692 | 3,476,931 | 3,504,170 | 3,531,409 | 3,558,648 | 3,585,887 | 3,613,126 | 3,640,365 | 3,667,604 | 3,694,843 | 3,722,082 | 3,749,321 | 3,776,560 | 3,803,799 | 3,831,038 | 3,858,277 | 3,885,516 | 3,912,755 | 3,940,000 | 3,967,245 | 3,994,490 | 4,021,735 | 4,048,980 | 4,076,225 | 4,103,470 | 4,130,715 | 4,157,960 | 4,185,205 | 4,212,450 | 4,239,695 | 4,266,940 | 4,294,185 | 4,321,430 | 4,348,675 | 4,375,920 | 4,403,165 | 4,430,410 | 4,457,655 | 4,484,900 | 4,512,145 | 4,539,390 | 4,566,635 | 4,593,880 | 4,621,125 | 4,648,370 | 4,675,615 | 4,702,860 | 4,730,105 | 4,757,350 | 4,784,595 | 4,811,840 | 4,839,085 | 4,866,330 | 4,893,575 | 4,920,820 | 4,948,065 | 4,975,310 | 5,002,555 | 5,029,800 | 5,057,045 | 5,084,290 | 5,111,535 | 5,138,780 | 5,166,025 | 5,193,270 | 5,220,515 | 5,247,760 | 5,275,005 | 5,302,250 | 5,329,495 | 5,356,740 | 5,383,985 | 5,411,230 | 5,438,475 | 5,465,720 | 5,492,965 | 5,520,210 | 5,547,455 | 5,574,700 | 5,601,945 | 5,629,190 | 5,656,435 | 5,683,680 | 5,710,925 | 5,738,170 | 5,765,415 | 5,792,660 | 5,819,905 | 5,847,150 | 5,874,395 | 5,901,640 | 5,928,885 | 5,956,130 | 5,983,375 | 6,010,620 | 6,037,865 | 6,065,110 | 6,092,355 | 6,119,600 | 6,146,845 | 6,174,090 | 6,201,335 | 6,228,580 | 6,255,825 | 6,283,070 | 6,310,315 | 6,337,560 | 6,364,805 | 6,392,050 | 6,419,295 | 6,446,540 | 6,473,785 | 6,501,030 | 6,528,275 | 6,555,520 | 6,582,765 | 6,610,010 | 6,637,255 | 6,664,500 | 6,691,745 | 6,718,990 | 6,746,235 | 6,773,480 | 6,800,725 | 6,827,970 | 6,855,215 | 6,882,460 | 6,909,705 | 6,936,950 | 6,964,195 | 6,991,440 | 7,018,685 | 7,045,930 | 7,073,175 | 7,100,420 | 7,127,665 | 7,154,910 | 7,182,155 | 7,209,400 | 7,236,645 | 7,263,890 | 7,291,135 | 7,318,380 | 7,345,625 | 7,372,870 | 7,400,115 | 7,427,360 | 7,454,605 | 7,481,850 | 7,509,095 | 7,536,340 | 7,563,585 | 7,590,830 | 7,618,075 | 7,645,320 | 7,672,565 | 7,700,810 | 7,727,055 | 7,754,300 | 7,781,545 | 7,808,790 | 7,836,035 | 7,863,280 | 7,890,525 | 7,917,770 | 7,945,015 | 7,972,260 | 7,999,505 | 8,026,750 | 8,054,000 | 8,081,250 | 8,108,500 | 8,135,750 | 8,163,000 | 8,190,250 | 8,217,500 | 8,244,750 | 8,272,000 | 8,299,250 | 8,326,500 | 8,353,750 | 8,381,000 | 8,408,250 | 8,435,500 | 8,462,750 | 8,490,000 | 8,517,250 | 8,544,500 | 8,571,750 | 8,599,000 | 8,626,250 | 8,653,500 | 8,680,750 | 8,708,000 | 8,735,250 | 8,762,500 | 8,789,750 | 8,817,000 | 8,844,250 | 8,871,500 | 8,898,750 | 8,926,000 | 8,953,250 | 8,980,500 | 9,007,750 | 9,035,000 | 9,062,250 | 9,089,500 | 9,116,750 | 9,144,000 | 9,171,250 | 9,198,500 | 9,225,750 | 9,253,000 | 9,280,250 | 9,307,500 | 9,334,750 | 9,362,000 | 9,389,250 | 9,416,500 | 9,443,750 | 9,471,000 | 9,498,250 | 9,525,500 | 9,552,750 | 9,580,000 | 9,607,250 | 9,634,500 | 9,661,750 | 9,689,000 | 9,716,250 | 9,743,500 | 9,770,750 | 9,798,000 | 9,825,250 | 9,852,500 | 9,879,750 | 9,907,000 | 9,934,250 | 9,961,500 | 9,988,750 | 10,016,000 | 10,043,250 | 10,070,500 | 10,097,750 | 10,125,000 | 10,152,250 | 10,179,500 | 10,206,750 | 10,234,000 | 10,261,250 | 10,288,500 | 10,315,750 | 10,343,000 | 10,370,250 | 10,397,500 | 10,424,750 | 10,452,000 | 10,479,250 | 10,506,500 | 10,533,750 | 10,561,000 | 10,588,250 | 10,615,500 | 10,642,750 | 10,670,000 | 10,697,250 | 10,724,500 | 10,751,750 | 10,779,000 | 10,806,250 | 10,833,500 | 10,860,750 | 10,888,000 | 10,915,250 | 10,942,500 | 10,969,750 | 10,997,000 | 11,024,250 | 11,051,500 | 11,078,750 | 11,106,000 | 11,133,250 | 11,160,500 | 11,187,750 | 11,215,000 | 11,242,250 | 11,269,500 | 11,296,750 | 11,324,000 | 11,351,250 | 11,378,500 | 11,405,750 | 11,433,000 | 11,460,250 | 11,487,500 | 11,514,750 | 11,542,000 | 11,569,250 | 11,596,500 | 11,623,750 | 11,651,000 | 11,678,250 | 11,705,500 | 11,732,750 | 11,760,000 | 11,787,250 | 11,814,500 | 11,841,750 | 11,869,000 | 11,896,250 | 11,923,500 | 11,950,750 | 11,978,000 | 12,005,250 | 12,032,500 | 12,059,750 | 12,087,000 | 12,114,250 | 12,141,500 | 12,168,750 | 12,196,000 | 12,223,250 | 12,250,500 | 12,277,750 | 12,305,000 | 12,332,250 | 12,359,500 | 12,386,750 | 12,414,000 | 12,441,250 | 12,468,500 | 12,495,750 | 12,523,000 | 12,550,250 | 12,577,500 | 12,604,750 | 12,632,000 | 12,659,250 | 12,686,500 | 12,713,750 | 12,741,000 | 12,768,250 | 12,795,500 | 12,822,750 | 12,850,000 | 12,877,250 | 12,904,500 | 12,931,750 | 12,959,000 | 12,986,250 | 13,013,500 | 13,040,750 | 13,068,000 | 13,095,250 | 13,122,500 | 13,149,750 | 13,177,000 | 13,204,250 | 13,231,500 | 13,258,750 | 13,286,000 | 13,313,250 | 13,340,500 | 13,367,750 | 13,395,000 | 13,422,250 | 13,449,500 | 13,476,750 | 13,504,000 | 13,531,250 | 13,558,500 | 13,585,750 | 13,613,000 | 13,640,250 | 13,667,500 | 13,694,750 | 13,722,000 | 13,749,250 | 13,776,500 | 13,803,750 | 13,831,000 | 13,858,250 | 13,885,500 | 13,912,750 | 13,940,000 | 13,967,250 | 13,994,500 | 14,021,750 | 14,049,000 | 14,076,250 | 14,103,500 | 14,130,750 | 14,158,000 | 14,185,250 | 14,212,500 | 14,239,750 | 14,267,000 | 14,294,250 | 14,321,500 | 14,348,750 | 14,376,000 | 14,403,250 | 14,430,500 | 14,457,750 | 14,485,000 | 14,512,250 | 14,539,500 | 14,566,750 | 14,594,000 | 14,621,250 | 14,648,500 | 14,675,750 | 14,703,000 | 14,730,250 | 14,757,500 | 14,784,750 | 14,812,000 | 14,839,250 | 14,866,500 | 14,893,750 | 14,921,000 | 14,948,250 | 14,975,500 | 15,002,750 | 15,030,000 | 15,057,250 | 15,084,500 | 15,111,750 | 15,139,000 | 15,166,250 | 15,193,500 | 15,220,750 | 15,248,000 | 15,275,250 | 15,302,500 | 15,329,750 | 15,357,000 | 15,384,250 | 15,411,500 | 15,438,750 | 15,466,000 | 15,493,250 | 15,520,500 | 15,547,750 | 15,575,000 | 15,602,250 | 15,629,500 | 15,656,750 | 15,684,000 | 15,711,250 | 15,738,500 | 15,765,750 | 15,793,000 | 15,820,250 | 15,847,500 | 15,874,750 | 15,902,000 | 15,929,250 | 15,956,500 | 15,983,750 | 16,011,000 | 16,038,250 | 16,065,500 | 16,092,750 | 16,120,000 | 16,147,250 | 16,174,500 | 16,201,750 | 16,229,000 | 16,256,250 | 16,283,500 | 16,310,750 | 16,338,000 | 16,365,250 | 16,392,500 | 16,419,750 | 16,447,000 | 16,474,250 | 16,501,500 | 16,528,750 | 16,556,000 | 16,583,250 | 16,610,500 | 16,637,750 | 16,665,000 | 16,692,250 | 16,719,500 | 16,746,750 | 16,774,000 | 16,801,250 | 16,828,500 | 16,855,750 | 16,883,000 | 16,910,250 | 16,937,500 | 16,964,750 | 16,992,000 | 17,019,250 | 17,046,500 | 17,073,750 | 17,101,000 | 17,128,250 | 17,155,500 | 17,182,750 | 17,210,000 | 17,237,250 | 17,264,500 | 17,291,750 | 17,319,000 | 17,346,250 | 17,373,500 | 17,400,750 | 17,428,000 | 17,455,250 | 17,482,500 | 17,509,750 | 17,537,000 | 17,564,250 | 17,591,500 | 17,618,750 | 17,646,000 | 17,673,250 | 17,700,500 | 17,727,750 | 17,755,000 | 17,782,250 | 17,809,500 | 17,836,750 | 17,864,000 | 17,891,250 | 17,918,500 | 17,945,750 | 17,973,000 | 18,000,250 | 18,027,500 | 18,054,750 | 18,082,000 | 18,109,250 | 18,136,500 | 18,163,750 | 18,191,000 | 18,218,250 | 18,245,500 | 18,272,750 | 18,300,000 | 18,327,250 | 18,354,500 | 18,381,750 | 18,409,000 | 18,436,250 | 18,463,500 | 18,490,750 | 18,518,000 | 18,545,250 | 18,572,500 | 18,600,000 | 18,627,250 | 18,654,500 | 18,681,750 | 18,709,000 | 18,736,250 | 18,763,500 | 18,790,750 | 18,818,000 | 18,845,250 | 18,872,500 | 18,900,000 | 18,927,250 | 18,954,500 | 18,981,750 | 19,009,000 | 19,036,250 | 19,063,500 | 19,090,750 | 19,118,000 | 19,145,250 | 19,172,500 | 19,200,000 | 19,227,250 | 19,254,500 | 19,281,750 | 19,309,000 | 19,336,250 | 19,363,500 | 19,390,750 | 19,418,000 | 19,445,250 | 19,472,500 | 19,500,000 | 19,527,250 | 19,554,500 | 19,581,750 | 19,609,000 | 19,636,250 | 19,663,500 | 19,690,750 | 19,718,000 | 19,745,250 | 19,772,500 | 19,800,000 | 19,827,250 | 19,854,500 | 19,881,750 | 19,909,000 | 19,936,250 | 19,963,500 | 19,990,750 | 20,018,000 | 20,045,250 | 20,072,500 | 20,100,000 | 20,127,250 | 20,154,500 | 20,181,750 | 20,209,000 | 20,236,250 | 20,263,500 | 20,290,750 | 20,318,000 | 20,345,250 | 20,372,500 | 20,400,000 | 20,427,250 | 20,454,500 | 20,481,750 | 20,509,000 | 20,536,250 | 20,563,500 | 20,590,750 | 20,618,000 | 20,645,250 | 20,672,500 | 20,700,000 | 20,727,250 | 20,754,500 | 20,781,750 | 20,809,000 | 20,836,250 | 20,863,500 | 20,890,750 | 20,918,000 | 20,945,250 | 20,972,500 | 21,000,000 |

Source: HDH (September 2020)



Table 10.10c Residential Development – Residual Values v BLV
Varied Affordable Tenure Mixes - Lower

| Site | Overall Affordable % | EUV | BLV | 20% | | | 30% | | | 40% | | | 50% | | |
|---------|----------------------|-----------|-----------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | | 0% | 10% | 20% | 0% | 10% | 20% | 0% | 10% | 20% | 0% | 10% | 20% |
| Site 1 | Lower | 22,500 | 422,500 | 287,447 | 311,319 | 334,881 | 358,463 | 382,035 | 405,608 | 460,609 | 466,895 | 473,181 | 479,467 | 485,753 | 492,039 |
| Site 2 | Lower | 22,500 | 422,500 | 317,279 | 343,787 | 370,295 | 396,803 | 423,312 | 449,820 | 511,672 | 518,741 | 525,810 | 532,879 | 539,948 | 547,016 |
| Site 3 | Lower | 22,500 | 422,500 | 322,588 | 347,695 | 372,602 | 397,609 | 422,616 | 447,623 | 505,972 | 513,641 | 521,310 | 528,979 | 536,648 | 544,316 |
| Site 4 | Lower | 22,500 | 422,500 | 283,988 | 320,172 | 346,446 | 372,720 | 398,994 | 425,268 | 486,573 | 493,579 | 500,586 | 507,592 | 514,599 | 521,605 |
| Site 5 | Lower | 22,500 | 422,500 | 284,447 | 311,704 | 338,962 | 366,020 | 392,866 | 419,058 | 480,641 | 487,679 | 494,717 | 501,755 | 508,794 | 515,832 |
| Site 6 | Lower | 22,500 | 422,500 | 283,044 | 315,634 | 337,628 | 369,022 | 391,616 | 403,610 | 454,929 | 460,794 | 466,659 | 472,524 | 478,389 | 484,253 |
| Site 7 | Lower | 50,000 | 450,000 | 563,216 | 589,807 | 616,389 | 642,983 | 668,528 | 694,167 | 754,466 | 761,375 | 768,284 | 775,193 | 782,102 | 789,011 |
| Site 8 | Lower | 50,000 | 450,000 | 674,765 | 700,569 | 726,373 | 752,177 | 777,981 | 803,785 | 863,994 | 870,875 | 877,756 | 884,637 | 891,519 | 898,400 |
| Site 18 | Lower | 1,200,000 | 1,440,000 | 811,465 | 854,138 | 896,204 | 938,270 | 980,336 | 1,022,402 | 1,079,030 | 1,094,400 | 1,109,770 | 1,125,141 | 1,140,511 | 1,155,881 |
| Site 1 | Lower | 22,500 | 422,500 | 157,083 | 186,549 | 216,014 | 245,479 | 274,944 | 304,410 | 373,162 | 381,018 | 388,876 | 396,734 | 404,591 | 412,448 |
| Site 2 | Lower | 22,500 | 422,500 | 171,312 | 204,448 | 237,583 | 270,718 | 303,853 | 336,988 | 414,304 | 423,140 | 431,976 | 440,812 | 449,648 | 458,485 |
| Site 3 | Lower | 22,500 | 422,500 | 183,283 | 214,652 | 245,810 | 277,069 | 308,328 | 339,586 | 412,623 | 420,859 | 429,194 | 437,530 | 445,866 | 454,201 |
| Site 4 | Lower | 22,500 | 422,500 | 148,748 | 181,943 | 214,942 | 247,785 | 280,627 | 313,469 | 390,101 | 398,859 | 407,617 | 416,375 | 425,133 | 433,891 |
| Site 5 | Lower | 22,500 | 422,500 | 132,872 | 167,488 | 202,104 | 236,494 | 270,441 | 304,388 | 383,356 | 392,154 | 400,951 | 409,749 | 418,546 | 427,344 |
| Site 6 | Lower | 22,500 | 422,500 | 165,598 | 194,222 | 222,511 | 250,801 | 279,090 | 307,379 | 371,673 | 379,004 | 386,335 | 393,666 | 400,998 | 408,329 |
| Site 7 | Lower | 50,000 | 450,000 | 410,563 | 443,603 | 477,042 | 510,281 | 543,520 | 576,759 | 663,491 | 662,105 | 670,719 | 679,333 | 687,947 | 696,561 |
| Site 8 | Lower | 50,000 | 450,000 | 520,616 | 553,607 | 586,595 | 619,583 | 652,571 | 685,560 | 757,962 | 766,563 | 775,165 | 783,766 | 792,367 | 800,969 |
| Site 18 | Lower | 1,200,000 | 1,440,000 | 582,011 | 646,118 | 700,224 | 754,331 | 808,438 | 862,545 | 932,506 | 951,719 | 970,932 | 990,145 | 1,009,358 | 1,028,571 |
| Site 1 | Lower | 22,500 | 422,500 | 26,420 | 61,778 | 97,137 | 132,495 | 167,853 | 203,211 | 265,714 | 295,143 | 304,572 | 314,001 | 323,429 | 332,858 |
| Site 2 | Lower | 22,500 | 422,500 | 24,526 | 65,108 | 104,871 | 144,633 | 184,395 | 224,158 | 316,936 | 327,538 | 338,140 | 348,742 | 359,344 | 369,945 |
| Site 3 | Lower | 22,500 | 422,500 | 42,268 | 81,154 | 119,019 | 156,529 | 194,040 | 231,550 | 319,074 | 328,077 | 337,079 | 346,082 | 355,085 | 364,088 |
| Site 4 | Lower | 22,500 | 422,500 | -2,914 | 38,438 | 79,790 | 120,975 | 161,929 | 201,671 | 283,629 | 294,356 | 305,082 | 315,808 | 326,534 | 337,260 |
| Site 5 | Lower | 22,500 | 422,500 | -19,976 | 21,563 | 63,103 | 104,642 | 146,181 | 187,721 | 283,493 | 296,770 | 305,823 | 314,898 | 323,906 | 332,914 |
| Site 6 | Lower | 22,500 | 422,500 | 35,441 | 70,457 | 105,073 | 139,689 | 174,305 | 208,921 | 287,718 | 296,770 | 305,823 | 314,898 | 323,906 | 332,914 |
| Site 7 | Lower | 50,000 | 450,000 | 255,644 | 286,277 | 336,949 | 377,572 | 417,669 | 457,345 | 550,415 | 561,051 | 571,688 | 582,324 | 592,961 | 603,598 |
| Site 8 | Lower | 50,000 | 450,000 | 384,265 | 403,724 | 443,192 | 482,661 | 522,130 | 561,598 | 651,930 | 662,251 | 672,573 | 682,894 | 693,216 | 703,537 |
| Site 18 | Lower | 1,200,000 | 1,440,000 | 370,056 | 436,263 | 502,423 | 567,351 | 632,279 | 697,207 | 784,610 | 806,334 | 832,058 | 858,149 | 878,204 | 901,260 |

Source: HDH (September 2020)



Table 10.10d Residential Development – Residual Values v BLV
Varied Affordable Tenure Mixes - Dover Built-up Area

| Site | Overall Affordable % | Intermediate Housing | BLV | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% | |
|---------|----------------------|----------------------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Site 11 | PDL 300 | | 1,440,000 | | | | | | | | | | | | | |
| | | Intermediate Housing | 1,440,000 | | | | | | | | | | | | | |
| | | Affordable Rent | 1,440,000 | | | | | | | | | | | | | |
| | | Social Rent | 1,440,000 | | | | | | | | | | | | | |
| | Dover | | 1,440,000 | -1,696,428 | -1,680,914 | -1,665,450 | -1,649,987 | -1,634,523 | -1,619,059 | -1,399,226 | -1,142,512 | -1,426,797 | -1,441,083 | -1,455,368 | -1,469,654 | -1,483,940 |
| | Dover | | 1,440,000 | -2,404,128 | -2,388,176 | -2,372,223 | -2,356,270 | -2,340,317 | -2,324,364 | -2,084,454 | -2,108,468 | -2,124,483 | -2,139,498 | -2,154,512 | -2,169,527 | -2,184,541 |
| | Dover | | 1,440,000 | -2,092,122 | -2,064,144 | -2,046,165 | -2,028,187 | -2,010,208 | -1,992,230 | -1,737,249 | -1,753,900 | -1,770,550 | -1,787,200 | -1,803,851 | -1,820,501 | -1,837,152 |
| | Dover | | 1,440,000 | -5,921,381 | -5,891,148 | -5,860,915 | -5,830,682 | -5,799,448 | -5,769,215 | -5,330,819 | -5,359,462 | -5,388,105 | -5,416,748 | -5,445,391 | -5,474,034 | -5,502,677 |
| | Dover | | 1,440,000 | -1,460,307 | -1,447,742 | -1,435,177 | -1,422,611 | -1,410,046 | -1,397,480 | -1,217,789 | -1,229,425 | -1,241,062 | -1,252,699 | -1,264,336 | -1,275,973 | -1,287,610 |
| | Dover | | 1,440,000 | -4,385,182 | -4,359,067 | -4,332,953 | -4,306,838 | -4,280,724 | -4,254,610 | -3,878,255 | -3,902,833 | -3,927,412 | -3,951,990 | -3,976,568 | -4,001,146 | -4,025,724 |
| | Dover | | 1,440,000 | -1,075,633 | -1,060,489 | -1,045,344 | -1,030,199 | -1,015,054 | -999,910 | -762,101 | -796,127 | -810,154 | -824,181 | -838,207 | -852,233 | -866,259 |
| | Dover | | 1,440,000 | -2,354,217 | -2,340,725 | -2,327,233 | -2,313,741 | -2,300,249 | -2,286,757 | -2,092,313 | -2,105,011 | -2,117,710 | -2,130,408 | -2,143,107 | -2,155,805 | -2,168,503 |
| Site 13 | PDL 200 HD | | 1,440,000 | | | | | | | | | | | | | |
| | | Intermediate Housing | 1,440,000 | | | | | | | | | | | | | |
| | | Affordable Rent | 1,440,000 | | | | | | | | | | | | | |
| | | Social Rent | 1,440,000 | | | | | | | | | | | | | |
| | Dover | | 1,440,000 | -1,802,554 | -1,782,951 | -1,763,348 | -1,743,745 | -1,724,142 | -1,704,539 | -1,427,578 | -1,445,435 | -1,463,291 | -1,481,148 | -1,499,005 | -1,517,415 | |
| | Dover | | 1,440,000 | -2,492,891 | -2,472,626 | -2,452,360 | -2,432,095 | -2,411,830 | -2,391,564 | -2,104,306 | -2,123,074 | -2,141,843 | -2,160,611 | -2,179,379 | -2,198,147 | |
| | Dover | | 1,440,000 | -2,202,892 | -2,180,419 | -2,157,946 | -2,135,473 | -2,113,000 | -2,090,527 | -1,769,874 | -1,790,687 | -1,811,500 | -1,832,313 | -1,853,125 | -1,873,938 | |
| | Dover | | 1,440,000 | -6,106,054 | -6,068,012 | -6,029,971 | -5,991,929 | -5,953,888 | -5,915,846 | -5,367,601 | -5,403,405 | -5,439,209 | -5,475,013 | -5,510,817 | -5,546,621 | |
| | Dover | | 1,440,000 | -1,544,735 | -1,529,029 | -1,513,322 | -1,497,615 | -1,481,908 | -1,466,202 | -1,240,627 | -1,255,173 | -1,269,720 | -1,284,266 | -1,298,811 | -1,313,357 | |
| | Dover | | 1,440,000 | -4,553,795 | -4,521,152 | -4,488,509 | -4,455,866 | -4,423,223 | -4,390,580 | -3,920,137 | -3,950,860 | -3,981,583 | -4,012,306 | -4,043,028 | -4,073,751 | |
| | Dover | | 1,440,000 | -1,188,374 | -1,169,443 | -1,150,512 | -1,131,582 | -1,112,651 | -1,093,720 | -820,691 | -838,708 | -856,726 | -874,743 | -892,760 | -910,778 | |
| | Dover | | 1,440,000 | -2,438,740 | -2,421,875 | -2,405,010 | -2,388,145 | -2,371,280 | -2,354,415 | -2,111,360 | -2,127,233 | -2,143,106 | -2,158,979 | -2,174,852 | -2,190,725 | |
| Site 15 | PDL 100 HD | | 1,440,000 | | | | | | | | | | | | | |
| | | Intermediate Housing | 1,440,000 | | | | | | | | | | | | | |
| | | Affordable Rent | 1,440,000 | | | | | | | | | | | | | |
| | | Social Rent | 1,440,000 | | | | | | | | | | | | | |
| | Dover | | 1,440,000 | -1,914,788 | -1,888,765 | -1,863,778 | -1,839,519 | -1,815,028 | -1,791,959 | -1,456,929 | -1,478,553 | -1,500,329 | -1,522,123 | -1,543,955 | -1,565,786 | |
| | Dover | | 1,440,000 | -2,592,353 | -2,555,035 | -2,517,717 | -2,500,399 | -2,485,800 | -2,470,762 | -2,114,158 | -2,136,690 | -2,159,202 | -2,181,724 | -2,204,245 | -2,226,767 | |
| | Dover | | 1,440,000 | -2,323,662 | -2,296,694 | -2,269,726 | -2,242,759 | -2,215,791 | -2,188,824 | -1,802,498 | -1,827,474 | -1,852,449 | -1,877,425 | -1,902,401 | -1,927,377 | |
| | Dover | | 1,440,000 | -6,292,519 | -6,246,127 | -6,199,736 | -6,153,344 | -6,106,952 | -6,060,560 | -5,404,394 | -5,447,348 | -5,490,303 | -5,533,257 | -5,576,212 | -5,619,166 | |
| | Dover | | 1,440,000 | -1,629,163 | -1,610,315 | -1,591,467 | -1,572,619 | -1,553,771 | -1,534,923 | -1,283,466 | -1,281,028 | -1,296,767 | -1,316,507 | -1,336,246 | -1,355,985 | |
| | Dover | | 1,440,000 | -4,724,652 | -4,684,844 | -4,645,035 | -4,605,227 | -4,565,418 | -4,525,610 | -3,962,019 | -3,998,886 | -4,035,753 | -4,072,621 | -4,109,488 | -4,146,356 | |
| | Dover | | 1,440,000 | -1,301,115 | -1,278,398 | -1,255,681 | -1,232,964 | -1,210,247 | -1,187,530 | -860,135 | -881,516 | -902,897 | -924,278 | -945,659 | -967,039 | |
| | Dover | | 1,440,000 | -2,523,283 | -2,503,025 | -2,482,767 | -2,462,509 | -2,442,251 | -2,422,073 | -2,130,407 | -2,148,465 | -2,168,502 | -2,187,550 | -2,206,597 | -2,225,645 | |

Source: HDH (September 2020)

10.38 Preferring Social Rent to Affordable Rent has a substantial impact on the Residual Value. With a 30% affordable housing requirement (where between 20% and 30% of the affordable housing is Intermediate Housing) the Residual Value is about £200,000/ha less where the



affordable housing for rent is provided as Social Rent rather than Affordable Rent. In addition, a 5% increase in the amount of Intermediate Housing / 5% decrease in the amount of affordable housing for rent results in an increase in the Residual Value of over £20,000/ha.

- 10.39 When it comes to the decision making process and determining planning applications, on sites where viability is challenging, it is recommended that consideration is given to adjusting the affordable housing mix as this can have a marked impact on the value of a site.

10% Affordable Home Ownership

- 10.40 As set out in Chapter 2 above, the 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% Affordable Home Ownership units on larger sites. This has been tested with a further set of appraisals. In these the first 10% of the housing on the site is assumed to be Intermediate Housing sold at 70% of market value.

Table 10.11a Residential Development – Residual Values v BLV
10% Affordable Home Ownership – Higher, Strategic Sites and Medium

| | Overall Affordable % | EUV | BLV | 0% | | 5% | | 10% | | 15% | | 20% | | 25% | | 30% | | 35% | | 40% | | |
|---------|----------------------|-----------|-----------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|
| | | | | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 1,373,778 | 1,283,337 | 1,192,895 | 1,071,895 | 950,896 | 829,896 | 708,896 | 587,896 | 466,897 | | | | | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 1,340,000 | 1,252,367 | 1,164,734 | 1,048,273 | 931,812 | 815,352 | 698,891 | 582,430 | 465,970 | | | | | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 1,342,841 | 1,253,138 | 1,163,435 | 1,043,444 | 923,454 | 803,463 | 683,472 | 563,481 | 443,490 | | | | | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 1,205,351 | 1,126,579 | 1,047,807 | 943,680 | 839,554 | 735,427 | 631,301 | 527,174 | 423,048 | | | | | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,944,945 | 1,841,968 | 1,738,992 | 1,598,888 | 1,458,384 | 1,318,080 | 1,177,776 | 1,037,472 | 897,168 | | | | | | | | | | |
| Site 8 | Small 8 | 50,000 | 450,000 | 2,091,595 | 1,984,104 | 1,876,614 | 1,732,901 | 1,589,188 | 1,445,475 | 1,301,762 | 1,158,049 | 1,014,336 | | | | | | | | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 2,223,075 | 2,108,347 | 1,993,619 | 1,843,260 | 1,692,901 | 1,542,542 | 1,392,183 | 1,241,587 | 1,086,870 | | | | | | | | | | |
| Site 10 | Small 3 | 50,000 | 450,000 | 2,234,464 | 2,108,347 | 1,993,619 | 1,843,260 | 1,692,901 | 1,542,542 | 1,392,183 | 1,241,587 | 1,086,870 | | | | | | | | | | |
| Site 22 | 5th Aylesham | 25,000 | 425,000 | 442,950 | 383,728 | 324,506 | 252,532 | 180,558 | 108,584 | 36,400 | -40,615 | -119,027 | | | | | | | | | | |
| Site 23 | 1th Aylesham | 22,500 | 422,500 | 355,663 | 309,182 | 262,701 | 205,930 | 147,777 | 89,623 | 31,470 | -28,396 | -91,490 | | | | | | | | | | |
| Site 24 | Whitfield | 22,500 | 422,500 | 179,285 | 147,656 | 117,028 | 79,403 | 41,054 | 2,178 | -39,292 | -82,345 | -126,942 | | | | | | | | | | |
| Site 25 | Whitfield Plus | 22,500 | 422,500 | 163,516 | 134,280 | 104,732 | 68,191 | 31,560 | -6,422 | -46,447 | -87,433 | -130,376 | | | | | | | | | | |
| | | EUV | BLV | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 1,153,667 | 1,073,938 | 994,209 | 889,598 | 784,987 | 680,375 | 575,764 | 471,153 | 366,542 | | | | | | | | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 1,279,251 | 1,190,959 | 1,102,666 | 986,983 | 870,120 | 753,846 | 637,573 | 521,300 | 405,026 | | | | | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 1,247,954 | 1,162,492 | 1,077,030 | 965,171 | 853,313 | 741,454 | 629,596 | 517,738 | 405,879 | | | | | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 1,248,765 | 1,161,211 | 1,073,658 | 958,371 | 843,084 | 727,797 | 612,510 | 497,223 | 381,936 | | | | | | | | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 1,253,267 | 1,164,666 | 1,076,066 | 959,606 | 843,147 | 726,687 | 610,227 | 493,768 | 377,308 | | | | | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 1,121,872 | 1,045,136 | 968,399 | 868,446 | 768,494 | 668,541 | 568,589 | 468,636 | 368,684 | | | | | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,944,945 | 1,841,968 | 1,738,992 | 1,598,888 | 1,458,384 | 1,318,080 | 1,177,776 | 1,037,472 | 897,168 | | | | | | | | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 2,223,075 | 2,108,347 | 1,993,619 | 1,843,260 | 1,692,901 | 1,542,542 | 1,392,183 | 1,241,587 | 1,086,870 | | | | | | | | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | 1,199,925 | 1,102,095 | 1,004,265 | 872,174 | 740,082 | 607,991 | 475,900 | 343,809 | 209,401 | | | | | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,776,094 | 1,665,987 | 1,555,880 | 1,403,808 | 1,251,735 | 1,099,663 | 947,591 | 794,423 | 637,943 | | | | | | | | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 2,510,613 | 2,370,663 | 2,230,713 | 1,998,130 | 1,765,546 | 1,532,963 | 1,300,379 | 1,066,138 | 826,813 | | | | | | | | | | |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | | | | | | | | | | |

Source: HDH (September 2020)



Table 10.11b Residential Development – Residual Values v BLV
 10% Affordable Home Ownership - Lower and Dover Built-up Area

| | Overall Affordable % | EUV | BLV | 0% | | 5% | | 10% | | 15% | | 20% | | 25% | | 30% | | 35% | | 40% | |
|---------|----------------------|-----------|-----------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------|
| | | | | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent | Intermediate Housing | Affordable Rent |
| Site 1 | Large Green 400 | 22,500 | 422,500 | | 810,400 | 738,667 | 666,934 | 666,934 | 579,487 | 492,039 | 404,591 | 317,144 | 229,696 | 142,248 | | | | | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 901,144 | 821,448 | 741,752 | 644,384 | 547,016 | 448,648 | 352,280 | 254,912 | 157,544 | | | | | | | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 879,769 | 802,991 | 726,213 | 632,764 | 539,315 | 445,866 | 352,416 | 258,967 | 165,518 | | | | | | | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 872,460 | 793,504 | 714,548 | 618,077 | 521,605 | 425,133 | 328,661 | 232,189 | 134,217 | | | | | | | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 869,783 | 790,092 | 710,402 | 613,117 | 515,832 | 418,546 | 319,703 | 219,492 | 117,414 | | | | | | | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 787,956 | 719,362 | 650,768 | 567,511 | 484,255 | 400,998 | 317,741 | 232,223 | 145,746 | | | | | | | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,158,366 | 1,074,619 | 990,872 | 889,897 | 788,922 | 687,947 | 585,870 | 481,968 | 378,066 | | | | | | | | | |
| Site 8 | Small 8 | 50,000 | 450,000 | 1,278,247 | 1,191,920 | 1,105,592 | 1,002,547 | 898,400 | 792,367 | 686,335 | 580,302 | 472,632 | | | | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,665,124 | 1,557,026 | 1,448,928 | 1,302,405 | 1,155,881 | 1,009,358 | 862,834 | 712,919 | 562,148 | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | |
| | Overall Affordable % | EUV | BLV | 0% | 5% | 10% | 15% | 20% | 25% | 30% | 35% | 40% | | | | | | | | | |
| | Intermediate Housing | | | | | | | | | | | | | | | | | | | | |
| | Affordable Rent | | | | | | | | | | | | | | | | | | | | |
| Site 11 | PDL 300 | 1,200,000 | 1,440,000 | -1,280,837 | -1,345,886 | -1,410,951 | -1,440,303 | -1,469,654 | -1,499,268 | -1,529,401 | -1,559,616 | -1,589,832 | | | | | | | | | |
| Site 13 | PDL 200 HD | 1,200,000 | 1,440,000 | -2,055,047 | -2,102,435 | -2,149,823 | -2,159,675 | -2,169,527 | -2,179,379 | -2,189,231 | -2,199,083 | -2,208,935 | | | | | | | | | |
| Site 14 | PDL 100 | 1,200,000 | 1,440,000 | -1,606,751 | -1,681,001 | -1,755,252 | -1,787,876 | -1,820,501 | -1,853,125 | -1,885,750 | -1,918,375 | -1,951,000 | | | | | | | | | |
| Site 15 | PDL 100 HD | 1,200,000 | 1,440,000 | -5,183,691 | -5,292,080 | -5,400,470 | -5,437,252 | -5,474,034 | -5,510,816 | -5,547,599 | -5,584,381 | -5,621,163 | | | | | | | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | -1,126,432 | -1,178,364 | -1,230,295 | -1,253,134 | -1,275,973 | -1,298,971 | -1,322,420 | -1,345,868 | -1,369,317 | | | | | | | | | |
| Site 17 | PDL 30 HD | 1,200,000 | 1,440,000 | -3,710,728 | -3,814,056 | -3,917,383 | -3,959,265 | -4,001,146 | -4,043,028 | -4,084,910 | -4,126,792 | -4,168,673 | | | | | | | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | -627,857 | -701,483 | -775,109 | -813,672 | -852,916 | -892,160 | -931,405 | -970,649 | -1,009,893 | | | | | | | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | -2,016,133 | -2,066,918 | -2,117,711 | -2,136,758 | -2,155,805 | -2,174,852 | -2,193,899 | -2,212,946 | -2,231,993 | | | | | | | | | |

Source: HDH (September 2020)



10.41 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. 10% Affordable Home Ownership is the equivalent to a 33% / 67% tenure split at 30% affordable housing, so is broadly in line. As would be expected, 10% Affordable Home Ownership only has a very small impact on viability.

First Homes

10.42 In February 2020, the Government launched a consultation on First Homes. The Government's *Changes to the current planning system – Consultation on changes to planning policy and regulations* (MHCLG, August 2020) has provided some clarity in this regard. A further set of appraisals has been run at 20%, 25% and 30% affordable housing, where 20%, 25% and 30% of the affordable housing is as a First Home. In addition, the consequence of seeking First Homes to be delivered with a greater discount than the minimum 30% discount is tested.

Table 10.12a Residential Development – Residual Values v BLV

Varied First Homes - Higher and Strategic Sites

| | | Overall Affordable % Affordable Rent First Homes FH Sale % | EUV | BLV | 20% | | | | | 25% | | | | | 30% | | | | |
|---------|--------------------|---|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----|
| | | | | | 80% | 75% | 70% | 60% | 50% | 80% | 75% | 70% | 60% | 50% | 80% | 75% | 70% | 60% | 50% |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 914,226 | 920,337 | 926,449 | 932,561 | 938,673 | 944,785 | 950,897 | 956,950 | 963,003 | 969,056 | 975,109 | 981,162 | 987,215 | 993,268 | |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 897,220 | 902,985 | 908,750 | 914,515 | 920,280 | 926,045 | 931,810 | 937,575 | 943,340 | 949,105 | 954,870 | 960,635 | 966,400 | 972,165 | |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 887,108 | 893,166 | 899,223 | 905,281 | 911,339 | 917,397 | 923,455 | 929,513 | 935,571 | 941,629 | 947,687 | 953,745 | 959,803 | 965,861 | |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 809,129 | 814,199 | 819,270 | 824,340 | 829,411 | 834,481 | 839,552 | 844,622 | 849,693 | 854,763 | 859,834 | 864,904 | 869,975 | 875,045 | |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,413,591 | 1,421,056 | 1,428,522 | 1,435,987 | 1,443,453 | 1,450,918 | 1,458,383 | 1,465,849 | 1,473,314 | 1,480,779 | 1,488,244 | 1,495,709 | 1,503,174 | 1,510,639 | |
| Site 8 | Small 6 | Higher | 50,000 | 450,000 | 1,545,721 | 1,552,965 | 1,560,210 | 1,567,454 | 1,574,699 | 1,581,943 | 1,589,187 | 1,596,432 | 1,603,676 | 1,610,920 | 1,618,165 | 1,625,409 | 1,632,653 | 1,639,897 | |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,650,144 | 1,657,270 | 1,664,396 | 1,671,522 | 1,678,648 | 1,685,773 | 1,692,899 | 1,700,025 | 1,707,151 | 1,714,276 | 1,721,402 | 1,728,528 | 1,735,653 | 1,742,779 | |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | |
| Site 22 | Stn Aylesham | Aylesham | 25,000 | 425,000 | 165,296 | 167,807 | 170,317 | 172,828 | 175,339 | 177,849 | 180,360 | 182,870 | 185,381 | 187,892 | 190,402 | 192,913 | 195,424 | 197,934 | |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 135,419 | 137,479 | 139,538 | 141,598 | 143,658 | 145,717 | 147,777 | 149,837 | 151,896 | 153,956 | 156,016 | 158,076 | 160,135 | 162,195 | |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | 32,779 | 34,158 | 35,537 | 36,916 | 38,295 | 39,674 | 41,053 | 42,432 | 43,811 | 45,190 | 46,569 | 47,948 | 49,327 | 50,706 | |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | 23,417 | 24,774 | 26,131 | 27,488 | 28,845 | 30,202 | 31,559 | 32,916 | 34,273 | 35,630 | 36,987 | 38,344 | 39,701 | 41,058 | |
| | | Overall Affordable % | EUV | BLV | 25% | 75% | 70% | 30% | 25% | 75% | 70% | 30% | 25% | 75% | 70% | 30% | 25% | | |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 799,338 | 806,977 | 814,617 | 822,256 | 829,895 | 837,534 | 845,173 | 852,812 | 860,451 | 868,090 | 875,729 | 883,368 | 891,007 | 898,646 | |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 786,524 | 793,731 | 800,938 | 808,145 | 815,352 | 822,559 | 829,766 | 836,973 | 844,180 | 851,387 | 858,594 | 865,801 | 873,008 | 880,215 | |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 773,175 | 780,747 | 788,319 | 795,891 | 803,463 | 811,035 | 818,607 | 826,179 | 833,751 | 841,323 | 848,895 | 856,467 | 864,039 | 871,611 | |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 710,073 | 716,412 | 722,751 | 729,090 | 735,429 | 741,768 | 748,107 | 754,446 | 760,785 | 767,124 | 773,463 | 779,802 | 786,141 | 792,480 | |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,280,752 | 1,289,084 | 1,297,416 | 1,305,748 | 1,314,080 | 1,322,412 | 1,330,744 | 1,339,076 | 1,347,408 | 1,355,740 | 1,364,072 | 1,372,404 | 1,380,736 | 1,389,068 | |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,409,252 | 1,418,308 | 1,427,364 | 1,436,420 | 1,445,476 | 1,454,532 | 1,463,588 | 1,472,644 | 1,481,700 | 1,490,756 | 1,499,812 | 1,508,868 | 1,517,924 | 1,526,980 | |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,506,911 | 1,515,819 | 1,524,727 | 1,533,635 | 1,542,543 | 1,551,451 | 1,560,359 | 1,569,267 | 1,578,175 | 1,587,083 | 1,595,991 | 1,604,899 | 1,613,807 | 1,622,715 | |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | |
| Site 22 | Stn Aylesham | Aylesham | 25,000 | 425,000 | 95,833 | 99,021 | 102,209 | 105,397 | 108,585 | 111,773 | 114,961 | 118,149 | 121,337 | 124,525 | 127,713 | 130,901 | 134,089 | 137,277 | |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 79,325 | 81,900 | 84,474 | 87,049 | 89,623 | 92,198 | 94,772 | 97,347 | 99,921 | 102,496 | 105,070 | 107,645 | 110,219 | 112,794 | |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -5,234 | -3,367 | -1,499 | 37 | 375 | 751 | 1,126 | 1,502 | 1,877 | 2,252 | 2,627 | 3,002 | 3,377 | 3,752 | |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -13,542 | -11,762 | -9,982 | -8,202 | -6,422 | -4,642 | -2,862 | -1,082 | 73 | 253 | 506 | 759 | 1,012 | 1,265 | |
| | | Overall Affordable % | EUV | BLV | 30% | 75% | 70% | 30% | 20% | 25% | 70% | 60% | 50% | 30% | 20% | 25% | 70% | | |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 684,450 | 693,617 | 702,785 | 711,952 | 721,120 | 730,287 | 739,454 | 748,621 | 757,788 | 766,955 | 776,122 | 785,289 | 794,456 | 803,623 | |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 675,829 | 684,477 | 693,125 | 701,773 | 710,421 | 719,069 | 727,717 | 736,365 | 745,013 | 753,661 | 762,309 | 770,957 | 779,605 | 788,253 | |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 659,242 | 668,328 | 677,414 | 686,500 | 695,586 | 704,672 | 713,758 | 722,844 | 731,930 | 741,016 | 750,102 | 759,188 | 768,274 | 777,360 | |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 611,017 | 618,624 | 626,230 | 633,837 | 641,444 | 649,051 | 656,658 | 664,265 | 671,872 | 679,479 | 687,086 | 694,693 | 702,300 | 709,907 | |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,147,914 | 1,159,112 | 1,170,311 | 1,181,509 | 1,192,708 | 1,203,906 | 1,215,105 | 1,226,303 | 1,237,502 | 1,248,701 | 1,259,899 | 1,271,098 | 1,282,297 | 1,293,495 | |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,272,784 | 1,283,651 | 1,294,518 | 1,305,385 | 1,316,252 | 1,327,119 | 1,337,986 | 1,348,853 | 1,359,720 | 1,370,587 | 1,381,454 | 1,392,321 | 1,403,188 | 1,414,055 | |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,363,678 | 1,374,368 | 1,385,057 | 1,395,747 | 1,406,437 | 1,417,126 | 1,427,816 | 1,438,506 | 1,449,195 | 1,459,885 | 1,470,575 | 1,481,264 | 1,491,954 | 1,502,644 | |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | 2,234,464 | |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,500,329 | -1,511,218 | -1,522,123 | -1,533,043 | -1,543,968 | -1,554,898 | -1,565,832 | -1,576,769 | -1,587,709 | -1,598,652 | -1,609,599 | -1,620,549 | -1,631,502 | -1,642,458 | |
| Site 22 | Stn Aylesham | Aylesham | 25,000 | 425,000 | 25,805 | 29,778 | 33,751 | 37,724 | 41,697 | 45,670 | 49,643 | 53,616 | 57,589 | 61,562 | 65,535 | 69,508 | 73,481 | 77,454 | |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 23,231 | 26,321 | 29,410 | 32,500 | 35,589 | 38,679 | 41,768 | 44,858 | 47,947 | 51,037 | 54,126 | 57,216 | 60,305 | 63,395 | |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -45,468 | -43,145 | -40,821 | -38,497 | -36,173 | -33,849 | -31,525 | -29,201 | -26,877 | -24,553 | -22,229 | -19,905 | -17,581 | -15,257 | |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -52,344 | -50,133 | -47,921 | -45,710 | -43,498 | -41,287 | -39,075 | -36,864 | -34,652 | -32,441 | -30,229 | -28,018 | -25,806 | -23,595 | |

Source: HDH (September 2020)

Table 10.12b Residential Development – Residual Values v BLV

Varied First Homes - Medium

| | | EUV | BLV | 20% | | | 20% | | | 20% | | | 20% | | |
|----------------------|--------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|
| | | | | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% |
| | | | | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% |
| Overall Affordable % | Affordable Rent | First Homes | FH Sale % | 70% | | | 60% | | | 50% | | | 50% | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 755,128 | 760,105 | 765,081 | 737,842 | 738,497 | 739,152 | 720,556 | 716,889 | 713,222 | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 836,543 | 842,139 | 847,735 | 817,103 | 817,840 | 818,576 | 797,664 | 793,540 | 789,417 | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 821,637 | 826,917 | 832,196 | 803,299 | 803,994 | 804,688 | 784,961 | 781,071 | 777,181 | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 809,804 | 815,350 | 820,897 | 790,536 | 791,286 | 791,986 | 771,269 | 767,182 | 763,085 | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 809,716 | 815,288 | 820,859 | 791,094 | 791,827 | 792,578 | 771,006 | 766,901 | 762,795 | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 740,635 | 745,278 | 749,921 | 724,506 | 725,117 | 725,728 | 708,377 | 704,956 | 701,531 | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,413,591 | 1,421,056 | 1,428,521 | 1,398,491 | 1,395,932 | 1,393,373 | 1,373,392 | 1,370,808 | 1,368,223 | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 1,660,144 | 1,657,270 | 1,654,396 | 1,630,958 | 1,633,288 | 1,635,617 | 1,611,772 | 1,609,305 | 1,606,839 | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | 698,969 | 705,821 | 712,674 | 676,844 | 678,165 | 679,486 | 654,719 | 650,509 | 646,298 | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,201,378 | 1,209,771 | 1,218,164 | 1,174,277 | 1,175,895 | 1,177,513 | 1,147,177 | 1,142,020 | 1,136,863 | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 1,684,386 | 1,672,913 | 1,661,439 | 1,624,247 | 1,635,239 | 1,646,231 | 1,594,108 | 1,597,565 | 1,601,022 | | | |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | | | |
| | | EUV | BLV | 25% | | | 25% | | | 25% | | | 25% | | |
| | | | | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% |
| | | | | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% |
| Overall Affordable % | Affordable Rent | First Homes | FH Sale % | 70% | | | 60% | | | 50% | | | 50% | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 655,494 | 661,714 | 667,935 | 633,886 | 634,704 | 635,523 | 612,278 | 607,695 | 603,111 | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 725,885 | 732,861 | 739,838 | 701,566 | 702,487 | 703,407 | 677,267 | 672,113 | 668,988 | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 715,058 | 721,657 | 728,256 | 692,135 | 693,004 | 693,872 | 669,212 | 664,350 | 659,487 | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 700,063 | 706,997 | 713,930 | 675,979 | 676,891 | 677,804 | 651,895 | 646,786 | 641,677 | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 698,828 | 705,793 | 712,758 | 674,635 | 675,551 | 676,468 | 650,441 | 645,309 | 640,178 | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 645,325 | 651,129 | 656,933 | 625,164 | 625,928 | 626,692 | 605,003 | 600,727 | 596,450 | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,280,752 | 1,290,084 | 1,299,416 | 1,255,628 | 1,258,679 | 1,261,730 | 1,230,504 | 1,227,273 | 1,224,043 | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 1,506,911 | 1,515,819 | 1,524,727 | 1,482,929 | 1,485,841 | 1,488,753 | 1,458,946 | 1,455,863 | 1,452,780 | | | |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | 573,730 | 582,296 | 590,861 | 546,074 | 547,725 | 549,376 | 518,417 | 513,154 | 507,881 | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 1,057,698 | 1,068,190 | 1,078,681 | 1,023,823 | 1,025,846 | 1,027,868 | 989,948 | 983,901 | 977,055 | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 1,440,329 | 1,463,468 | 1,486,646 | 1,402,655 | 1,416,395 | 1,430,135 | 1,364,981 | 1,369,303 | 1,373,624 | | | |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | | | |
| | | EUV | BLV | 30% | | | 30% | | | 30% | | | 30% | | |
| | | | | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% | 80% | 75% | 70% |
| | | | | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% | 20% | 25% | 30% |
| Overall Affordable % | Affordable Rent | First Homes | FH Sale % | 70% | | | 60% | | | 50% | | | 50% | | |
| Site 1 | Large Green 400 | 22,500 | 422,500 | 555,859 | 563,324 | 570,788 | 529,930 | 530,912 | 531,894 | 504,000 | 498,500 | 493,000 | | | |
| Site 2 | Large Green 150 | 22,500 | 422,500 | 615,188 | 623,583 | 631,977 | 586,029 | 587,134 | 588,238 | 556,870 | 550,685 | 544,500 | | | |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | 608,479 | 616,398 | 624,317 | 561,422 | 562,014 | 562,605 | 532,521 | 526,390 | 520,259 | | | |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | 597,940 | 598,643 | 600,963 | 558,908 | 560,008 | 561,108 | 529,876 | 523,718 | 517,580 | | | |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | 550,016 | 556,981 | 563,945 | 525,823 | 526,739 | 527,655 | 501,629 | 496,497 | 491,365 | | | |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | 1,147,914 | 1,159,112 | 1,170,311 | 1,117,765 | 1,121,426 | 1,125,087 | 1,087,615 | 1,083,739 | 1,079,863 | | | |
| Site 7 | Small Green 12 | 50,000 | 450,000 | 1,383,678 | 1,374,368 | 1,365,057 | 1,334,900 | 1,338,394 | 1,341,889 | 1,306,121 | 1,302,421 | 1,298,720 | | | |
| Site 9 | Small 6 | 50,000 | 450,000 | 1,448,491 | 1,458,770 | 1,469,048 | 1,415,304 | 1,417,285 | 1,419,266 | 1,382,116 | 1,375,800 | 1,369,485 | | | |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 914,019 | 926,609 | 939,198 | 873,369 | 875,796 | 878,223 | 832,701 | 824,741 | 816,781 | | | |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | 1,226,273 | 1,254,063 | 1,281,853 | 1,181,064 | 1,197,552 | 1,214,040 | 1,135,855 | 1,141,041 | 1,146,227 | | | |
| Site 20 | PDL 6 | 1,200,000 | 1,440,000 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | 2,746,061 | | | |

Source: HDH (September 2020)



Table 10.12c Residential Development – Residual Values v BLV

Varied First Homes - Lower

| | Overall Affordable % | EUV | BLV | 20% | | | 70% | | | 20% | | | 70% | | | 50% | | | | |
|---------------------------------|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | | 80% | 75% | 25% | 80% | 75% | 30% | 80% | 75% | 25% | 80% | 75% | 25% | 80% | 75% | 25% | | |
| | Affordable Rent First Homes | | | 20% | 75% | 25% | 70% | 30% | 70% | 30% | 20% | 75% | 25% | 20% | 75% | 25% | 20% | 75% | 25% | |
| | FH Sale % | | | 70% | 70% | | 70% | | 60% | | 60% | 60% | | 60% | | 60% | | 50% | | |
| Site 1 Large Green 400 Lower | | 22,500 | 422,500 | 473,181 | 476,324 | 479,467 | 456,943 | 455,109 | 440,704 | 435,728 | 430,751 | 456,943 | 455,109 | 440,704 | 435,728 | 430,751 | 456,943 | 455,109 | 440,704 | 435,728 |
| Site 2 Large Green 150 Lower | | 22,500 | 422,500 | 525,810 | 529,344 | 532,879 | 506,518 | 505,487 | 489,288 | 483,691 | 478,095 | 506,518 | 505,487 | 489,288 | 483,691 | 478,095 | 506,518 | 505,487 | 489,288 | 483,691 |
| Site 3 Medium Green 80 Lower | | 22,500 | 422,500 | 519,309 | 522,643 | 525,978 | 502,082 | 500,137 | 484,855 | 479,576 | 474,297 | 502,082 | 500,137 | 484,855 | 479,576 | 474,297 | 502,082 | 500,137 | 484,855 | 479,576 |
| Site 4 Medium Green 40 Lower | | 22,500 | 422,500 | 500,586 | 504,089 | 507,582 | 482,486 | 481,464 | 464,386 | 458,840 | 453,293 | 482,486 | 481,464 | 464,386 | 458,840 | 453,293 | 482,486 | 481,464 | 464,386 | 458,840 |
| Site 5 Medium Green 20 Lower | | 22,500 | 422,500 | 494,717 | 498,236 | 501,755 | 476,536 | 474,453 | 458,354 | 452,782 | 447,211 | 476,536 | 474,453 | 458,354 | 452,782 | 447,211 | 476,536 | 474,453 | 458,354 | 452,782 |
| Site 6 Medium Green 20 LD Lower | | 22,500 | 422,500 | 486,659 | 489,592 | 492,524 | 451,508 | 450,653 | 449,797 | 436,357 | 431,713 | 451,508 | 450,653 | 449,797 | 436,357 | 431,713 | 451,508 | 450,653 | 449,797 | 436,357 |
| Site 7 Small Green 12 Lower | | 50,000 | 450,000 | 788,249 | 771,694 | 775,140 | 750,446 | 748,436 | 732,644 | 727,188 | 721,733 | 750,446 | 748,436 | 732,644 | 727,188 | 721,733 | 750,446 | 748,436 | 732,644 | 727,188 |
| Site 8 Small 8 Lower | | 50,000 | 450,000 | 881,197 | 884,637 | 888,077 | 859,980 | 858,977 | 842,204 | 836,757 | 831,309 | 859,980 | 858,977 | 842,204 | 836,757 | 831,309 | 859,980 | 858,977 | 842,204 | 836,757 |
| Site 18 PDL 12 Lower | | 1,200,000 | 1,440,000 | 1,109,770 | 1,117,455 | 1,125,141 | 1,083,075 | 1,084,086 | 1,066,379 | 1,060,716 | 1,046,053 | 1,083,075 | 1,084,086 | 1,066,379 | 1,060,716 | 1,046,053 | 1,083,075 | 1,084,086 | 1,066,379 | 1,060,716 |
| | | | | | | | | | | | | | | | | | | | | |
| | Overall Affordable % | EUV | BLV | | | | | | | | | | | | | | | | | |
| | Affordable Rent First Homes | | | | | | | | | | | | | | | | | | | |
| | FH Sale % | | | | | | | | | | | | | | | | | | | |
| Site 1 Large Green 400 Lower | | 22,500 | 422,500 | 388,876 | 392,805 | 396,734 | 368,578 | 367,432 | 348,280 | 342,060 | 335,839 | 368,578 | 367,432 | 348,280 | 342,060 | 335,839 | 368,578 | 367,432 | 348,280 | 342,060 |
| Site 2 Large Green 150 Lower | | 22,500 | 422,500 | 431,976 | 436,394 | 440,812 | 409,150 | 407,661 | 386,127 | 379,528 | 372,929 | 409,150 | 407,661 | 386,127 | 379,528 | 372,929 | 409,150 | 407,661 | 386,127 | 379,528 |
| Site 3 Medium Green 80 Lower | | 22,500 | 422,500 | 429,194 | 433,362 | 437,530 | 407,661 | 406,445 | 386,127 | 379,528 | 372,929 | 407,661 | 406,445 | 386,127 | 379,528 | 372,929 | 407,661 | 406,445 | 386,127 | 379,528 |
| Site 4 Medium Green 40 Lower | | 22,500 | 422,500 | 407,617 | 411,996 | 416,375 | 384,992 | 383,715 | 362,368 | 355,434 | 348,501 | 384,992 | 383,715 | 362,368 | 355,434 | 348,501 | 384,992 | 383,715 | 362,368 | 355,434 |
| Site 5 Medium Green 20 Lower | | 22,500 | 422,500 | 400,951 | 405,350 | 409,749 | 378,224 | 376,941 | 354,932 | 347,765 | 340,598 | 378,224 | 376,941 | 354,932 | 347,765 | 340,598 | 378,224 | 376,941 | 354,932 | 347,765 |
| Site 6 Medium Green 20 LD Lower | | 22,500 | 422,500 | 386,335 | 390,001 | 393,666 | 367,396 | 366,327 | 348,457 | 342,653 | 336,849 | 367,396 | 366,327 | 348,457 | 342,653 | 336,849 | 367,396 | 366,327 | 348,457 | 342,653 |
| Site 7 Small Green 12 Lower | | 50,000 | 450,000 | 670,719 | 675,026 | 679,333 | 648,466 | 647,210 | 626,213 | 619,231 | 612,211 | 648,466 | 647,210 | 626,213 | 619,231 | 612,211 | 648,466 | 647,210 | 626,213 | 619,231 |
| Site 8 Small 8 Lower | | 50,000 | 450,000 | 775,165 | 779,465 | 783,766 | 752,944 | 751,690 | 730,724 | 723,915 | 717,106 | 752,944 | 751,690 | 730,724 | 723,915 | 717,106 | 752,944 | 751,690 | 730,724 | 723,915 |
| Site 18 PDL 12 Lower | | 1,200,000 | 1,440,000 | 970,932 | 980,538 | 990,145 | 937,562 | 938,826 | 904,192 | 897,114 | 890,036 | 937,562 | 938,826 | 904,192 | 897,114 | 890,036 | 937,562 | 938,826 | 904,192 | 897,114 |
| | | | | | | | | | | | | | | | | | | | | |
| | Overall Affordable % | EUV | BLV | | | | | | | | | | | | | | | | | |
| | Affordable Rent First Homes | | | | | | | | | | | | | | | | | | | |
| | FH Sale % | | | | | | | | | | | | | | | | | | | |
| Site 1 Large Green 400 Lower | | 22,500 | 422,500 | 304,572 | 309,286 | 314,001 | 280,214 | 278,839 | 255,856 | 248,391 | 240,927 | 280,214 | 278,839 | 255,856 | 248,391 | 240,927 | 280,214 | 278,839 | 255,856 | 248,391 |
| Site 2 Large Green 150 Lower | | 22,500 | 422,500 | 338,143 | 343,444 | 348,746 | 310,751 | 309,205 | 283,359 | 274,965 | 266,571 | 310,751 | 309,205 | 283,359 | 274,965 | 266,571 | 310,751 | 309,205 | 283,359 | 274,965 |
| Site 3 Medium Green 80 Lower | | 22,500 | 422,500 | 339,079 | 344,081 | 349,082 | 313,239 | 311,780 | 287,989 | 279,480 | 271,661 | 313,239 | 311,780 | 287,989 | 279,480 | 271,661 | 313,239 | 311,780 | 287,989 | 279,480 |
| Site 4 Medium Green 40 Lower | | 22,500 | 422,500 | 314,649 | 319,903 | 325,158 | 287,499 | 285,966 | 260,349 | 252,029 | 243,709 | 287,499 | 285,966 | 260,349 | 252,029 | 243,709 | 287,499 | 285,966 | 260,349 | 252,029 |
| Site 5 Medium Green 20 Lower | | 22,500 | 422,500 | 305,219 | 310,651 | 316,082 | 277,156 | 275,572 | 249,093 | 240,493 | 231,893 | 277,156 | 275,572 | 249,093 | 240,493 | 231,893 | 277,156 | 275,572 | 249,093 | 240,493 |
| Site 6 Medium Green 20 LD Lower | | 22,500 | 422,500 | 305,823 | 310,349 | 314,808 | 282,437 | 281,117 | 259,051 | 251,685 | 244,718 | 282,437 | 281,117 | 259,051 | 251,685 | 244,718 | 282,437 | 281,117 | 259,051 | 251,685 |
| Site 7 Small Green 12 Lower | | 50,000 | 450,000 | 571,688 | 577,006 | 582,324 | 544,210 | 542,659 | 516,733 | 508,312 | 499,892 | 544,210 | 542,659 | 516,733 | 508,312 | 499,892 | 544,210 | 542,659 | 516,733 | 508,312 |
| Site 8 Small 8 Lower | | 50,000 | 450,000 | 672,573 | 677,734 | 682,894 | 645,909 | 644,403 | 619,244 | 611,073 | 602,902 | 645,909 | 644,403 | 619,244 | 611,073 | 602,902 | 645,909 | 644,403 | 619,244 | 611,073 |
| Site 18 PDL 12 Lower | | 1,200,000 | 1,440,000 | 832,058 | 843,621 | 855,184 | 790,853 | 792,414 | 749,649 | 740,909 | 732,168 | 790,853 | 792,414 | 749,649 | 740,909 | 732,168 | 790,853 | 792,414 | 749,649 | 740,909 |

Source: HDH (September 2020)



Table 10.12d Residential Development – Residual Values v BLV

Varied First Homes - Dover Built-up Area

| | Overall Affordable % | EUV | BLV | 20% | | | 25% | | | 30% | | |
|-----------------------------|----------------------|-----------|-----------|-----------------------------|------------|------------|-----------------------------|------------|------------|-----------------------------|------------|------------|
| | | | | Affordable Rent First Homes | FH Sale % | | Affordable Rent First Homes | FH Sale % | | Affordable Rent First Homes | FH Sale % | |
| Site 11 PDL 300 | | 1,200,000 | 1,440,000 | -1,426,797 | -1,433,940 | -1,441,083 | -1,447,333 | -1,459,609 | -1,471,886 | -1,487,868 | -1,485,279 | -1,502,743 |
| Site 13 PDL 200 HD | | 1,200,000 | 1,440,000 | -2,124,483 | -2,131,951 | -2,139,498 | -2,146,067 | -2,158,970 | -2,171,873 | -2,187,650 | -2,185,949 | -2,204,248 |
| Site 14 PDL 100 | | 1,200,000 | 1,440,000 | -1,770,550 | -1,778,875 | -1,787,200 | -1,794,485 | -1,808,794 | -1,823,102 | -1,818,420 | -1,838,712 | -1,859,005 |
| Site 15 PDL 100 HD | | 1,200,000 | 1,440,000 | -5,388,105 | -5,402,427 | -5,416,748 | -5,429,280 | -5,453,895 | -5,478,510 | -5,470,454 | -5,505,363 | -5,540,271 |
| Site 16 PDL 30 | | 1,200,000 | 1,440,000 | -1,241,062 | -1,246,881 | -1,252,699 | -1,257,790 | -1,267,791 | -1,277,792 | -1,274,519 | -1,288,702 | -1,302,884 |
| Site 17 PDL 30 HD | | 1,200,000 | 1,440,000 | -3,927,412 | -3,939,701 | -3,951,990 | -3,962,743 | -3,983,885 | -4,004,987 | -3,988,074 | -4,028,029 | -4,057,984 |
| Site 18 PDL 12 | | 1,200,000 | 1,440,000 | -810,154 | -817,281 | -824,408 | -830,644 | -842,894 | -855,143 | -851,134 | -868,506 | -885,878 |
| Site 19 PDL 12 HD | | 1,200,000 | 1,440,000 | -2,117,710 | -2,124,059 | -2,130,408 | -2,135,964 | -2,146,876 | -2,157,789 | -2,154,218 | -2,169,694 | -2,185,170 |
| Overall Affordable % | | EUV | BLV | | | | | | | | | |
| Affordable Rent First Homes | | | | | | | | | | | | |
| FH Sale % | | | | | | | | | | | | |
| Site 11 PDL 300 | | 1,200,000 | 1,440,000 | -2,141,843 | -2,151,227 | -2,160,611 | -2,168,822 | -2,184,951 | -2,201,080 | -2,195,801 | -2,218,675 | -2,241,549 |
| Site 13 PDL 200 HD | | 1,200,000 | 1,440,000 | -1,841,418 | -1,821,906 | -1,832,313 | -1,841,418 | -1,859,304 | -1,877,190 | -1,871,337 | -1,896,702 | -1,922,068 |
| Site 14 PDL 100 | | 1,200,000 | 1,440,000 | -5,439,209 | -5,457,111 | -5,475,013 | -5,490,677 | -5,521,446 | -5,552,215 | -5,542,145 | -5,585,761 | -5,629,416 |
| Site 15 PDL 100 HD | | 1,200,000 | 1,440,000 | -1,269,720 | -1,276,993 | -1,284,266 | -1,290,656 | -1,303,360 | -1,316,064 | -1,311,906 | -1,329,922 | -1,347,939 |
| Site 16 PDL 30 | | 1,200,000 | 1,440,000 | -3,981,583 | -3,996,944 | -4,012,305 | -4,025,747 | -4,052,149 | -4,078,551 | -4,069,911 | -4,107,354 | -4,144,797 |
| Site 17 PDL 30 HD | | 1,200,000 | 1,440,000 | -856,526 | -865,434 | -874,343 | -882,138 | -897,450 | -912,762 | -907,751 | -929,465 | -951,180 |
| Site 18 PDL 12 | | 1,200,000 | 1,440,000 | -2,143,106 | -2,151,043 | -2,158,979 | -2,165,923 | -2,179,564 | -2,193,205 | -2,188,741 | -2,208,086 | -2,227,431 |
| Overall Affordable % | | EUV | BLV | | | | | | | | | |
| Affordable Rent First Homes | | | | | | | | | | | | |
| FH Sale % | | | | | | | | | | | | |
| Site 11 PDL 300 | | 1,200,000 | 1,440,000 | -1,500,329 | -1,511,218 | -1,522,123 | -1,531,675 | -1,550,436 | -1,569,197 | -1,563,057 | -1,589,664 | -1,616,271 |
| Site 13 PDL 200 HD | | 1,200,000 | 1,440,000 | -2,159,202 | -2,170,463 | -2,181,724 | -2,191,577 | -2,210,932 | -2,230,286 | -2,223,952 | -2,251,400 | -2,278,849 |
| Site 14 PDL 100 | | 1,200,000 | 1,440,000 | -1,852,449 | -1,864,937 | -1,877,425 | -1,888,352 | -1,909,815 | -1,931,278 | -1,924,254 | -1,954,839 | -1,985,773 |
| Site 15 PDL 100 HD | | 1,200,000 | 1,440,000 | -5,490,313 | -5,511,795 | -5,533,277 | -5,552,074 | -5,588,997 | -5,625,919 | -5,613,836 | -5,666,199 | -5,718,562 |
| Site 16 PDL 30 | | 1,200,000 | 1,440,000 | -1,298,767 | -1,307,637 | -1,316,507 | -1,324,268 | -1,339,512 | -1,354,757 | -1,349,768 | -1,371,388 | -1,393,008 |
| Site 17 PDL 30 HD | | 1,200,000 | 1,440,000 | -4,035,753 | -4,054,167 | -4,072,621 | -4,088,750 | -4,120,433 | -4,152,116 | -4,141,747 | -4,186,679 | -4,231,611 |
| Site 18 PDL 12 | | 1,200,000 | 1,440,000 | -902,897 | -913,557 | -924,278 | -933,632 | -952,006 | -970,380 | -964,367 | -980,425 | -1,016,483 |
| Site 19 PDL 12 HD | | 1,200,000 | 1,440,000 | -2,188,502 | -2,178,026 | -2,187,550 | -2,195,883 | -2,212,252 | -2,228,621 | -2,223,264 | -2,246,478 | -2,269,692 |

Source: HDH (September 2020)

10.43 Generally, the impact of changing the amount of First Homes from 20% to 25% or from 25% to 30% of all new homes is relatively small at less than £2,000/ha. This is to be expected as, in terms of the overall numbers of units on a site, these changes are minor. The consequence of seeking the First Homes to be sold at a greater discount than 30% is greater. Based on a



30% affordable housing target, each 10% increase in the discount (i.e. from 30% to 40% or 40% to 50%) results in a fall in the Residual Value of a little less than £40,000/ha.

Affordable Housing v Developer Contributions

- 10.44 The critical balance in the plan-making process is the balance between affordable housing and developer contributions. A further set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing. The affordable housing mix has been altered to ensure 10% Affordable Home Ownership.
- 10.45 As set out in Chapter 7 above, based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites, and £20,000/unit for the Strategic Sites has been used in this study. This is informed by the typically collected historic payments. Bearing in mind the considerable uncertainty in this regard, a range of costs of up to £40,000/unit is tested.
- 10.46 At the time of this report (September 2020) the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. More detail regarding contributions from Strategic Sites will emerge from the Council's wider IDP in due course, the Council will then specifically engage with the promoters of the potential Strategic Sites to be included within the Plan.

Table 10.13a Residential Development – Residual Values v BLV
Varied Affordable Housing and Varied Levels of Developer Contribution - Higher

| 10% Affordable Housing (100% Intermediate Housing) v Developer Contributions | | BLV | | | | | | | | | |
|--|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 2 | 22,500 | 1,301,727 | 1,165,687 | 1,029,647 | 893,607 | 757,567 | 621,527 | 485,486 | 349,446 | 213,406 | |
| Site 3 | 22,500 | 1,271,707 | 1,135,667 | 1,004,274 | 870,558 | 736,842 | 603,126 | 469,410 | 335,694 | 201,978 | |
| Site 4 | 22,500 | 1,273,852 | 1,135,812 | 997,810 | 869,789 | 721,768 | 583,747 | 445,726 | 307,705 | 169,167 | |
| Site 6 | 22,500 | 1,139,684 | 1,024,837 | 909,990 | 795,143 | 680,296 | 565,449 | 450,602 | 335,755 | 218,253 | |
| Site 7 | 50,000 | 1,851,028 | 1,710,983 | 1,570,938 | 1,430,894 | 1,290,849 | 1,150,804 | 1,010,760 | 870,715 | 730,671 | |
| Site 8 | 50,000 | 1,990,930 | 1,848,035 | 1,705,139 | 1,562,244 | 1,419,349 | 1,276,454 | 1,133,559 | 990,663 | 845,167 | |
| Site 9 | 50,000 | 2,105,655 | 1,965,610 | 1,825,565 | 1,685,521 | 1,545,476 | 1,405,432 | 1,265,387 | 1,121,729 | 977,625 | |
| Site 10 | 50,000 | 2,350,603 | 2,205,430 | 2,060,256 | 1,915,083 | 1,769,910 | 1,624,736 | 1,479,160 | 1,331,126 | 1,183,092 | |
| 20% Affordable Housing (50% Intermediate Housing, 50% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 2 | 22,500 | 1,059,728 | 923,688 | 787,647 | 651,607 | 515,567 | 379,527 | 243,487 | 107,447 | -32,071 | |
| Site 3 | 22,500 | 1,038,785 | 905,069 | 771,353 | 637,637 | 503,921 | 370,205 | 236,489 | 102,773 | -36,347 | |
| Site 4 | 22,500 | 1,033,870 | 895,849 | 757,828 | 619,807 | 481,786 | 343,765 | 205,744 | 63,300 | -81,520 | |
| Site 6 | 22,500 | 931,431 | 816,584 | 701,737 | 586,890 | 472,043 | 357,196 | 240,316 | 120,852 | 347 | |
| Site 7 | 50,000 | 1,570,420 | 1,430,375 | 1,290,330 | 1,150,286 | 1,010,241 | 870,197 | 730,152 | 589,096 | 444,992 | |
| Site 8 | 50,000 | 1,703,504 | 1,560,609 | 1,417,714 | 1,274,818 | 1,131,923 | 989,028 | 843,484 | 696,447 | 549,152 | |
| Site 9 | 50,000 | 1,804,937 | 1,664,892 | 1,524,848 | 1,384,803 | 1,244,806 | 1,100,502 | 956,399 | 812,295 | 666,579 | |
| Site 10 | 50,000 | 2,350,603 | 2,205,430 | 2,060,256 | 1,915,083 | 1,769,910 | 1,624,736 | 1,479,160 | 1,331,126 | 1,183,092 | |
| 30% Affordable Housing (33.3% Intermediate Housing, 66.6% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 2 | 22,500 | 817,740 | 681,700 | 545,660 | 409,620 | 273,580 | 137,540 | -495 | -143,237 | -287,119 | |
| Site 3 | 22,500 | 805,875 | 672,159 | 538,443 | 404,727 | 271,011 | 137,295 | -124 | -140,433 | -281,745 | |
| Site 4 | 22,500 | 793,901 | 665,880 | 517,859 | 379,838 | 241,817 | 101,150 | -43,670 | -188,490 | -335,894 | |
| Site 6 | 22,500 | 723,188 | 608,341 | 493,494 | 378,647 | 262,889 | 143,360 | 22,855 | -97,649 | -218,154 | |
| Site 7 | 50,000 | 1,289,827 | 1,149,782 | 1,009,737 | 869,693 | 729,648 | 588,578 | 444,474 | 298,899 | 151,956 | |
| Site 8 | 50,000 | 1,416,093 | 1,273,198 | 1,130,302 | 987,407 | 841,816 | 694,779 | 547,451 | 397,517 | 247,583 | |
| Site 9 | 50,000 | 1,504,233 | 1,364,188 | 1,223,394 | 1,079,290 | 935,187 | 791,083 | 644,949 | 498,005 | 351,062 | |
| Site 10 | 50,000 | 2,350,603 | 2,205,430 | 2,060,256 | 1,915,083 | 1,769,910 | 1,624,736 | 1,479,160 | 1,331,126 | 1,183,092 | |

Source: HDH (September 2020)



Table 10.13b Residential Development – Residual Values v BLV
Varied Affordable Housing and Varied Levels of Developer Contribution - Strategic Sites

| 10% Affordable Housing (100% Intermediate Housing) v Developer Contributions | | BLV | | | | | | | | | |
|--|----------------------------------|--------|---------|---------|---------|---------|---------|----------|----------|----------|----------|
| | Developer Contributions (£/unit) | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 22 | Sth Aylesham | 25,000 | 708,757 | 613,649 | 518,541 | 422,407 | 324,506 | 228,604 | 128,702 | 30,144 | -75,504 |
| Site 23 | Nth Aylesham | 22,500 | 569,084 | 492,489 | 415,893 | 339,297 | 262,701 | 184,922 | 105,760 | 26,598 | -55,841 |
| Site 24 | Whitfield | 22,500 | 324,269 | 273,645 | 221,971 | 170,115 | 117,028 | 63,120 | 8,087 | -50,986 | -112,655 |
| Site 25 | Whitfield Plus | 22,500 | 306,691 | 256,890 | 207,014 | 156,029 | 104,732 | 52,355 | -1,261 | -58,750 | -118,123 |
| 20% Affordable Housing (50% Intermediate Housing, 50% Affordable Rent) v Developer Contributions | | BLV | | | | | | | | | |
| | Developer Contributions (£/unit) | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 22 | Sth Aylesham | 25,000 | 568,194 | 473,086 | 376,361 | 278,460 | 180,558 | 82,657 | -18,853 | -125,591 | -235,475 |
| Site 23 | Nth Aylesham | 22,500 | 456,149 | 379,553 | 302,957 | 226,361 | 147,777 | 68,615 | -11,464 | -96,606 | -183,251 |
| Site 24 | Whitfield | 22,500 | 252,438 | 200,679 | 148,525 | 95,438 | 41,054 | -15,428 | -75,796 | -138,678 | -205,154 |
| Site 25 | Whitfield Plus | 22,500 | 236,763 | 186,686 | 135,702 | 84,028 | 31,560 | -23,589 | -81,914 | -142,673 | -207,334 |
| 30% Affordable Housing (33.3% Intermediate Housing, 66.6% Affordable Rent) v Developer Contributions | | BLV | | | | | | | | | |
| | Developer Contributions (£/unit) | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 22 | Sth Aylesham | 25,000 | 427,636 | 330,321 | 232,419 | 134,517 | 36,405 | -68,935 | -176,608 | -288,334 | -407,735 |
| Site 23 | Nth Aylesham | 22,500 | 343,217 | 266,621 | 189,797 | 110,635 | 31,474 | -50,721 | -137,366 | -224,349 | -318,795 |
| Site 24 | Whitfield | 22,500 | 179,390 | 126,939 | 73,622 | 18,991 | -39,289 | -100,916 | -165,732 | -234,914 | -317,923 |
| Site 25 | Whitfield Plus | 22,500 | 166,361 | 115,376 | 63,326 | 10,284 | -46,444 | -105,747 | -168,236 | -236,033 | -317,752 |

Source: HDH (September 2020)



Table 10.13b Residential Development – Residual Values v BLV
Varied Affordable Housing and Varied Levels of Developer Contribution - Medium

| 10% Affordable Housing (100% Intermediate Housing) v Developer Contributions | | BLV | | | | | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|--|
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Developer Contributions (£/unit) | | | | | | | | | | | |
| Site 1 Large Green 400 Medium | 22,500 | 1,094,132 | 989,228 | 844,323 | 719,419 | 594,514 | 469,610 | 344,705 | 219,801 | 94,897 | |
| Site 2 Large Green 150 Medium | 22,500 | 1,211,499 | 1,075,458 | 939,418 | 803,378 | 667,338 | 531,298 | 395,258 | 259,218 | 123,178 | |
| Site 3 Medium Green 80 Medium | 22,500 | 1,184,002 | 1,050,286 | 916,570 | 782,854 | 649,138 | 515,422 | 381,706 | 247,990 | 114,274 | |
| Site 4 Medium Green 40 Medium | 22,500 | 1,184,075 | 1,046,054 | 908,033 | 770,012 | 631,990 | 493,969 | 355,948 | 217,927 | 76,084 | |
| Site 5 Medium Green 20 Medium | 22,500 | 1,188,319 | 1,048,502 | 910,686 | 772,869 | 635,053 | 497,236 | 358,968 | 217,003 | 72,397 | |
| Site 6 Medium Green 20 LD Medium | 22,500 | 1,060,277 | 945,430 | 830,582 | 715,735 | 600,888 | 486,041 | 371,194 | 254,720 | 135,540 | |
| Site 7 Small Green 12 Medium | 50,000 | 1,851,028 | 1,710,983 | 1,570,938 | 1,430,894 | 1,290,849 | 1,150,804 | 1,010,760 | 870,715 | 730,671 | |
| Site 9 Small 6 Medium | 50,000 | 2,105,655 | 1,985,610 | 1,825,565 | 1,685,521 | 1,545,476 | 1,405,432 | 1,265,387 | 1,125,342 | 977,625 | |
| Site 16 PDL 30 Medium | 1,200,000 | 1,133,523 | 971,950 | 810,378 | 648,805 | 487,233 | 325,660 | 160,102 | -9,430 | -178,962 | |
| Site 18 PDL 12 Medium | 1,200,000 | 1,706,354 | 1,518,261 | 1,330,168 | 1,142,075 | 953,981 | 763,933 | 570,388 | 374,416 | 177,057 | |
| Site 19 PDL 12 HD Medium | 1,200,000 | 2,433,854 | 2,179,928 | 1,926,002 | 1,672,076 | 1,418,151 | 1,164,225 | 904,076 | 642,155 | 375,721 | |
| Site 20 PDL 6 Medium | 1,200,000 | 2,970,133 | 2,690,044 | 2,407,344 | 2,119,137 | 1,830,929 | 1,542,721 | 1,249,676 | 955,789 | 661,902 | |
| 20% Affordable Housing (50% Intermediate Housing, 50% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Developer Contributions (£/unit) | | | | | | | | | | | |
| Site 1 Large Green 400 Medium | 22,500 | 884,910 | 760,006 | 635,101 | 510,197 | 385,292 | 260,388 | 135,483 | 10,324 | -120,733 | |
| Site 2 Large Green 150 Medium | 22,500 | 978,952 | 842,912 | 706,872 | 570,832 | 434,791 | 298,751 | 162,711 | 25,916 | -116,825 | |
| Site 3 Medium Green 80 Medium | 22,500 | 960,286 | 826,570 | 692,854 | 559,137 | 425,421 | 291,705 | 157,989 | 21,589 | -118,717 | |
| Site 4 Medium Green 40 Medium | 22,500 | 953,501 | 815,480 | 677,459 | 539,437 | 401,416 | 263,395 | 123,574 | -21,028 | -165,849 | |
| Site 5 Medium Green 20 Medium | 22,500 | 953,400 | 815,583 | 677,767 | 539,950 | 402,134 | 261,109 | 117,215 | -27,300 | -171,996 | |
| Site 6 Medium Green 20 LD Medium | 22,500 | 860,371 | 745,524 | 630,677 | 515,830 | 400,983 | 285,372 | 166,796 | 46,291 | -74,213 | |
| Site 7 Small Green 12 Medium | 50,000 | 1,570,420 | 1,430,375 | 1,290,330 | 1,150,286 | 1,010,241 | 870,197 | 730,152 | 589,096 | 444,992 | |
| Site 9 Small 6 Medium | 50,000 | 1,804,937 | 1,664,892 | 1,524,848 | 1,384,803 | 1,244,606 | 1,100,502 | 956,399 | 812,295 | 666,579 | |
| Site 16 PDL 30 Medium | 1,200,000 | 868,340 | 707,768 | 546,195 | 384,623 | 221,061 | 52,437 | -117,094 | -286,626 | -461,043 | |
| Site 18 PDL 12 Medium | 1,200,000 | 1,402,210 | 1,214,117 | 1,026,024 | 837,931 | 644,519 | 450,007 | 252,649 | 55,290 | -142,069 | |
| Site 19 PDL 12 HD Medium | 1,200,000 | 1,968,687 | 1,714,761 | 1,460,836 | 1,206,910 | 947,998 | 686,712 | 420,508 | 154,074 | -112,361 | |
| Site 20 PDL 6 Medium | 1,200,000 | 2,970,133 | 2,690,044 | 2,407,344 | 2,119,137 | 1,830,929 | 1,542,721 | 1,249,676 | 955,789 | 661,902 | |
| 30% Affordable Housing (33.3% Intermediate Housing, 66.6% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Developer Contributions (£/unit) | | | | | | | | | | | |
| Site 1 Large Green 400 Medium | 22,500 | 675,698 | 550,794 | 425,889 | 300,985 | 176,080 | 51,176 | -78,137 | -209,194 | -343,331 | |
| Site 2 Large Green 150 Medium | 22,500 | 746,416 | 610,376 | 474,336 | 338,296 | 202,256 | 66,216 | -75,333 | -218,074 | -364,409 | |
| Site 3 Medium Green 80 Medium | 22,500 | 736,579 | 602,863 | 469,147 | 335,431 | 201,715 | 67,253 | -72,834 | -213,151 | -356,845 | |
| Site 4 Medium Green 40 Medium | 22,500 | 722,938 | 584,917 | 446,896 | 308,875 | 170,371 | 26,691 | -118,129 | -263,421 | -412,792 | |
| Site 5 Medium Green 20 Medium | 22,500 | 720,492 | 582,675 | 444,859 | 305,073 | 162,045 | 17,439 | -127,166 | -272,387 | -421,536 | |
| Site 6 Medium Green 20 LD Medium | 22,500 | 660,476 | 545,629 | 430,781 | 315,934 | 197,858 | 77,558 | -42,947 | -163,452 | -286,042 | |
| Site 7 Small Green 12 Medium | 50,000 | 1,289,827 | 1,149,782 | 1,009,737 | 869,693 | 729,648 | 588,578 | 444,474 | 298,899 | 151,956 | |
| Site 9 Small 6 Medium | 50,000 | 1,504,233 | 1,364,188 | 1,223,394 | 1,079,290 | 935,187 | 791,083 | 644,949 | 498,005 | 351,062 | |
| Site 16 PDL 30 Medium | 1,200,000 | 605,172 | 443,599 | 281,747 | 114,319 | -55,213 | -224,744 | -397,766 | -572,627 | -747,487 | |
| Site 18 PDL 12 Medium | 1,200,000 | 1,098,083 | 909,990 | 718,686 | 525,121 | 328,257 | 130,898 | -66,460 | -263,819 | -466,244 | |
| Site 19 PDL 12 HD Medium | 1,200,000 | 1,503,557 | 1,249,631 | 991,958 | 730,672 | 465,334 | 198,900 | -67,535 | -333,969 | -607,801 | |
| Site 20 PDL 6 Medium | 1,200,000 | 2,970,133 | 2,690,044 | 2,407,344 | 2,119,137 | 1,830,929 | 1,542,721 | 1,249,676 | 955,789 | 661,902 | |

Source: HDH (September 2020)



Table 10.13c Residential Development – Residual Values v BLV
Varied Affordable Housing and Varied Levels of Developer Contribution - Lower

| 10% Affordable Housing (100% Intermediate Housing) v Developer Contributions | | EU/BLV | | | | | | | | | |
|--|--------------------------|-----------|-----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|
| | Contributions (£/unit) | EU | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 |
| Site 1 | Large Green 400 Lower | 22,500 | 766,858 | 641,953 | 517,049 | 392,144 | 267,240 | 142,336 | 17,393 | -113,543 | -244,601 |
| Site 2 | Large Green 150 Lower | 22,500 | 850,585 | 714,544 | 578,504 | 442,464 | 306,424 | 170,384 | 33,890 | -108,775 | -251,516 |
| Site 3 | Medium Green 80 Lower | 22,500 | 833,186 | 699,470 | 565,754 | 432,037 | 298,321 | 164,605 | 28,532 | -111,774 | -252,092 |
| Site 4 | Medium Green 40 Lower | 22,500 | 824,965 | 686,944 | 548,923 | 410,902 | 272,881 | 133,334 | -11,075 | -155,896 | -301,926 |
| Site 5 | Medium Green 20 Lower | 22,500 | 820,655 | 682,839 | 545,022 | 407,206 | 266,328 | 122,537 | -22,068 | -166,674 | -312,667 |
| Site 6 | Medium Green 20 LD Lower | 22,500 | 742,646 | 627,799 | 512,952 | 398,105 | 282,410 | 163,775 | 43,271 | -77,234 | -197,738 |
| Site 7 | Small Green 12 Lower | 50,000 | 1,102,908 | 962,884 | 822,819 | 682,774 | 540,345 | 396,241 | 249,716 | 102,773 | -44,171 |
| Site 8 | Small 8 Lower | 50,000 | 1,219,908 | 1,077,013 | 934,020 | 786,983 | 639,946 | 491,537 | 341,603 | 191,668 | 41,734 |
| Site 18 | PDL 12 Lower | 1,200,000 | 1,599,403 | 1,411,310 | 1,223,216 | 1,035,123 | 847,030 | 653,882 | 459,555 | 262,196 | 64,838 |
| 20% Affordable Housing (50% Intermediate Housing, 50% Affordable Rent) v Developer Contributions | | EU/BLV | | | | | | | | | |
| Site 1 | Large Green 400 Lower | 22,500 | 591,962 | 467,058 | 342,154 | 217,249 | 92,345 | -34,940 | -165,997 | -298,750 | -433,908 |
| Site 2 | Large Green 150 Lower | 22,500 | 655,849 | 519,808 | 383,768 | 247,728 | 111,688 | -27,620 | -170,362 | -315,174 | -462,399 |
| Site 3 | Medium Green 80 Lower | 22,500 | 646,288 | 512,571 | 378,855 | 245,139 | 111,423 | -27,270 | -167,582 | -309,810 | -454,533 |
| Site 4 | Medium Green 40 Lower | 22,500 | 632,022 | 494,001 | 355,980 | 217,959 | 76,117 | -68,704 | -213,524 | -361,789 | -511,160 |
| Site 5 | Medium Green 20 Lower | 22,500 | 626,085 | 488,268 | 349,740 | 207,593 | 62,987 | -81,618 | -226,224 | -374,526 | -523,675 |
| Site 6 | Medium Green 20 LD Lower | 22,500 | 576,132 | 461,285 | 346,438 | 229,246 | 109,564 | -10,941 | -131,445 | -252,987 | -377,278 |
| Site 7 | Small Green 12 Lower | 50,000 | 900,958 | 760,913 | 620,749 | 476,645 | 331,705 | 184,761 | 37,818 | -109,126 | -256,133 |
| Site 8 | Small 8 Lower | 50,000 | 1,013,817 | 868,992 | 721,955 | 574,918 | 425,228 | 275,294 | 125,359 | -24,575 | -174,509 |
| Site 18 | PDL 12 Lower | 1,200,000 | 1,306,356 | 1,118,263 | 930,169 | 739,431 | 545,886 | 349,431 | 152,072 | -45,286 | -242,645 |
| 30% Affordable Housing (33.3% Intermediate Housing, 66.6% Affordable Rent) v Developer Contributions | | EU/BLV | | | | | | | | | |
| Site 1 | Large Green 400 Lower | 22,500 | 417,073 | 292,169 | 167,264 | 42,360 | -87,387 | -218,444 | -353,271 | -488,429 | -624,645 |
| Site 2 | Large Green 150 Lower | 22,500 | 461,120 | 325,080 | 189,039 | 52,999 | -89,200 | -231,942 | -379,118 | -526,343 | -673,567 |
| Site 3 | Medium Green 80 Lower | 22,500 | 459,396 | 325,680 | 191,964 | 57,219 | -83,065 | -223,384 | -367,801 | -512,524 | -657,510 |
| Site 4 | Medium Green 40 Lower | 22,500 | 439,085 | 301,064 | 162,334 | 18,496 | -126,324 | -272,272 | -421,643 | -571,015 | -720,386 |
| Site 5 | Medium Green 20 Lower | 22,500 | 431,521 | 291,348 | 148,050 | 3,445 | -141,161 | -287,227 | -436,377 | -585,527 | -735,101 |
| Site 6 | Medium Green 20 LD Lower | 22,500 | 409,625 | 294,264 | 175,863 | 55,358 | -65,146 | -185,651 | -309,292 | -453,583 | -557,874 |
| Site 7 | Small Green 12 Lower | 50,000 | 699,015 | 557,056 | 412,952 | 266,757 | 119,813 | -27,130 | -174,073 | -323,583 | -475,147 |
| Site 8 | Small 8 Lower | 50,000 | 803,971 | 656,934 | 508,861 | 358,926 | 208,992 | 59,057 | -90,877 | -240,841 | -395,495 |
| Site 18 | PDL 12 Lower | 1,200,000 | 1,013,324 | 824,996 | 631,451 | 436,682 | 239,323 | 41,964 | -155,394 | -354,525 | -558,092 |

Source: HDH (September 2020)



Table 10.13d Residential Development – Residual Values v BLV
Varied Affordable Housing and Varied Levels of Developer Contribution - Dover Built-up Area

| 10% Affordable Housing (100% Intermediate Housing) v Developer Contributions | | BLV | | | | | | | | | |
|--|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 11 PDL 300 | 1,200,000 | -1,238,525 | -1,454,058 | -1,671,069 | -1,890,077 | -2,111,820 | -2,349,132 | -2,588,540 | -2,827,949 | -3,067,358 | |
| Site 13 PDL 200 HD | 1,200,000 | -1,916,674 | -2,208,110 | -2,499,547 | -2,792,447 | -3,087,449 | -3,382,450 | -3,677,452 | -3,972,454 | -4,271,287 | |
| Site 14 PDL 100 | 1,200,000 | -1,551,344 | -1,806,229 | -2,061,113 | -2,318,523 | -2,576,629 | -2,834,735 | -3,092,841 | -3,350,947 | -3,609,053 | |
| Site 15 PDL 100 HD | 1,200,000 | -4,954,463 | -5,511,972 | -6,069,481 | -6,626,990 | -7,186,471 | -7,749,754 | -8,313,038 | -8,876,321 | -9,439,604 | |
| Site 16 PDL 30 | 1,200,000 | -1,088,413 | -1,265,766 | -1,444,190 | -1,623,827 | -1,803,464 | -1,983,102 | -2,162,739 | -2,342,377 | -2,522,014 | |
| Site 17 PDL 30 HD | 1,200,000 | -3,547,843 | -4,009,768 | -4,471,693 | -4,933,618 | -5,398,051 | -5,864,985 | -6,331,918 | -6,798,852 | -7,265,786 | |
| Site 18 PDL 12 | 1,200,000 | -612,256 | -815,822 | -1,022,157 | -1,228,597 | -1,435,038 | -1,641,479 | -1,847,920 | -2,055,718 | -2,264,635 | |
| Site 19 PDL 12 HD | 1,200,000 | -1,892,520 | -2,174,118 | -2,456,156 | -2,738,193 | -3,020,231 | -3,302,269 | -3,584,306 | -3,866,344 | -4,148,381 | |
| 20% Affordable Housing (50% Intermediate Housing, 50% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 11 PDL 300 | 1,200,000 | -1,297,228 | -1,512,838 | -1,731,501 | -1,951,463 | -2,182,931 | -2,422,340 | -2,661,749 | -2,901,157 | -3,140,566 | |
| Site 13 PDL 200 HD | 1,200,000 | -1,936,378 | -2,227,814 | -2,519,251 | -2,814,018 | -3,109,020 | -3,404,022 | -3,699,023 | -3,996,410 | -4,298,915 | |
| Site 14 PDL 100 | 1,200,000 | -1,616,593 | -1,871,478 | -2,127,460 | -2,385,566 | -2,643,672 | -2,901,778 | -3,159,884 | -3,417,990 | -3,676,096 | |
| Site 15 PDL 100 HD | 1,200,000 | -5,028,027 | -5,585,536 | -6,143,045 | -6,700,554 | -7,263,248 | -7,826,531 | -8,389,814 | -8,953,097 | -9,516,381 | |
| Site 16 PDL 30 | 1,200,000 | -1,134,091 | -1,311,450 | -1,491,087 | -1,670,725 | -1,850,362 | -2,029,999 | -2,209,637 | -2,389,274 | -2,568,911 | |
| Site 17 PDL 30 HD | 1,200,000 | -3,631,607 | -4,093,531 | -4,555,456 | -5,017,583 | -5,484,516 | -5,951,450 | -6,418,384 | -6,885,317 | -7,352,251 | |
| Site 18 PDL 12 | 1,200,000 | -689,378 | -894,204 | -1,100,645 | -1,307,086 | -1,513,527 | -1,719,967 | -1,926,795 | -2,135,711 | -2,344,628 | |
| Site 19 PDL 12 HD | 1,200,000 | -1,930,175 | -2,212,212 | -2,494,250 | -2,776,288 | -3,058,325 | -3,340,363 | -3,622,400 | -3,904,438 | -4,186,475 | |
| 30% Affordable Housing (33.3% Intermediate Housing, 66.6% Affordable Rent) v Developer Contributions | | | | | | | | | | | |
| | EUV | £0 | £5,000 | £10,000 | £15,000 | £20,000 | £25,000 | £30,000 | £35,000 | £40,000 | |
| Site 11 PDL 300 | 1,200,000 | -1,355,945 | -1,573,170 | -1,792,335 | -2,016,746 | -2,256,155 | -2,495,564 | -2,734,973 | -2,974,382 | -3,213,791 | |
| Site 13 PDL 200 HD | 1,200,000 | -1,956,097 | -2,247,533 | -2,540,603 | -2,835,605 | -3,130,606 | -3,425,608 | -3,721,767 | -4,023,566 | -4,328,506 | |
| Site 14 PDL 100 | 1,200,000 | -1,681,859 | -1,936,744 | -2,194,520 | -2,452,626 | -2,710,732 | -2,968,838 | -3,226,944 | -3,485,050 | -3,743,156 | |
| Site 15 PDL 100 HD | 1,200,000 | -5,101,620 | -5,659,129 | -6,216,638 | -6,776,771 | -7,340,054 | -7,903,337 | -8,466,620 | -9,029,903 | -9,593,186 | |
| Site 16 PDL 30 | 1,200,000 | -1,179,781 | -1,368,359 | -1,557,996 | -1,747,634 | -1,937,271 | -2,126,909 | -2,316,546 | -2,506,184 | -2,695,821 | |
| Site 17 PDL 30 HD | 1,200,000 | -3,715,395 | -4,177,319 | -4,639,244 | -5,104,073 | -5,571,007 | -6,037,940 | -6,504,874 | -6,971,808 | -7,438,741 | |
| Site 18 PDL 12 | 1,200,000 | -766,514 | -972,707 | -1,179,148 | -1,385,589 | -1,592,029 | -1,798,470 | -2,006,802 | -2,215,719 | -2,424,635 | |
| Site 19 PDL 12 HD | 1,200,000 | -1,968,282 | -2,250,319 | -2,532,357 | -2,814,394 | -3,096,432 | -3,378,469 | -3,660,507 | -3,942,545 | -4,226,154 | |

Source: HDH (September 2020)



- 10.47 In the higher value area and on the greenfield sites in the medium value area, at 30% affordable housing, most sites can bear at least £10,000/unit (market and affordable) in developer contributions. These types of site represent over half the planned development (excluding the Strategic Sites)
- 10.48 In the lower value area, most development can bear 20% affordable housing and at least £5,000/unit developer contributions. The Strategic Sites, all of which are in this area, show similar results.

Self and Custom Build

- 10.49 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.
- 10.50 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.
- 10.51 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 £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 at least £400,000 and sometimes more.
- 10.52 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.
- 10.53 Based on the above analysis it is unlikely that a requirement for self-build plots will adversely impact on viability.

Commuted Sums

- 10.54 DDC's preference is for Affordable Housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 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 62, 2019 NPPF

10.55 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

10.56 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’s¹⁰⁴ 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.

10.57 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.

10.58 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

10.59 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.

10.60 The calculation works as follows:

¹⁰⁴ 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.

- 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 20%) of Affordable Housing.

10.61 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:

| Table 10.14 Affordable Housing Contribution: Calculations | | | | | | | | | | | | |
|--|--------------------|--------|-------|--------------|-----|-------|------------|----------------|-----------------|------------|-------------------------|--|
| | | | | | | Units | | Residual Value | | Difference | Difference / affordable | |
| | | | | | | All | Affordable | No Affordable | With Affordable | | | |
| Site 2 | Large Green 150 | Higher | Green | Agricultural | 150 | 45 | 7,007,084 | 3,688,789 | 3,318,295 | 73,740 | | |
| Site 3 | Medium Green 80 | Higher | Green | Agricultural | 80 | 24 | 3,644,971 | 1,937,760 | 1,707,211 | 71,134 | | |
| Site 4 | Medium Green 40 | Higher | Green | Agricultural | 40 | 12 | 1,827,192 | 949,600 | 877,592 | 73,133 | | |
| Site 6 | Medium Green 20 LD | Higher | Green | Agricultural | 20 | 6 | 983,841 | 525,055 | 458,786 | 76,464 | | |
| Site 7 | Small Green 12 | Higher | Green | Paddock | 12 | 4 | 789,513 | 483,204 | 306,308 | 85,086 | | |
| Site 8 | Small 8 | Higher | Green | Paddock | 8 | 2 | 565,739 | 355,330 | 210,410 | 87,671 | | |
| Site 9 | Small 6 | Higher | Green | Paddock | 6 | 2 | 451,017 | 284,837 | 166,181 | 92,323 | | |
| Site 1 | Large Green 400 | Medium | Green | Agricultural | 400 | 120 | 15,716,588 | 8,020,620 | 7,695,968 | 64,133 | | |
| Site 2 | Large Green 150 | Medium | Green | Agricultural | 150 | 45 | 6,534,450 | 3,330,885 | 3,203,565 | 71,190 | | |
| Site 3 | Medium Green 80 | Medium | Green | Agricultural | 80 | 24 | 3,399,514 | 1,752,325 | 1,647,188 | 68,633 | | |
| Site 4 | Medium Green 40 | Medium | Green | Agricultural | 40 | 12 | 1,701,757 | 854,644 | 847,114 | 70,593 | | |
| Site 5 | Medium Green 20 | Medium | Green | Agricultural | 20 | 6 | 854,230 | 426,073 | 428,157 | 71,359 | | |
| Site 6 | Medium Green 20 LD | Medium | Green | Agricultural | 20 | 6 | 917,057 | 474,714 | 442,343 | 73,724 | | |
| Site 7 | Small Green 12 | Medium | Green | Paddock | 12 | 4 | 789,513 | 483,204 | 306,308 | 85,086 | | |
| Site 9 | Small 6 | Medium | Green | Paddock | 6 | 2 | 451,017 | 284,837 | 166,181 | 92,323 | | |
| Site 16 | PDL 30 | Medium | PDL | Industrial | 30 | 9 | 1,057,132 | 437,561 | 619,571 | 68,841 | | |
| Site 18 | PDL 12 | Medium | PDL | Industrial | 12 | 4 | 543,318 | 295,747 | 247,571 | 68,770 | | |
| Site 19 | PDL 12 HD | Medium | PDL | Industrial | 12 | 4 | 565,673 | 298,325 | 267,348 | 74,263 | | |
| Site 1 | Large Green 400 | Lower | Green | Agricultural | 400 | 120 | 11,139,693 | 4,560,119 | 6,579,574 | 54,830 | | |
| Site 2 | Large Green 150 | Lower | Green | Agricultural | 150 | 45 | 4,643,914 | 1,899,268 | 2,744,646 | 60,992 | | |
| Site 3 | Medium Green 80 | Lower | Green | Agricultural | 80 | 24 | 2,417,686 | 1,010,586 | 1,407,099 | 58,629 | | |
| Site 4 | Medium Green 40 | Lower | Green | Agricultural | 40 | 12 | 1,200,017 | 474,816 | 725,201 | 60,433 | | |
| Site 5 | Medium Green 20 | Lower | Green | Agricultural | 20 | 6 | 598,574 | 232,245 | 366,330 | 61,055 | | |
| Site 6 | Medium Green 20 LD | Lower | Green | Agricultural | 20 | 6 | 649,924 | 273,352 | 376,573 | 62,762 | | |
| Site 7 | Small Green 12 | Lower | Green | Paddock | 12 | 4 | 474,881 | 245,965 | 228,916 | 63,588 | | |
| Site 8 | Small 8 | Lower | Green | Paddock | 8 | 2 | 348,847 | 190,918 | 157,929 | 65,804 | | |
| Site 18 | PDL 12 | Lower | PDL | Industrial | 12 | 4 | 510,027 | 270,214 | 239,813 | 66,615 | | |

Source: HDH (September 2020)



10.62 Taking the appraisal for Typology 6 in the High Value area as an example, the Residual Value with no Affordable Housing, i.e. 20 market dwellings, is £983,841. With 30% Affordable Housing, the Residual Value falls to £525,055. The developer's contribution is £458,786 (£983,841 - £525,055); divided by 6 affordable dwellings (30% of 20), this gives a cost of £76,464 per affordable dwelling.

10.63 The calculated contributions in the tables above vary, but the average is about £70,000/unit.

Suggested guidance

10.64 Paragraph 62 of the 2019 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 DDC were to take this option, we would recommend a £70,000/unit payment per affordable unit not delivered on-site.

10.65 The 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 DDC prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.

10.66 Alternatively, the Council may prefer to calculate the commuted sum scheme-by-scheme as it does now. This has the advantage of being an 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.

Preferred Policy Mix and Sensitivity Testing

10.67 In the proceeding analysis the impact of if the Council's policy options have been tested separably and cumulatively, and under various options, for example under different tenure mixes. Having discussed these with the Council a final set of appraisals has been run on the following assumptions.

- | | | |
|----|-------------------------|---|
| a. | Affordable Housing | 30% (Intermediate Housing 35%, Affordable Rent 65%). Nil rate in the built-up area of Dover |
| b. | Design | 95% Accessible and Adaptable – Category 2, 5% Wheelchair Adaptable – Category 3 NDSS Water efficiency 10% Biodiversity Net Gain Future Homes Standard – Option 2 |
| c. | Developer Contributions | Typologies £4,000/unit and Strategic Sites £20,000/unit. |

- 10.68 The move to a zero affordable housing target in the built-up area is a significant shift in policy for the Council. Historically, limited amounts of affordable housing have been secured within the town.
- 10.69 There are two options available to the Council in this regard. The first is to continue with the 30% target and accept site specific viability assessments on a site by site basis as planning applications are submitted. Whilst such an approach would be allowable under the PPG, it is not recommended. Paragraph 10-008-20190509 of the PPG sets out that 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 viability assessment shows such development is not viable, so the onus would logically fall on the Council to demonstrate a change in circumstances.
- 10.70 The second option is to set a zero target. Hopefully this will lead to development coming forward, which will, in turn, lead to an increase in prices. If there is evidence of a change in prices, the Council should review this aspect of the planning policy.
- 10.71 For now, the Council has decided not to require Electric Vehicle charging points. The viability analysis does indicate that most development can bear such requirements, however there are practical issues around industry standardisation and the additional costs are significant. Likewise, the Council is not opting to incorporate the 10% 'Merton' on-site generation for now.
- 10.72 It is acknowledged that there is a debate ongoing across the County about seeking biodiversity net gain over and above the 10% requirement being introduced through the Environment Bill. Whilst the viability evidence shows that the impact of this, in isolation, is relatively small, care must be taken when applying multiple layers of policy.
- 10.73 In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.
- 10.74 A further set of appraisals has been run on this basis. These are directly comparable to the results set out in Tables 10.2 and 10.3 above.

Table 10.15a Residential Development – Residual Values
Higher, Strategic Sites and Medium - Recommended Policy Mix

| | | | | | | | Area (ha) | | | Units | Residual Value (£) | | |
|---------|--------------------|-----------|-------|--------------|--|--|-----------|--------|-------|-----------|--------------------|------------|------|
| | | | | | | | Gross | Net | | | Gross ha | Net ha | Site |
| Site 2 | Large Green 150 | Higher | Green | Agricultural | | | 5.00 | 4.16 | 150 | 737,758 | 887,746 | 3,688,789 | |
| Site 3 | Medium Green 80 | Higher | Green | Agricultural | | | 2.67 | 2.22 | 80 | 726,660 | 871,664 | 1,937,760 | |
| Site 4 | Medium Green 40 | Higher | Green | Agricultural | | | 1.33 | 1.11 | 40 | 712,200 | 854,847 | 949,600 | |
| Site 6 | Medium Green 20 LD | Higher | Green | Agricultural | | | 0.80 | 0.69 | 20 | 656,318 | 765,986 | 525,055 | |
| Site 7 | Small Green 12 | Higher | Green | Paddock | | | 0.40 | 0.33 | 12 | 1,208,011 | 1,459,050 | 483,204 | |
| Site 8 | Small 8 | Higher | Green | Paddock | | | 0.27 | 0.27 | 8 | 1,332,486 | 1,332,486 | 355,330 | |
| Site 9 | Small 6 | Higher | Green | Paddock | | | 0.20 | 0.20 | 6 | 1,424,183 | 1,424,183 | 284,837 | |
| Site 10 | Small 3 | Higher | Green | Paddock | | | 0.10 | 0.10 | 3 | 2,266,804 | 2,266,804 | 226,680 | |
| Site 22 | Sth Aylesham | Aylesham | Green | Agricultural | | | 26.20 | 20.31 | 650 | 56,220 | 72,516 | 1,472,974 | |
| Site 23 | Nth Aylesham | Aylesham | Green | Agricultural | | | 26.04 | 15.63 | 500 | 47,286 | 78,810 | 1,231,402 | |
| Site 24 | Whitfield | Whitfield | Mixed | Mixed | | | 209.22 | 125.53 | 4,017 | -27,494 | -45,823 | -5,752,202 | |
| Site 25 | Whitfield Plus | Whitfield | Green | Agricultural | | | 240.47 | 144.28 | 4,617 | -34,764 | -57,939 | -8,359,583 | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| Site 1 | Large Green 400 | Medium | Green | Agricultural | | | 13.33 | 11.12 | 400 | 601,547 | 721,519 | 8,020,620 | |
| Site 2 | Large Green 150 | Medium | Green | Agricultural | | | 5.00 | 4.16 | 150 | 666,177 | 801,613 | 3,330,885 | |
| Site 3 | Medium Green 80 | Medium | Green | Agricultural | | | 2.67 | 2.22 | 80 | 657,122 | 788,250 | 1,752,325 | |
| Site 4 | Medium Green 40 | Medium | Green | Agricultural | | | 1.33 | 1.11 | 40 | 640,983 | 769,365 | 854,644 | |
| Site 5 | Medium Green 20 | Medium | Green | Agricultural | | | 0.67 | 0.56 | 20 | 639,110 | 767,539 | 426,073 | |
| Site 6 | Medium Green 20 LD | Medium | Green | Agricultural | | | 0.80 | 0.69 | 20 | 593,393 | 692,545 | 474,714 | |
| Site 7 | Small Green 12 | Medium | Green | Paddock | | | 0.40 | 0.33 | 12 | 1,208,011 | 1,459,050 | 483,204 | |
| Site 9 | Small 6 | Medium | Green | Paddock | | | 0.20 | 0.20 | 6 | 1,424,183 | 1,424,183 | 284,837 | |
| Site 16 | PDL 30 | Medium | PDL | Industrial | | | 0.86 | 0.69 | 30 | 510,488 | 629,767 | 437,561 | |
| Site 18 | PDL 12 | Medium | PDL | Industrial | | | 0.30 | 0.24 | 12 | 985,823 | 1,241,948 | 295,747 | |
| Site 19 | PDL 12 HD | Medium | PDL | Industrial | | | 0.22 | 0.20 | 12 | 1,342,463 | 1,491,625 | 298,325 | |
| Site 20 | PDL 6 | Medium | Mixed | Industrial | | | 0.10 | 0.10 | 6 | 2,798,849 | 2,798,849 | 279,885 | |

Source: HDH (September 2020)

Table 10.15b Residential Development – Residual Values
Lower and Dover Built-up Area - Recommended Policy Mix

| | | | | | | | Area (ha) | | Units | Residual Value (£) | | |
|---------|--------------------|-------|-------|--------------|-------|-------|-----------|------------|------------|--------------------|--------|------|
| | | | | | | | Gross | Net | | Gross ha | Net ha | Site |
| Site 1 | Large Green 400 | Lower | Green | Agricultural | 13.33 | 11.12 | 400 | 342,009 | 410,219 | 4,560,119 | | |
| Site 2 | Large Green 150 | Lower | Green | Agricultural | 5.00 | 4.16 | 150 | 379,854 | 457,079 | 1,899,268 | | |
| Site 3 | Medium Green 80 | Lower | Green | Agricultural | 2.67 | 2.22 | 80 | 378,970 | 454,593 | 1,010,586 | | |
| Site 4 | Medium Green 40 | Lower | Green | Agricultural | 1.33 | 1.11 | 40 | 356,112 | 427,438 | 474,816 | | |
| Site 5 | Medium Green 20 | Lower | Green | Agricultural | 0.67 | 0.56 | 20 | 348,367 | 418,371 | 232,245 | | |
| Site 6 | Medium Green 20 LD | Lower | Green | Agricultural | 0.80 | 0.69 | 20 | 341,690 | 398,784 | 273,352 | | |
| Site 7 | Small Green 12 | Lower | Green | Paddock | 0.40 | 0.33 | 12 | 614,913 | 742,699 | 245,965 | | |
| Site 8 | Small 8 | Lower | Green | Paddock | 0.27 | 0.27 | 8 | 715,942 | 715,942 | 190,918 | | |
| Site 18 | PDL 12 | Lower | PDL | Industrial | 0.30 | 0.24 | 12 | 900,712 | 1,134,724 | 270,214 | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Site 11 | PDL 300 | Dover | PDL | Industrial | 6.67 | 5.04 | 300 | -1,491,088 | -1,972,042 | -9,940,585 | | |
| Site 13 | PDL 200 HD | Dover | PDL | Industrial | 3.42 | 3.08 | 200 | -2,141,358 | -2,379,287 | -7,320,883 | | |
| Site 14 | PDL 100 | Dover | PDL | Industrial | 2.00 | 1.46 | 100 | -1,840,915 | -2,526,643 | -3,681,829 | | |
| Site 15 | PDL 100 HD | Dover | PDL | Industrial | 0.93 | 0.83 | 100 | -5,472,951 | -6,081,056 | -5,067,547 | | |
| Site 16 | PDL 30 | Dover | PDL | Industrial | 0.86 | 0.69 | 30 | -1,290,731 | -1,592,319 | -1,106,341 | | |
| Site 17 | PDL 30 HD | Dover | PDL | Industrial | 0.33 | 0.30 | 30 | -4,022,086 | -4,468,984 | -1,340,695 | | |
| Site 18 | PDL 12 | Dover | PDL | Industrial | 0.30 | 0.24 | 12 | -897,613 | -1,130,819 | -269,284 | | |
| Site 19 | PDL 12 HD | Dover | PDL | Industrial | 0.22 | 0.20 | 12 | -2,160,620 | -2,400,689 | -480,138 | | |

Source: HDH (September 2020)

10.75 In the following tables the Residual Value is compared with the BLV. The BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

| Table 10.16a Residential Development – Residual Values v BLV | | | | | |
|---|--------------------|-----------|--------------------|----------------------|----------------|
| Higher and Strategic Sites - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 737,758 |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 726,660 |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 712,200 |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 656,318 |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,208,011 |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,332,486 |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,424,183 |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,266,804 |
| Site 22 | Sth Aylesham | Aylesham | 25,000 | 425,000 | 56,220 |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 47,286 |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -27,494 |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -34,764 |

Source: HDH (September 2020)

| Table 10.16b Residential Development – Residual Values v BLV | | | | | |
|---|--------------------|--------|--------------------|----------------------|----------------|
| Medium - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 601,547 |
| Site 2 | Large Green 150 | Medium | 22,500 | 422,500 | 666,177 |
| Site 3 | Medium Green 80 | Medium | 22,500 | 422,500 | 657,122 |
| Site 4 | Medium Green 40 | Medium | 22,500 | 422,500 | 640,983 |
| Site 5 | Medium Green 20 | Medium | 22,500 | 422,500 | 639,110 |
| Site 6 | Medium Green 20 LD | Medium | 22,500 | 422,500 | 593,393 |
| Site 7 | Small Green 12 | Medium | 50,000 | 450,000 | 1,208,011 |
| Site 9 | Small 6 | Medium | 50,000 | 450,000 | 1,424,183 |
| Site 16 | PDL 30 | Medium | 1,200,000 | 1,440,000 | 510,488 |
| Site 18 | PDL 12 | Medium | 1,200,000 | 1,440,000 | 985,823 |
| Site 19 | PDL 12 HD | Medium | 1,200,000 | 1,440,000 | 1,342,463 |
| Site 20 | PDL 6 | Medium | 1,200,000 | 1,440,000 | 2,798,849 |

Source: HDH (September 2020)

| Table 10.16c Residential Development – Residual Values v BLV | | | | | |
|---|--------------------|-------|--------------------|----------------------|----------------|
| Lower - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Lower | 22,500 | 422,500 | 342,009 |
| Site 2 | Large Green 150 | Lower | 22,500 | 422,500 | 379,854 |
| Site 3 | Medium Green 80 | Lower | 22,500 | 422,500 | 378,970 |
| Site 4 | Medium Green 40 | Lower | 22,500 | 422,500 | 356,112 |
| Site 5 | Medium Green 20 | Lower | 22,500 | 422,500 | 348,367 |
| Site 6 | Medium Green 20 LD | Lower | 22,500 | 422,500 | 341,690 |
| Site 7 | Small Green 12 | Lower | 50,000 | 450,000 | 614,913 |
| Site 8 | Small 8 | Lower | 50,000 | 450,000 | 715,942 |
| Site 18 | PDL 12 | Lower | 1,200,000 | 1,440,000 | 900,712 |

Source: HDH (September 2020)

| Table 10.16d Residential Development – Residual Values v BLV | | | | | |
|---|------------|-------|--------------------|----------------------|----------------|
| Dover Town - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,491,088 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -2,141,358 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,840,915 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -5,472,951 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -1,290,731 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -4,022,086 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -897,613 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -2,160,620 |

Source: HDH (September 2020)

10.76 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 produces various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 11.3% over the next 3 years¹⁰⁵. We have tested a range of scenarios with varied increases in build costs.

10.77 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 several price

¹⁰⁵ BCIS General Build Cost Index August 2020 = 361.5, August 2023 = 402.6 (updated September 2020). $402.6 - 361.5 \div 3 = 11.3\%$

change scenarios. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that in the tables (that are set out in **Appendix 11**), only the costs of construction and the value of the market housing are altered.

- 10.78 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. Conversely a modest increase in value could have a significant impact in improving viability.

Review

- 10.79 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 improving. There is however some level of uncertainty. Bearing in mind Dover 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.

- 10.80 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.

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.

PPG 10-009-20180724

- 10.81 It is recommended that, on sites where the policy requirements are flexed, the Council includes review mechanisms.

Older People's Housing

- 10.82 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 £2,000/unit. The full appraisals are set out in **Appendix 12** below:

| Table 10.17 Sheltered Housing, Appraisal Results (£/ha) | | | | | | |
|--|--------------|--------------|------------------|------------------|------------------|-------------------|
| | | Affordable % | EUV | BLV | Residual Value | |
| | | | | | Deal | Wider DDC |
| Site 1 | Green | 30% | 22,500 | 422,500 | 1,442,607 | -1,456,557 |
| Site 2 | Green | 0% | 22,500 | 422,500 | 3,417,856 | -93,242 |
| Site 3 | Green | 5% | 22,500 | 422,500 | 2,924,044 | -428,441 |
| Site 4 | Green | 10% | 22,500 | 422,500 | 2,430,232 | -764,194 |
| Site 5 | Green | 15% | 22,500 | 422,500 | 1,936,419 | -1,110,376 |
| Site 6 | Green | 20% | 22,500 | 422,500 | 1,442,607 | -1,456,557 |
| Site 7 | Green | 25% | 22,500 | 422,500 | 948,795 | -1,802,739 |
| Site 8 | Green | 30% | 22,500 | 422,500 | 453,678 | -2,148,921 |
| Site 13 | Brown | 30% | 1,200,000 | 1,440,000 | 265,511 | -2,724,901 |
| Site 14 | Brown | 0% | 1,200,000 | 1,440,000 | 2,248,013 | -1,337,901 |
| Site 15 | Brown | 5% | 1,200,000 | 1,440,000 | 1,754,201 | -1,684,083 |
| Site 16 | Brown | 10% | 1,200,000 | 1,440,000 | 1,260,388 | -2,030,264 |
| Site 17 | Brown | 15% | 1,200,000 | 1,440,000 | 766,576 | -2,376,446 |
| Site 18 | Brown | 20% | 1,200,000 | 1,440,000 | 265,511 | -2,724,901 |
| Site 19 | Brown | 25% | 1,200,000 | 1,440,000 | -252,627 | -3,076,708 |
| Site 20 | Brown | 30% | 1,200,000 | 1,440,000 | -770,765 | -3,428,515 |

Source: HDH (September 2020)

| Table 10.18 Extracare Housing, Appraisal Results (£/ha) | | | | | | |
|--|--------------|--------------|------------------|------------------|-------------------|-------------------|
| | | Affordable % | EUJ | BLV | Residual Value | |
| | | | | | Deal | Wider DDC |
| Site 1 | Green | 30% | 22,500 | 422,500 | -1,565,423 | -5,069,393 |
| Site 2 | Green | 0% | 22,500 | 422,500 | 2,311,010 | -2,446,560 |
| Site 3 | Green | 5% | 22,500 | 422,500 | 1,683,589 | -2,878,435 |
| Site 4 | Green | 10% | 22,500 | 422,500 | 1,056,169 | -3,313,790 |
| Site 5 | Green | 15% | 22,500 | 422,500 | 426,683 | -3,752,691 |
| Site 6 | Green | 20% | 22,500 | 422,500 | -229,149 | -4,191,592 |
| Site 7 | Green | 25% | 22,500 | 422,500 | -887,477 | -4,630,493 |
| Site 8 | Green | 30% | 22,500 | 422,500 | -1,565,423 | -5,069,393 |
| Site 13 | Brown | 30% | 1,200,000 | 1,440,000 | -3,207,262 | -6,746,552 |
| Site 14 | Brown | 0% | 1,200,000 | 1,440,000 | 792,432 | -4,102,655 |
| Site 15 | Brown | 5% | 1,200,000 | 1,440,000 | 152,718 | -4,541,277 |
| Site 16 | Brown | 10% | 1,200,000 | 1,440,000 | -505,344 | -4,979,899 |
| Site 17 | Brown | 15% | 1,200,000 | 1,440,000 | -1,168,380 | -5,418,520 |
| Site 18 | Brown | 20% | 1,200,000 | 1,440,000 | -1,848,007 | -5,857,142 |
| Site 19 | Brown | 25% | 1,200,000 | 1,440,000 | -2,527,635 | -6,300,787 |
| Site 20 | Brown | 30% | 1,200,000 | 1,440,000 | -3,207,262 | -6,746,552 |

Source: HDH (September 2020)

- 10.83 In the case of Sheltered housing, the appraisals produce a residual value that is over the BLV at 30% Affordable Housing on greenfield sites, but only 5% on brownfield sites.
- 10.84 In the case of Extracare housing, the Residual Value does not exceed the BLV, even without Affordable Housing.
- 10.85 Care should be taken when considering additional policy requirements in this sector.
- 10.86 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 develop a specific Affordable Housing policy for Sheltered and Extracare Housing.

11. Non-Residential Appraisals

- 11.1 Based on the assumptions set out previously, we have run a set of financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 13** and summarised in the table below.
- 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.
- 11.4 The full appraisals are set in **Appendix 13** below.

Employment uses

- 11.5 Firstly, the main employment uses are considered.

| Table 11.1 Employment Appraisal Results | | | | | |
|--|-------------|--------------------|-------------------|-------------------|--------------------|
| Greenfield | | | | | |
| | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial |
| RESIDUAL VALUE | Site | -1,826,898 | -2,007,643 | -318,267 | -266,132 |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 |
| Viability Threshold | £/ha | 422,500 | 422,500 | 422,500 | 422,500 |
| Residual Value | £/ha | -29,230,370 | -5,019,108 | -318,267 | -2,661,324 |
| Brownfield | | | | | |
| | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial |
| RESIDUAL VALUE | Site | -2,101,003 | -2,281,123 | -592,872 | -305,910 |
| Existing Use Value | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Viability Threshold | £/ha | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| Residual Value | £/ha | -33,616,048 | -5,702,808 | -592,872 | -3,059,100 |

Source: HDH (September 2020)

- 11.6 To a large extent the above results are reflective of the current market. Office development and industrial are both shown as being unviable, however this is not just an issue here, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward, for example at the White Horse Business Park at Dover and at the Discovery Park at Sandwich), it tends to be from existing businesses for operational reasons.
- 11.7 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. The limited development that is coming forward in the area is largely user-led, being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.8 It is clear that the delivery of the employment uses is limited. We would urge caution in relation to setting policy requirements for employment uses that would impact on viability.

Retail and Hotel Development

11.9 Secondly, appraisals have been prepared for the retail and hotel uses.

| Table 11.2 Retail and Hotels Appraisal Results | | | | | |
|---|-------------|------------------|------------------|------------------|---------------------|
| Greenfield | | | | | |
| | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket |
| RESIDUAL VALUE | Site | 231,901 | -119,101 | 8,660,907 | 2,582,603 |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 |
| Viability Threshold | £/ha | 422,500 | 422,500 | 422,500 | 422,500 |
| Residual Value | £/ha | 9,276,034 | -4,764,041 | 6,495,680 | 8,608,676 |
| | | Retail Warehouse | Hotel | | |
| RESIDUAL VALUE | Site | 4,850,417 | 1,896,595 | | |
| Existing Use Value | £/ha | 22,500 | 22,500 | | |
| Viability Threshold | £/ha | 422,500 | 422,500 | | |
| Residual Value | £/ha | 6,063,021 | 5,119,014 | | |
| Brownfield | | | | | |
| | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket |
| RESIDUAL VALUE | Site | 218,632 | -132,370 | 8,173,027 | 2,442,017 |
| Existing Use Value | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Viability Threshold | £/ha | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| Residual Value | £/ha | 8,745,292 | -5,294,783 | 6,129,770 | 8,140,055 |
| | | Retail Warehouse | Hotel | | |
| RESIDUAL VALUE | Site | 4,569,657 | 1,732,118 | | |
| Existing Use Value | £/ha | 1,200,000 | 1,200,000 | | |
| Viability Threshold | £/ha | 1,440,000 | 1,440,000 | | |
| Residual Value | £/ha | 5,712,071 | 4,675,081 | | |

Source: HDH (September 2020)

11.10 Prime retail (which is relatively limited in the District) and the larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin, however, as would be expected, the smaller format secondary retail is not.

11.11 Hotel development is shown as viable.



12. Findings and Recommendations

- 12.1 This chapter 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 national planning policy. As this is a summary chapter, some of the content of earlier chapters is repeated.
- 12.2 This Viability Study sets out the methodology used, the key assumptions adopted, and the results. It has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The 2019 National Planning Policy Framework (2019 NPPF), the updated Planning Practice Guidance (July 2018) (PPG) and the Harman Viability Guidance require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus was achieved.
- 12.3 Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. This Viability Study has been commissioned to inform the further development of the emerging Local Plan. HDH Planning & Development Ltd has been appointed to advise the Council in connection with several matters:
- a. To test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
 - b. To review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs, without putting at risk the economic viability of development in the District.

Compliance

- 12.4 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As such it is necessary to have regard to RICS Professional Standards and Guidance. It is confirmed that this study has been carried out in line with *Financial viability in planning: conduct and reporting RICS professional statement, England (1st Edition, May 2019)*.
- 12.5 In December 2019 the RICS published draft technical guidance in the form of RICS draft guidance note - Assessing financial viability in planning under the National Planning Policy Framework for England, 1st edition for consultation. Whilst this is a draft document, we confirm that this report is generally in accordance with this further draft guidance (in as far as it relates to plan-wide viability assessments).

COVID 19

- 12.6 This update is being carried out during the coronavirus pandemic. There are real material 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. This assessment is conducted at April 2020 costs and values.

Viability Testing under the 2019 NPPF and Updated PPG

- 12.7 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 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.'*
- 12.8 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.
- 12.9 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+).

- 12.10 The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable.

Viability Guidance

- 12.11 There is no specific technical guidance on how to test viability in the 2019 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.

12.12 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

$$\begin{array}{r} \textbf{Gross Development Value} \\ \text{(The combined value of the complete development)} \\ \text{LESS} \\ \textbf{Cost of creating the asset, including a profit margin} \\ \text{(Construction + fees + finance charges)} \\ = \\ \textbf{RESIDUAL VALUE} \end{array}$$

12.13 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).

12.14 The 2019 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 Dover District 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.

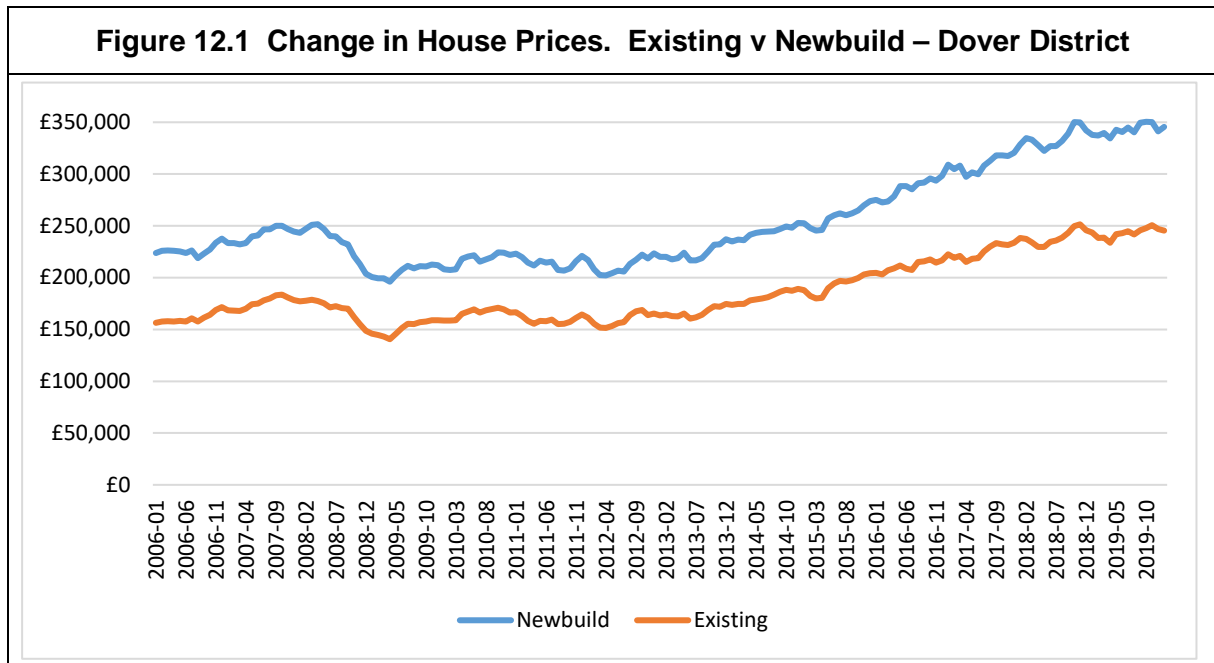
12.15 Consultation formed part of the preparation of this study. An event was held during August 2020. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited.

Residential Market

12.16 An assessment of the housing market was undertaken. The study is concerned not just with the prices but the differences across different areas.

12.17 When ranked across England and Wales, the average house price for DDC is 160th (out of 339) at £278,428. To set this in context, the Council at the middle of the rank (169 – Medway), has an average price of £268,013. The Dover median price is lower than the average at £250,000.

12.18 The housing market peaked late in 2007 and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'. Average house prices in Dover are now about 30% above the 2007 peak. Whilst these increases are substantial, the rates of increase are a less than seen across Kent (41%) or the wider South East (35%). Over the same period house prices have increased by over 60% in London. 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 DDC (£345,433) is £99,884, or 41% higher than the average price paid for existing homes (£245,459).

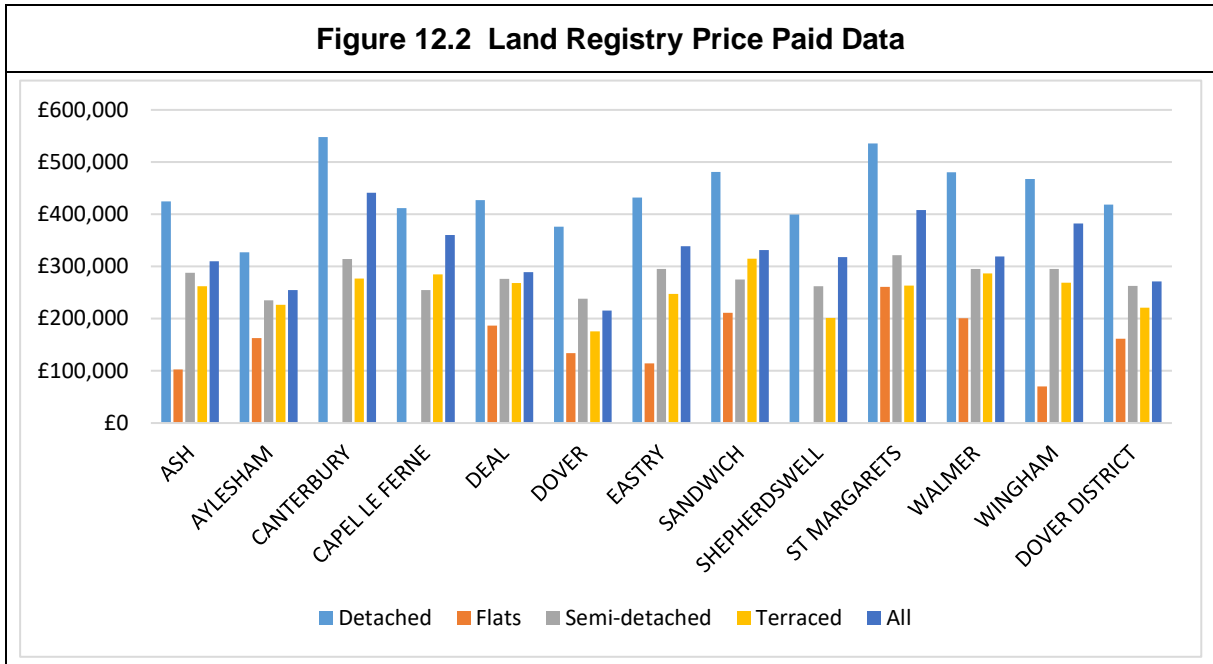


Source: Land Registry (July 2020)

- 12.19 This report is being completed after the United Kingdom has 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. Negotiations around the details of the future relationship with the EU are underway but not concluded, so the future of trade with the EU and wider world are not yet known.
- 12.20 A further uncertainty is around the coronavirus pandemic. This project is being completed during the coronavirus pandemic. There are uncertainties around the values of property that are a result of the Covid 19 pandemic.
- 12.21 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. This report is carried out at current costs and values. Sensitivity testing has been carried out.

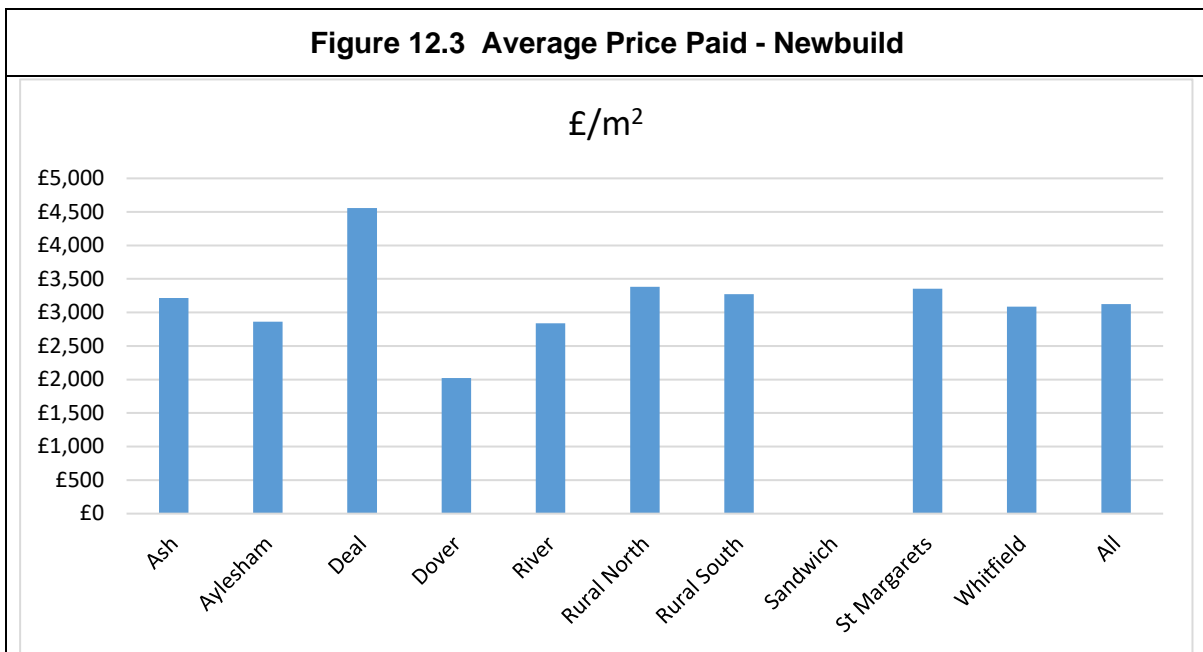
The Local Market

- 12.22 A survey of asking prices across the District was carried out in June 2020. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated. The Land Registry publishes data of all homes sold. Across the Dover District Council area, 4,481 home sales are recorded since the start of 2018. These transactions (as recorded by the Land Registry) are summarised as follows – these are sorted by ‘post town’ as per the Land Registry dataset.



Source: Land Registry (July 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0

12.23 The 220 newbuild home sales have been further analysed. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC contains the floor area (the Gross Internal Area – GIA). The price paid data from the Land Registry has been married with the floor area from the EPC Register.



Source: Land Registry and EPC Register (April 2020) Contains HM Land Registry data © Crown copyright and database 2020. This data is licensed under the Open Government Licence v3.0.

12.24 Bringing together the evidence, the following price assumptions are used, where the following areas are used:

Higher Being the north of the District.

- Medium Being the Coastal Towns to the east of the District and the Rural areas and settlements to the south of the District.
- Lower Being the sites within and adjacent to Aylesham and the sites adjacent to wider Dover, principally to the north and west of the Dover built-up area, and Whitfield.
- Dover Town Being the relatively tightly defined area of the built-up area of Dover.

| Table 12.1 Post-Consultation Residential Price Assumptions (£/m²) | | | | |
|---|--------|--------|--------|------------|
| | Higher | Medium | Lower | Dover Town |
| Brownfield | | £3,350 | £3,200 | £2,300 |
| Urban Flatted Schemes | | £4,250 | £3,300 | £2,300 |
| Large Greenfield Sites | £3,350 | £3,300 | £3,100 | |
| Medium Greenfield Sites | £3,350 | £3,300 | £3,100 | |
| Small Greenfield Sites | £3,500 | £3,500 | £3,100 | |

Source: HDH (September 2020)

Build to Rent

- 12.25 Build to Rent schemes are a growing development format. The value of housing that is restricted to being Private Rented Sector (PRS) housing is different to that of unrestricted market housing. 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.
- 12.26 We have undertaken a survey of market rents across the District and having considered a range of sources a gross yield of 6% has been assumed. It is also assumed that such development will be flatted and in or close to the City / town centres. We have assumed a value for private rent, across the District, of £3,100/m².

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 £1,270/m².
 - b. Affordable Rent £1,930/m².
 - c. Intermediate Products for Sale 70% of Open Market Value.

Non-Residential Market

- 12.28 The following assumptions have been used:

| Table 12.2 Commercial Values £/m² 2019 | | | | | |
|--|-----------------------|-------|------------------|--------|------------|
| | Rent £/m ² | Yield | Rent free period | | Assumption |
| Offices - Large | £180 | 6.75% | 1.0 | £2,498 | £2,500 |
| Offices - Small | £180 | 8.00% | 1.0 | £2,083 | £2,100 |
| Industrial - Large | £100 | 7.00% | 1.0 | £1,335 | £1,335 |
| Industrial - Small | £100 | 9.00% | 1.0 | £1,019 | £1,335 |
| Retail - Central | £250 | 6.00% | 1.0 | £3,931 | £4,000 |
| Retail (elsewhere) | £130 | 9.00% | 1.0 | £1,325 | £1,200 |
| Supermarket | £280 | 5.00% | 1.0 | £5,333 | £5,300 |
| Retail warehouse | £200 | 6.00% | 2.0 | £2,967 | £3,000 |
| Hotel (per room) | £5,000 | 5.00% | 0.0 | £4,049 | £4,050 |

Source: HDH (July 2020)

Land Values

12.29 In this assessment the following Existing Use Value (EUV) assumptions are used.

| Table 12.3 Existing Use Value Land Prices £/ha | |
|---|------------|
| PDL | £1,200,000 |
| Agricultural | £22,500 |
| Paddock | £50,000 |

Source: HDH (September 2020)

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 Sites: EUV Plus 20%.
- b. Greenfield Sites: EUV Plus £400,000/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 £1,347/m² at the time of this study. 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

- 12.33 In addition to the BCIS £/m² 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

- 12.34 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

- 12.35 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

- 12.36 For previously undeveloped and otherwise straightforward (greenfield) 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 on the remainder.

S106 Contributions and the costs of infrastructure

- 12.37 Based on discussions with the Council, an assumption of £4,000/unit for major development sites, excluding Strategic Sites has been used. This is informed by the typically collected historic payments. At the time of this report, the Council does not have site specific estimates of the strategic infrastructure and mitigation costs for the Strategic Sites. An assumption of £20,000/unit is used. Bearing in mind the considerable uncertainty in this regard, a range of costs of up to £40,000/unit is tested.

Financial and Other Appraisal Assumptions

- 12.38 Our appraisals assume interest of 6.5% p.a. for total debit balances, we have made no allowance for any equity provided by the developer.

Developers' return

- 12.39 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. 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'. An assumption of 17.5% is used across market and affordable housing.

Site Acquisition and Disposal Costs

- 12.40 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

- 12.41 The specific purpose of this study is to consider the cumulative impact of the policies in the emerging Local Plan.
- 12.42 The new Local Plan will replace the current *Dover District Core Strategy (2010)* and the *Land Allocations Local Plan (2015)* and various Supplementary Planning Documents. The Council is aiming to publish the *Draft Dover District Local Plan* for a Regulation 18 consultation later this year. We have been provided with a copy of the working draft as at 1st September 2020 and this forms the basis of the testing in this report.

Modelling

- 12.43 The approach is to model a set of development sites (typologies) that are broadly representative of the type of development that is likely to come forward under the new Local Plan.
- 12.44 The emerging Plan also includes seven potential Strategic Sites. These are modelled individually.

Residential Development

- 12.45 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 EUV by a satisfactory margin, being the Benchmark Land Value (BLV).
- 12.46 Several sets of appraisals have been run, including with varied levels of affordable housing and developer contributions. These base appraisals are based on the following assumptions.
- a. Affordable Housing 30% (Intermediate Housing 35%, Affordable Rent 65%).
 - b. Design 95% Accessible and Adaptable – Category 2, 5%
Wheelchair and Adaptable – Category 3
NDSS. Water efficiency, Car Charging Points
10% Biodiversity Net Gain

Future Homes Standard – Option 2

c. Developer Contributions Typologies £4,000/unit and Strategic Sites £20,000/unit.

12.47 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each typology. The higher density sites generally have higher Residual Values, and the additional costs associated with brownfield sites result in lower Residual Values. 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.

12.48 In the following tables the Residual Value is compared with the BLV. The BLV being an amount over the Existing Use Value that is sufficient to provide the landowner with a premium, and induce them to sell the land for development, as set out in Chapter 6 above.

| Table 12.4a Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-----------|--------------------|----------------------|----------------|
| Higher and Strategic Sites | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 711,952 |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 701,774 |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 686,501 |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 633,836 |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,181,509 |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,305,384 |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,395,746 |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,234,464 |
| Site 22 | Sth Aylesham | Aylesham | 25,000 | 425,000 | 37,724 |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 32,499 |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -38,545 |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -45,710 |

Source: HDH (September 2020)

| Table 12.4b Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|--------|--------------------|----------------------|----------------|
| Medium | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 578,253 |
| Site 2 | Large Green 150 | Medium | 22,500 | 422,500 | 640,371 |
| Site 3 | Medium Green 80 | Medium | 22,500 | 422,500 | 632,236 |
| Site 4 | Medium Green 40 | Medium | 22,500 | 422,500 | 615,283 |
| Site 5 | Medium Green 20 | Medium | 22,500 | 422,500 | 613,013 |
| Site 6 | Medium Green 20 LD | Medium | 22,500 | 422,500 | 570,910 |
| Site 7 | Small Green 12 | Medium | 50,000 | 450,000 | 1,181,509 |
| Site 9 | Small 6 | Medium | 50,000 | 450,000 | 1,395,746 |
| Site 16 | PDL 30 | Medium | 1,200,000 | 1,440,000 | 479,326 |
| Site 18 | PDL 12 | Medium | 1,200,000 | 1,440,000 | 951,788 |
| Site 19 | PDL 12 HD | Medium | 1,200,000 | 1,440,000 | 1,309,643 |
| Site 20 | PDL 6 | Medium | 1,200,000 | 1,440,000 | 2,746,061 |

Source: HDH (September 2020)

| Table 12.4c Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-------|--------------------|----------------------|----------------|
| Lower | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Lower | 22,500 | 422,500 | 318,715 |
| Site 2 | Large Green 150 | Lower | 22,500 | 422,500 | 354,048 |
| Site 3 | Medium Green 80 | Lower | 22,500 | 422,500 | 354,084 |
| Site 4 | Medium Green 40 | Lower | 22,500 | 422,500 | 330,413 |
| Site 5 | Medium Green 20 | Lower | 22,500 | 422,500 | 321,514 |
| Site 6 | Medium Green 20 LD | Lower | 22,500 | 422,500 | 319,207 |
| Site 7 | Small Green 12 | Lower | 50,000 | 450,000 | 587,643 |
| Site 8 | Small 8 | Lower | 50,000 | 450,000 | 688,055 |
| Site 18 | PDL 12 | Lower | 1,200,000 | 1,440,000 | 866,677 |

Source: HDH (September 2020)

| Table 12.4d Residential Development – Residual Values v BLV | | | | | |
|--|------------|-------|--------------------|----------------------|----------------|
| Dover Town | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,533,039 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -2,192,984 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,889,913 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -5,554,759 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -1,325,376 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -4,091,054 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -934,968 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -2,197,074 |

Source: HDH (September 2020)

12.49 The above appraisals are based on the base range of potential policy requests that the Council is considering, the additional policy areas that are under consideration are considered below. Generally, the greenfield sites produce a Residual Value that is in excess of the Benchmark Land Value indicating that such sites are likely to be viable. Having said this, the sites that are in the Lower Value Area (Aylesham and adjacent to Dover) produce a Residual Value that is a little less than the BLV, but well over the Existing Use Value, and the sites in Dover are all shown as unviable with a Residual Value that is less than the EUV.

Varied Affordable Housing

12.50 The analysis in the base appraisals assumes that the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. Different levels of affordable housing have been tested.

12.51 On average, across all the typologies, a 10% increase in affordable housing results in a fall in the Residual Value of about £200,000/ha, meaning that each 10% of affordable housing reduces the amount a developer can pay a landowner for a parcel of land by about £200,000ha. On average, a 30% affordable housing requirement reduces the Residual Value by about £550,000/ha or so, although this varies across the sites and typologies.

- a. In the higher value area, all the greenfield typologies are viable and there may be scope to increase the affordable housing requirement above 30%. However, due to the current uncertainty in the housing market and wider economy, we would suggest caution in this regard. Further, relatively little development is planned in this area (less than 15% of units excluding the Strategic Sites) so ultimately the impact may be modest. The Council can be confident that development in this area will be forthcoming.
- b. In the medium value area, all the greenfield sites produce a Residual Value that is above the BLV at 35% affordable housing with some at 40%. These typologies

represent over 40% of the planned development (excluding Strategic Sites). The Council can be confident that greenfield development in this area will be forthcoming.

The typologies representing the brownfield sites are generally unable to bear the 30% affordable housing, however these represent less than 5% of the planned development (excluding the Strategic Sites). The Council should be cautious about relying on these types of site in the early years of the Plan, and should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example, where there is a recent planning consent.

- c. There are only three potential allocations, with about 1% of the planned units (excluding the Strategic Sites) in the lower value area. The greenfield typologies produce a Residual Value that is in excess of the BLV at 20% affordable housing, but not at 30% affordable housing. The Council should be cautious about relying on these types of site in the early years of the Plan.
- d. All the typologies in the built-up area of Dover are shown as unviable, even without affordable housing. This a factor of all the sites being on previously developed land, so being subject to higher development costs and contingencies, and the lower values attributed to development in the town. The Council should be cautious about relying on these types of site in the early years of the Plan, and should only rely on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming.
- e. For the Strategic Sites, an allowance of £20,000 per unit is made for strategic infrastructure costs. At the time of this report the Council has not completed its assessment of the infrastructure requirements, so this is a figure that is used for illustrative purposes. On these sites, viability is constrained. To a large extent these findings are to be expected at this stage of the plan-making process as the delivery of any large site is challenging, so, rather than draw firm conclusions at this stage, 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.

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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Varied Developer Contributions

- 12.52 In the base appraisals an assumption of £4,000/unit is used for the general development with £20,000/unit for the Strategic Sites. A range of requirements is tested.

- 12.53 On average, across all the typologies, an increase in the Developer Contributions of £5,000/unit (applied to market and affordable housing) results in a fall in the Residual Value of about £175,000/ha, meaning that each additional £5,000/unit sought for developer contributions reduces the amount a developer can pay a landowner for a parcel of land by about £175,000/ha.
- 12.54 The analysis suggests that, where there is a 30% affordable housing requirement, there is relatively limited capacity for development to bear significant developer contributions that are over and above £10,000/unit.
- 12.55 The Government published *White Paper: Planning for the Future* (MHCLG, August 2020) as various supporting documents. The key proposals are:

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.

- 12.56 The above analysis should be given limited weight as the outcome of the Government's consultation is not yet known. Having said this, the appraisals indicate that the greenfield sites in the Higher and Medium Value areas may be able to bear a contribution of 10% of GDV, but elsewhere it would be less.

Costs Policies

- 12.57 The Council is considering a range of policy requirements. The cost of these have been considered individually and then cumulatively.
- 12.58 The cost of the individual policy requirements varies between the greenfield and the brownfield sites, largely because of the density assumptions, the brownfield sites being modelled at higher densities.
- 12.59 The cost of the increased water standard is very modest and unlikely to have an impact on viability. The costs of the Accessible and Adaptable Standards (Part M4 (2)) is generally about £20,000/ha when applied at all the new homes. The introduction of 5% Wheelchair Adaptable standards (Part M4 (3)), when combined with the remainder being Accessible and Adaptable, results in the cost increasing by about £35,000/ha.
- 12.60 Higher environmental standards also add to the costs of development. Seeking 10% Biodiversity Net Gain (in line with the Government's proposals) increases the costs of development by about £30,000/ha and, and a higher standard of 20% would cost about twice this. The cost of the Future Homes Standard is notably more with Option 1 (20% CO₂ saving) costing over £100,000/ha and Option 2 (31% CO₂ saving) adding 25% or so to this. The costs of brownfield sites (where costs are higher) is notably more. Adding 10% on site energy (a 'Merton' requirement) adds over £150,000/ha to the costs.
- 12.61 The cumulative costs of the various policies has also been considered.

12.62 The difference between the results are set out below, expressed as £/ha, being an indication of the amount that each combination of policies would impact on the maximum price a developer could pay a landowner.

| Table 12.5a Cumulative Cost of Policy Requirements - £/ha | | | |
|---|---------|---------|---------|
| Higher | | | |
| | Green | Brown | All |
| Water | 286 | 0 | 286 |
| Water + Opt1 | 104,054 | 0 | 104,054 |
| Water + Opt 1 + 10% BNG | 131,540 | 0 | 131,540 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 140,725 | 0 | 140,725 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 149,910 | 0 | 149,910 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 166,844 | 0 | 166,844 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 191,831 | 0 | 191,831 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 220,534 | 0 | 220,534 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 251,768 | 0 | 251,768 |
| Medium | | | |
| | Green | Brown | All |
| Water | 276 | 390 | 314 |
| Water + Opt1 | 100,791 | 143,730 | 115,104 |
| Water + Opt 1 + 10% BNG | 127,328 | 181,572 | 145,409 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 136,148 | 194,057 | 155,451 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 144,968 | 206,543 | 165,493 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 161,231 | 229,562 | 184,008 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 185,354 | 263,964 | 211,557 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 212,918 | 302,980 | 242,938 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 243,072 | 345,982 | 277,376 |

Source: HDH (September 2020)

| Table 12.5b Cumulative Cost of Policy Requirements - £/ha | | | |
|---|---------|---------|---------|
| Lower | | | |
| | Green | Brown | All |
| Water | 273 | 350 | 282 |
| Water + Opt1 | 99,685 | 120,023 | 101,945 |
| Water + Opt 1 + 10% BNG | 125,930 | 151,616 | 128,784 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 134,667 | 162,806 | 137,793 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 143,404 | 173,995 | 146,803 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 159,513 | 194,625 | 163,414 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 183,372 | 223,347 | 187,813 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 210,675 | 258,313 | 215,968 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 240,498 | 294,215 | 246,467 |
| Dover Town | | | |
| | Green | Brown | All |
| Water | 0 | 528 | 528 |
| Water + Opt1 | 0 | 210,719 | 210,719 |
| Water + Opt 1 + 10% BNG | 0 | 266,389 | 266,389 |
| Water + Opt 1 + 10% BNG + 50% Pt M4(2) | 0 | 283,428 | 283,428 |
| Water + Opt 1 + 10% BNG + 100% Pt M4(2) | 0 | 300,467 | 300,467 |
| Water + Opt 1 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 0 | 331,928 | 331,928 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) | 0 | 382,623 | 382,623 |
| Water + Opt 2 + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 0 | 436,015 | 436,015 |
| Water + Opt 2, 10% Merton + 10% BNG + 95% Pt M4(2), 5% Pt M4(3) + EV Charging | 0 | 499,466 | 499,466 |

Source: HDH (September 2020)

12.63 The analysis shows that whilst the cost of some requirements is modest when treated in isolation, when added together the costs add up and are likely to add to the costs of development of about £250,000/ha on greenfield sites and £350,000/ha or more on brownfield sites. This impacts directly on the amount developers can bid for the land and still make an adequate return.

Varied Tenure Mix

12.64 The base appraisals are based on the Council's preferred tenure mix of 35% Intermediate Housing and 65% Affordable Rent. Not only may this change over time (as the Housing Market Assessment is updated), but this is an area of changing national policy with current requirements for 10% Affordable Ownership (where the 10% is of all the housing) and 25% First Homes (where the 25% is of the affordable housing only).

- 12.65 Preferring Social Rent to Affordable Rent has a substantial impact on the Residual Value. With a 30% affordable housing requirement (where between 20% and 30% of the affordable housing is Intermediate Housing) the Residual Value is about £200,000/ha less where the affordable housing for rent is provided as Social Rent rather than Affordable Rent. In addition, a 5% increase in the amount of Intermediate Housing / 5% decrease in the amount of affordable housing for rent results in an increase in the Residual Value of over £20,000/ha.
- 12.66 When it comes to the decision making process and determining planning applications, on sites where viability is challenging, it is recommended that consideration is given to adjusting the affordable housing mix as this can have a marked impact on the value of a site.
- 12.67 The 2019 NPPF (paragraph 64) sets out a policy for a minimum of 10% Affordable Home Ownership units on larger sites. 10% Affordable Home Ownership is the equivalent to a 33% / 67% tenure split at 30% affordable housing, so is broadly in line. As would be expected, 10% Affordable Home Ownership only has a very small impact on viability.
- 12.68 In February 2020, the Government launched a consultation on First Homes. The Government's *Changes to the current planning system – Consultation on changes to planning policy and regulations* (MHCLG, August 2020) has provided some clarity in this regard.
- 12.69 Generally, the impact of changing the amount of First Homes from 20% to 25% or from 25% to 30% of all new homes is relatively small at less than £2,000/ha. This is to be expected as, in terms of the overall numbers of units on a site, these changes are minor. The consequence of seeking the First Homes to be sold at a greater discount than 30% is greater. Based on a 30% affordable housing target, each 10% increase in the discount (i.e. from 30% to 40% or 40% to 50%) results in a fall in the Residual Value of a little less than £40,000/ha.

Affordable Housing v Developer Contributions

- 12.70 The critical balance in the plan-making process is the balance between affordable housing and developer contributions. A further set of appraisals has been run with varied levels of developer contribution at different levels of affordable housing.
- 12.71 In the higher value area and on the greenfield sites in the medium value area, at 30% affordable housing, most sites can bear at least £10,000/unit (market and affordable) in developer contributions. These types of site represent over half the planned development (excluding the Strategic Sites)
- 12.72 In the lower value area, most development can bear 20% affordable housing and at least £5,000/unit developer contributions. The Strategic Sites, all of which are in this area, show similar results.

Commuted Sums

- 12.73 DDC's preference is for Affordable Housing to be delivered on-site.

- 12.74 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.
- 12.75 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.
- 12.76 Paragraph 62 of the 2019 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 DDC were to take this option, we would recommend a £70,000/unit payment per affordable unit not delivered on-site.
- 12.77 Alternatively, the Council may prefer to calculate the commuted sum scheme-by-scheme as it does now. This has the advantage of being an 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.

Preferred Policy Mix

- 12.78 In the proceeding analysis the impact of if the Council’s policy options have been tested separably and cumulatively, and under various options, for example under different tenure mixes. Having discussed these with the Council a final set of appraisals has been run on the following assumptions.
- | | | |
|----|--------------------|--|
| a. | Affordable Housing | 30% (Intermediate Housing 35%, Affordable Rent 65%). Nil rate in the built-up area of Dover |
| b. | Design | 95% Accessible and Adaptable – Category 2, 5% Wheelchair Adaptable – Category 3 NDSS, Water efficiency, 10% Biodiversity Net Gain Future Homes Standard – Option 2 |
- 12.79 The move to a zero affordable housing target in the built-up area is a significant shift in policy for the Council. Historically, limited amounts of affordable housing have been secured within the town.
- 12.80 There are two options available to the Council in this regard. The first is to continue with the 30% target and accept site specific viability assessments on a site by site basis as planning applications are submitted. Whilst such an approach would be allowable under the PPG, it is not recommended. Paragraph 10-008-20190509 of the PPG sets out that 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 viability assessment shows such development is not viable, so the onus would logically fall on the Council to demonstrate a change in circumstances.

- 12.81 The second option is to set a zero target. Hopefully this will lead to development coming forward, which will, in turn, lead to an increase in prices. If there is evidence of a change in prices, the Council should review this aspect of the planning policy.
- 12.82 For now, the Council has decided not to require Electric Vehicle charging points. The viability analysis does indicate that most development can bear such requirements, however there are practical issues around industry standardisation and the additional costs are significant. Likewise, the Council is not opting to incorporate the 10% 'Merton' on-site generation for now.
- 12.83 It is acknowledged that there is a debate ongoing across the County about seeking biodiversity net gain over and above the 10% requirement being introduced through the Environment Bill. Whilst the viability evidence shows that the impact of this, in isolation, is relatively small, care must be taken when applying multiple layers of policy.
- 12.84 In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.
- 12.85 In relation to the strategic sites, we reiterate our earlier comments. There is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, 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 A further set of appraisals has been run on this basis (including Developer Contributions of £4,000/unit on the typologies and £20,000/unit on the Strategic Sites).

| Table 12.6a Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-----------|--------------------|----------------------|----------------|
| Higher and Strategic Sites - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 2 | Large Green 150 | Higher | 22,500 | 422,500 | 737,758 |
| Site 3 | Medium Green 80 | Higher | 22,500 | 422,500 | 726,660 |
| Site 4 | Medium Green 40 | Higher | 22,500 | 422,500 | 712,200 |
| Site 6 | Medium Green 20 LD | Higher | 22,500 | 422,500 | 656,318 |
| Site 7 | Small Green 12 | Higher | 50,000 | 450,000 | 1,208,011 |
| Site 8 | Small 8 | Higher | 50,000 | 450,000 | 1,332,486 |
| Site 9 | Small 6 | Higher | 50,000 | 450,000 | 1,424,183 |
| Site 10 | Small 3 | Higher | 50,000 | 450,000 | 2,266,804 |
| Site 22 | Sth Aylesham | Aylesham | 25,000 | 425,000 | 56,220 |
| Site 23 | Nth Aylesham | Aylesham | 22,500 | 422,500 | 47,286 |
| Site 24 | Whitfield | Whitfield | 22,500 | 422,500 | -27,494 |
| Site 25 | Whitfield Plus | Whitfield | 22,500 | 422,500 | -34,764 |

Source: HDH (September 2020)

| Table 12.6b Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|--------|--------------------|----------------------|----------------|
| Medium - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Medium | 22,500 | 422,500 | 601,547 |
| Site 2 | Large Green 150 | Medium | 22,500 | 422,500 | 666,177 |
| Site 3 | Medium Green 80 | Medium | 22,500 | 422,500 | 657,122 |
| Site 4 | Medium Green 40 | Medium | 22,500 | 422,500 | 640,983 |
| Site 5 | Medium Green 20 | Medium | 22,500 | 422,500 | 639,110 |
| Site 6 | Medium Green 20 LD | Medium | 22,500 | 422,500 | 593,393 |
| Site 7 | Small Green 12 | Medium | 50,000 | 450,000 | 1,208,011 |
| Site 9 | Small 6 | Medium | 50,000 | 450,000 | 1,424,183 |
| Site 16 | PDL 30 | Medium | 1,200,000 | 1,440,000 | 510,488 |
| Site 18 | PDL 12 | Medium | 1,200,000 | 1,440,000 | 985,823 |
| Site 19 | PDL 12 HD | Medium | 1,200,000 | 1,440,000 | 1,342,463 |
| Site 20 | PDL 6 | Medium | 1,200,000 | 1,440,000 | 2,798,849 |

Source: HDH (September 2020)

| Table 12.6c Residential Development – Residual Values v BLV | | | | | |
|--|--------------------|-------|--------------------|----------------------|----------------|
| Lower - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 1 | Large Green 400 | Lower | 22,500 | 422,500 | 342,009 |
| Site 2 | Large Green 150 | Lower | 22,500 | 422,500 | 379,854 |
| Site 3 | Medium Green 80 | Lower | 22,500 | 422,500 | 378,970 |
| Site 4 | Medium Green 40 | Lower | 22,500 | 422,500 | 356,112 |
| Site 5 | Medium Green 20 | Lower | 22,500 | 422,500 | 348,367 |
| Site 6 | Medium Green 20 LD | Lower | 22,500 | 422,500 | 341,690 |
| Site 7 | Small Green 12 | Lower | 50,000 | 450,000 | 614,913 |
| Site 8 | Small 8 | Lower | 50,000 | 450,000 | 715,942 |
| Site 18 | PDL 12 | Lower | 1,200,000 | 1,440,000 | 900,712 |

Source: HDH (September 2020)

| Table 12.6d Residential Development – Residual Values v BLV | | | | | |
|--|------------|-------|--------------------|----------------------|----------------|
| Dover Town - Recommended Policy Mix | | | | | |
| | | | Existing Use Value | Benchmark Land Value | Residual Value |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,491,088 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -2,141,358 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,840,915 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -5,472,951 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -1,290,731 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -4,022,086 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -897,613 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -2,160,620 |

Source: HDH (September 2020)

Older People's Housing

- 12.88 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of Affordable Housing requirements.
- 12.89 In the case of Sheltered housing, the appraisals produce a residual value that is over the BLV at 30% Affordable Housing on greenfield sites, but only 5% on brownfield sites. In the case of Extracare housing, the Residual Value does not exceed the BLV, even without Affordable Housing.
- 12.90 Care should be taken when considering additional policy requirements in this sector. 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 develop a specific Affordable Housing policy for Sheltered and Extracare Housing.

Non-Residential Development

- 12.91 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').
- 12.92 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

- 12.93 To a large extent the above results are reflective of the current market. Office development and industrial are both shown as being unviable, however this is not just an issue here, a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward, for example at the White Horse Business Park at Dover and at the Discovery Park at Sandwich), it tends to be from existing businesses for operational reasons.
- 12.94 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. The limited development that is coming forward in the area is largely user-led, being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 12.95 It is clear that the delivery of the employment uses is limited. We would urge caution in relation to setting policy requirements for employment uses that would impact on viability.

Retail and Hotel Development

- 12.96 Prime retail (which is relatively limited in the District) and the larger format retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin, however, as would be expected, the smaller format secondary retail is not.
- 12.97 Hotel development is shown as viable.

Community Infrastructure Levy

- 12.98 The brief for this project Whole Plan Viability Study did not extend to making an assessment of the capacity of development to bear CIL. There is uncertainty as to whether or not CIL will remain an option for funding infrastructure. The analysis suggests that there is some capacity to introduce CIL in the higher and medium value areas, but less scope in the lower value areas and on the brownfield sites. 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

Conclusions

- 12.99 The Dover District Council area has a vibrant and active property market, although some areas, particularly those associated with the town of Dover, do have challenges. All types of residential and non-residential development are coming forward and only in a few cases they are not delivering the full policy requirements for affordable housing. Viability testing is a quantitative and a qualitative process, and one that involves judgment. It is our recommendation that the Council revisits its housing policy and moves to the following total policy requirement.

- 12.100 It is suggested that the following approach is adopted.

- | | | |
|----|--------------------|--|
| a. | Affordable Housing | 30% (Intermediate Housing 35%, Affordable Rent 65%). Nil rate in the built-up area of Dover |
| b. | Design | 95% Accessible and Adaptable – Category 2, 5% Wheelchair Adaptable – Category 3 NDSS, Water efficiency, 10% Biodiversity Net Gain Future Homes Standard – Option 2 |

- 12.101 Policy requirements at this level, generally allows for developer contributions of at least £4,000 per unit, and in many cases, significantly more. In taking this approach it remains necessary to be cautious about relying on the brownfield sites to in the early years of the Plan, and the Council should only count on such sites (for example in the five year land supply calculation) where it is confident the site will be forthcoming, for example there is a recent planning consent.

- 12.102 In relation to the strategic sites, we reiterate our earlier comments. There is no doubt that the delivery of any large site is challenging so, rather than draw firm conclusions at this stage, 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.

12.103 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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12.104 Whilst some of the non-residential uses are not viable, they are not rendered unviable by the cumulative impact of the Council's policies, rather by the general market conditions. The employment uses (office and industrial) are coming forward.

12.105 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

1. Introduction and background information

- 1.1. Dover District Council is in the process of producing a new Local Plan and wishes to appoint consultants to undertake a Whole Plan Viability Appraisal of the draft Local Plan (reg 18).
- 1.2. The new Local Plan will replace the Dover District Core Strategy (2010) and the Land Allocations Local Plan (2015). At this time, the proposed consultation on the draft Local Plan (reg 18) is anticipated no later than January 2021
- 1.3. The purpose of the Viability Appraisal is to test the deliverability of the Local Plan to ensure that the sites identified in the Plan are not subject to a scale of planning obligations and policy requirements that render them undeliverable.
- 1.4. The Viability Appraisal is to take account of all policy and infrastructure requirements and all potential housing and commercial development in the District. The completed Viability Appraisal will form part of the evidence base for the Local Plan Review and help to demonstrate its deliverability.
- 1.5. The Viability Appraisal will also review the level of section 106 costs and the level of affordable housing that would allow the funding of infrastructure and meet needs without putting at risk the economic viability of development in the District.
- 1.6. Overall, the Viability Appraisal will make recommendations based upon striking a balance between supporting section 106 costs to fund infrastructure, providing affordable housing to meet housing need as identified within the SHMA and balancing the policy aspirations of the Council against the economic viability of development in Dover District.

2. The Commission

- 2.1. In undertaking the Whole Plan Viability Appraisal, the Consultants will be expected to take account of the provisions of the National Planning Policy Framework 2019 (NPPF) and the most recent iterations of the PPG and follow the guidance within Viability Testing in Local Plans – Advice for planning practitioners (LGA/HBF – Sir John Harman) June 2012 (known as the Harman Guidance).
- 2.2. If during the life of the proposed assessment updated RICS Guidance is published as anticipated, the consultants will be expected to adjust the methodology as appropriate and necessary (in agreement with the Council).
- 2.3. The consultant should use an established model or develop a bespoke model to test and appraise the impact of the Pre-Submission Local Plan on the viability of development, having regard to the requirements of the NPPF, as set out in paragraphs 34, 57 and 76 and national guidance contained within the NPPG.
- 2.4. The consultant will be expected to use a standard residual valuation approach to test the impact on viability of the Council's policies.

Appraisals should:

- Assess local economic and housing market conditions and land values, both present and historic.
- Assess local development conditions and delivery.
- Review national and local policy concerning Local Plan Viability and undertake a policy sifting exercise to determine which Local Plan policies have the potential to impact on viability and therefore need to be tested as part of the viability appraisals.

- Consult with key stakeholders to agree the approach to the study and the assumptions made in the appraisals. It should be clear in submission how this consultation is to take account of the restrictions surrounding the current Covid-19 situation.
- Appraise a number (to be agreed) of development typologies, reflecting a range of sales values/capital values and also sizes/types of development and densities of development across the District. The typologies will be modelled based on discussions with Council officers, the existing available evidence, and on the Consultants experience of development.
- Test the viability of up to 5 strategic housing sites put forward as part of the Local Plan to understand the cumulative impact of the Council's policy requirements on these sites including affordable housing, on-site Section 106 obligations and on-site infrastructure and sustainability measures.
- Analyse the appraisal outputs and assess the results.
- Conduct sensitivity analysis on the results to assess the impact of potential future variations in key assumptions including, but not limited to, sales values and build costs. The aim of which is to avoid the need to fully update the study, and to take into account the current uncertainty regarding COVID-19.
- Make recommendations to the Council where emerging policy requirements may need to be adjusted to ensure that the plan is viable and deliverable.

3. The Programme

- 3.1. The commission should be undertaken in accordance with the programme set out below. Consultants submissions should set out how each stage of the programme will be addressed (i.e. methodology), a timetable for the work (broken down into stages), who will undertake the work, and the number of hours attributable to each stage. A stage payment plan should also be submitted for agreement with the Council.
- 3.2. The Commission should be concluded within 3 months of the commission date. In order to achieve this timetable, Consultants submitting a response will need to demonstrate in their submission how they intend to actively project manage the commission. Progress from one key stage to the next will however be dependent on approval from Dover District Council.
- 3.3. Meetings referred to below, unless otherwise agreed, are to be held virtually via Microsoft Teams software. The main contact for the study will be Richard Thompson, Principal Infrastructure Planner at Dover District Council.

Stage 1 – Preparatory Data Gathering

- 3.4. Once the contract has been issued the consultant will be expected to swiftly examine economic trends at a national level and assess how these are influencing local economic and housing market conditions in the Dover District, building upon the work undertaken as part of the [Dover Strategic Housing Market Assessment](#).
- 3.5. This will include researching and summarising recent transactions, based on planning consents over the last few years and price paid information from the Land Registry.
- 3.6. The consultant will also be required to undertake a policy sifting exercise to identify which national and local planning policies have cost implications for development and should there be included within the appraisals.

Stage 2 – Inception Meeting

- 3.7. As soon as is practicable following the issue of the contract, the Consultant will be required to conduct an inception meeting with the Council to agree:
 - any refinement or detailed clarification of the brief which may be appropriate;
 - the methodology for the study;

- key assumptions to be included within the viability appraisals;
- the number and detail site typologies to be tested;
- a range of scenarios to ensure appropriate sensitivity testing
- the level of section 106 costs to use in appraisals;
- the 5 local plan strategic housing sites to appraise;
- Consultation the structure, format and presentation of the final report;
- evidence to be appraised and further information required; and other issues relevant to the work

3.8. The Consultant will be expected to produce a note of the inception meeting for agreement with the Council.

Stage 3 – Stakeholder Consultation

3.9. The consultant will be expected to consult with key stakeholders and representatives from the development industry (i.e. local agents, housebuilders, land owners) to agree the approach to the study and the assumptions to be included in the appraisals.

3.10. In responding to this brief, the consultant should be clear around how this consultation will be conducted in view of the restrictions surrounding the current Covid-19 situation.

3.11. The findings from the consultation should be written up and included within the report

Stage 4 – Development Appraisals

3.12. The consultant will be required to undertake development appraisals for the range of development typologies, reflecting a range of sales values/capital values and also sizes/types of development and densities of development across the District.

3.13. The Council will agree the typologies with the Consultant at the inception meeting. The typologies will be based on a review of historic planning applications carried out by the Council to ensure the appraisal typologies reflect the range of actual developments within the District.

3.14. The Council will also agree a range of scenarios and changes in price and costs to be tested that ensures appropriate sensitivity testing.

3.15. The consultant should use an established model or develop a bespoke model to test and appraise the impact of the draft Plan on the viability of development,

3.16. The appraisals should review current residential and non-residential markets, land prices and development costs, together with planning policy requirements, including emerging carbon standards, differential levels and tenures of affordable housing needs and infrastructure required of development. A matrix of variables should be drawn from these assumptions. These may include but should not be limited to:

- Varying market conditions over the 20 year period 2020 to 2040.
- Varying Existing Use Values across the District, considering the land uses outlined in the site typologies;
- Range of average dwelling sizes;
- Infrastructure priorities;
- Differing affordable housing rates and tenure mixes.

3.17. Appraisals should include, but not limited to:

- Residential sales values
- Housing mix
- Affordable Housing tenure and values
- Build costs
- Professional fees
- Development finance
- Marketing costs
- S106 costs

- Development and sales periods
- Developer profit
- Exceptional costs
- Benchmark land values
- Take into account any relevant future changes to regulation or policy (either national or local) if known and consider any likely impact on current costs.

Stage 5 – Development Appraisals – Local Plan Housing Sites

- 3.18. Using the same approach as set out above consultants will then be required to test the viability of up to 5 strategic sites put forward as part of the Local Plan, to understand the cumulative impact of the Council's policy requirements on these sites including affordable housing, on-site Section 106 obligations and on-site infrastructure and sustainability measures.
- 3.19. The sites to assess and assumptions to include in the development appraisal will be agreed as part of the inception meeting. The findings of these appraisals should be presented within the final report.

Stage 6 – Analysis of appraisal outputs and assessment of results

- 3.20. Following the completion of the development appraisals at stages 5 and 6 the consultant will be required to analyse the appraisal outputs and assess the results. The findings of this work should be presented within the final report.

Stage 7 – Officer meeting

- 3.21. A meeting with officers will be held to discuss the findings from the development appraisals and discuss any recommendations that will be made by the study.
- 3.22. If required consultants will need to conduct a degree of sensitivity analysis on the appraisals undertaken. This should be agreed with the Council first however and the findings of any sensitivity analysis should be included within the final report.

Stage 8 – Presentation to Members

- 3.23. The Consultants will be required to present the key findings from the appraisal outputs and sensitivity testing to the Local Plan Project Advisory group.
- 3.24. The Consultant will be expected to produce a note of this meeting for agreement with the Council and take on board any comments made when amending the study.

Stage 9 - Issue Draft Report

- 3.25. The Consultant will issue the Council with the draft Local Plan Viability Study for consideration.
- 3.26. The report should make recommendations to the Council where emerging policy requirements may need to be adjusted to ensure that the plan is viable and deliverable.
- 3.27. The report should be in word form, so officers can use track changes to make amendments as required.

Stage 10 – Completion of final report

- 3.28. The Consultant will complete the final report (subject to any amendment/ augmentation agreed above at stages) and provide to the Council in hard copy and electronic format. The structure, format and presentation of the report will have been agreed at the inception meeting.

KEY DATES

| Stage | Key Dates |
|---------------------------------------|----------------|
| Stage 1 – Inception Meeting | June 2020 |
| Stage 3 – Consultation | July 2020 |
| Stage 8 – Meeting with Officers | TBC |
| Stage 8 – Presentation to Members | TBC |
| Stage 9 – Issue Draft Study | TBC |
| Stage 10 – Completion of final report | September 2020 |



Appendix 2 – Consultees

Invitees

| | |
|---|---|
| AAH Planning Consultants | Homes England |
| Abbey Developments | Hume Planning |
| Barretts | Jarvis Homes |
| Barton Willmore | Kitewood |
| Bathurst Partners | Kitewood Homes |
| BEK Builders | Lambert and Foster |
| Bidwells | Lee Evans Planning |
| Bloomsfield | McCarthy and Stone |
| Bovis Homes | Miller and Bradley |
| Bride Hall Developments | Moat |
| BTF Partnership | MOD (as Landowner) |
| BWD Homes | Nonington Parish Council (as Landowner) |
| Carter Jonas | Octavia estates |
| CGI Plc | Orbit Housing |
| CL Architects | Penshurst Planning |
| Coal Authority (as Landowner) | Pentland Homes |
| Colebrook Sturrock | Pentland Homes |
| Country House Homes | Pentland Homes |
| DC Architecture Ltd | Persimmon Homes |
| DDC - Head of Assets and Building Control | Peter Jackson Architects |
| DDC - Housing Development Manager | Plain View Planning |
| Deloitte | Planning Works (on behalf of Wingham Heritage Ltd) |
| DHA Planning | Preston Parish Council (as landowner) |
| Discovery Park | Quinn Estates |
| Dover Harbour Board | RAMAC Group |
| Dover Innovation Centre | Rebus Planning |
| Eastern & Wychwood Ltd | Red House Design |
| Energy Ark Limited | Richborough Estates |
| English Rural | Sage Housing |
| Eythorne Parish Council (as Landowner) | Savills |
| EZ Plans | Sherwood Architects |
| Finns | Site Promoter/Owner HELAA Ref CAP009 |
| Finn's | Site Promoter/Owner HELAA Ref CAP011 |
| Foster and Payne | Site Promoter/Owner HELAA Ref DOV012 |
| George Webb Finn | Site Promoter/Owner HELAA Ref DOV029 |
| Gladman Developments | Site Promoter/Owner HELAA Ref EAS011 |
| Goddard Planning Consultancy | Site Promoter/Owner HELAA Ref EYT001 |
| Greenlight Developments | Site Promoter/Owner HELAA Ref EYT001 |
| Habinteg Housing Association | Site Promoter/Owner HELAA Ref GUS001 |
| Halsbury Homes | Site Promoter/Owner HELAA Ref HOU004 |
| Hobbs Parker | Site Promoter/Owner HELAA Ref LAN003 |
| Home Builders Federation | |

Site Promoter/Owner HELAA Ref LYD001
Site Promoter/Owner HELAA Ref NOR003
Site Promoter/Owner HELAA Ref PRE001
Site Promoter/Owner HELAA Ref SAN008
Site Promoter/Owner HELAA Ref SAN010
Site Promoter/Owner HELAA Ref SAN019
Site Promoter/Owner HELAA Ref SHO004
Site Promoter/Owner HELAA Ref STA003
Site Promoter/Owner HELAA Ref STA009
Site Promoter/Owner HELAA Ref STM003
Site Promoter/Owner HELAA Ref TIL001
Site Promoter/Owner HELAA Ref WHI002
Site Promoter/Owner HELAA Ref WHI005

Site Promoter/Owner HELAA Ref WIN003
Site Promoter/Owner HELAA Ref WIN004
Site Promoter/Owner HELAA Ref WOR007
Southern Housing Group
Strutt and Parker
Sunningdale Developments
TechFort
Town and County Housing
Turner Jackson Day Architects
Vision Millar Architects
Wesk Kent Housing
Winter BHP

Appendix 3 – Consultation Questionnaire

The pages in this appendix are not numbered.



| | |
|------------------|--|
| Name | |
| Firm / Developer | |
| On behalf of | |
| Site | |
| Date | |

Dover District Council

Whole Plan Viability Study - Summer 2020 Consultation

1. Dover District Council (DDC / the Council) is in the process of producing a new Local Plan that will set out the future spatial strategy for the District, and will include sites for allocation. HDH Planning & Development Ltd has been appointed to consider viability as required by the NPPF and PPG. HDH have prepared the attached, early draft report, for consultation with members of the development industry (in line with the Guidance and best practice).
2. A pre-consultation draft report has been prepared for comment. It is an early working draft setting out the proposed methodology, modelling and assumptions. It is inevitable that some of these will change as a result of the consultation. This early draft report does not include results or recommendations, these will be included following feedback on the base assumptions – and thus ensure that the analysis is firmly based and robust.
3. This questionnaire is being circulated to landowners, site promoters, developers, housing associations, agents and others involved in the local development markets. Consultees are invited to comment on any aspect of this draft report. This questionnaire has been prepared to facilitate comments, however there is no specific need to use the questionnaire form, or to limit the responses to the particular questions or topics.
4. The pre-consultation draft report sets out the evidence as collated by HDH. It draws on a wide range of sources. It is important that responses submitted through this consultation are supported by evidence. Comments that simply observe a particular assumption is too low are too high are not helpful in establishing the correct assumption. Responses need to be supported by evidence, or alternatively point to sources of evidence that HDH can draw on and use to evidence the changes made in the next iteration of this viability assessment.
5. Please do not feel that you need to comment to all aspects of the report – please comment of those areas where you have expertise. Where there are areas of agreement it is useful for these to be acknowledged.
6. Please return to regenerationdelivery@dover.gov.uk by midday Friday 28th August 2020.
7. The pre-consultation report is set out in Chapters as follows:

Chapter 1

8. This chapter sets out the context to this report.
9. It is important to note that the HDH is a firm of Chartered Surveyors and is therefore regulated by the RICS. The report is prepared in line with the requirements of *Financial viability in planning: conduct and reporting. 1st edition, May 2019*. It is mandatory for Chartered Surveyors to follow this guidance, including surveyors responding to this consultation.
10. Please provide any comments on the context and scope of the project.

| |
|----------------|
| Context |
| Response. |

Chapter 2

11. This chapter sets out the approach to viability testing, including a review of the requirements of the 2019 NPPF the updated PPG and the CIL Regulations.
12. Please provide any comments on the overall approach taken.

| |
|----------------------------------|
| Regulation and Framework. |
| Response. |

Chapter 3

13. This chapter sets out the methodology used.
14. Please provide any comments with regard to the methodology used, including the use of the 'Existing Use Value Plus' approach.

| |
|--------------------|
| Methodology |
| Response. |

Chapter 4

15. This chapter sets out 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 geographical areas. Please provide any comments on the assumptions proposed, providing evidence to support the comments made:
16. The market housing assumptions are set out in Table 4.7.

| Market Housing Values - Typologies |
|---|
| Response. |

17. The value assumptions for the Build to Rent sector are set out in paragraph 4.51.

| Build to Rent Housing Values |
|-------------------------------------|
| Response. |

18. The affordable housing assumptions are set out in paragraphs 4.58, 4.66 and 4.67.

| Affordable Housing Values |
|----------------------------------|
| Response. |

19. The assumptions for specialist older peoples housing are set out in paragraph 4.74.

| Older Peoples Housing Values |
|-------------------------------------|
| Response. |

Chapter 5

20. This chapter includes an assessment of the non-residential market. The assumptions for non-residential uses are set out in Table 5.1. Are these in line with your understanding of the market?

| Non-Residential Values |
|------------------------|
| Response. |

Chapter 6

21. This chapter includes an assessment of the approach to Existing Use Value and to establishing Benchmark Land Value.
22. The EUV assumptions are set out in Table 6.4. Are these in line with the current market?

| EUV Assumptions |
|-----------------|
| Response. |

23. The BLV assumptions are set out in Paragraph 6.31. Does the BLV provide an adequate landowner's premium? If not, why not, and what assumption should be used – and why?

| BLV Assumptions |
|-----------------|
| Response. |

Chapter 7

24. The cost and general development assumptions to be used in the development appraisals are set out through this chapter. Do the assumptions used reflect current development costs in the District?

| Construction and Development Costs |
|------------------------------------|
| Response. |

Chapter 8

25. This chapter includes a summary of the policy options that apply to new development, together with our understanding of how they may be implemented and whether they add to the costs of development.
26. Does this correspond to the working of the policies on the ground?

| Current local policy requirements |
|-----------------------------------|
| Response. |

27. The government is consulting on several new areas of policy (such as the move towards zero carbon, bio-diversity net gain, First Homes). Are there other emerging areas of national policy that should be taken into account?

| Emerging national policy requirements |
|---------------------------------------|
| Response. |

Chapter 9

28. The modelling is based on the expected development over the period until the Local Plan is reviewed.
29. Do the typologies reflect the expected range of residential development?

| Typologies |
|-------------------|
| Response. |

30. The assessment includes the modelling of the strategic sites, based on high level information. Is this a sound approach, if not why not?

| Strategic Sites |
|------------------------|
| Response. |

31. Do the assumptions (such as gross/net and density) reflect local practice?

| Modelling Assumptions |
|------------------------------|
| Response. |

32. Several non-residential uses have been modelled, do others need to be included?

| Non-residential development modelling assumptions |
|--|
| Response. |

Chapter 10

33. In due course this chapter will set the results of the appraisals and consideration of residential development. It is planned to test the following scenarios:
- a. Differing affordable housing tenure mixes.
 - b. Affordable Housing Mix
 - c. Starter Homes and First Homes.
 - d. Part M of Building Regulations (Accessible and Adaptable etc).
 - e. Construction standards and the move towards zero carbon.
 - f. Developer contributions.
 - g. Biodiversity net gain as envisaged by national policy direction.
 - h. CIL
 - i. Impact of changes in costs and values.
 - j. Specialist Older Peoples housing.
34. Should further sensitivity testing be carried out?

| Development Scenarios and Sensitivity Testing |
|--|
| Response. |

Chapter 11

35. In due course this chapter will set the results of the appraisals and consideration of residential development.

Chapter 12

36. In due course this chapter will set out the findings and recommendations.
37. Thank you for your assistance with this consultation. Please return this questionnaire (or other response to regenerationdelivery@dover.gov.uk by midday Friday 28th August 2020.

Appendix 4 – Consultation Presentation





Local Plan Whole Plan Viability Study Consultation Event
 18th August 2020



To avoid sound interference please
Mute your microphones.

Please use the Chat icon to ask questions.

The panel includes:
 Ashley Taylor, Planning Policy and Projects Manager, DDC
 Richard Thompson, Principle Infrastructure Planner, DDC
 Simon Drummond-Hay, HDH Planning & Development



1

1




Whole Plan Viability Update
Consultation - Methodology, Assumptions

18th August 2020



3



3



Agenda and Introduction

Agenda

- 1. Introduction** – Ashley Taylor, Planning Policy and Projects Manager
- 2. Presentation on methodology and assumptions** – Simon Drummond-Hay, HDH Planning and Development
- 3. Comments, Questions & Answers** – all
- 4. Close** – 12pm

2

2

Agenda

2019 NPPF, PPG and Guidance

Methodology


- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward



4

4

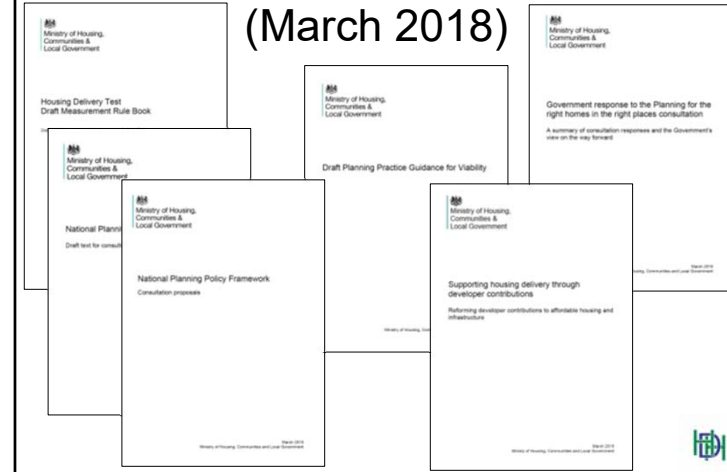
Key issue

- Delivery of the new Local Plan
- Reduced scope for viability testing at Development Management.
 - Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'



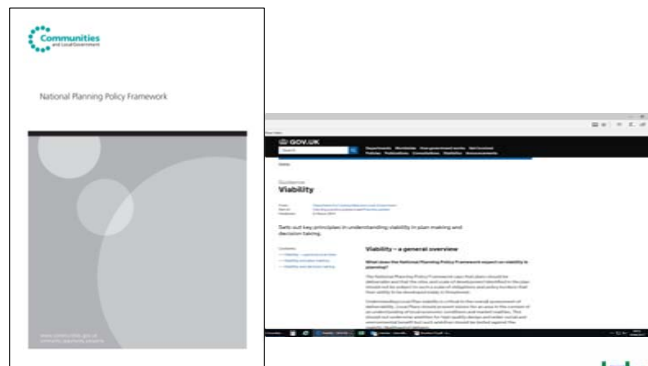
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NPPF / PPG Consultation (March 2018)



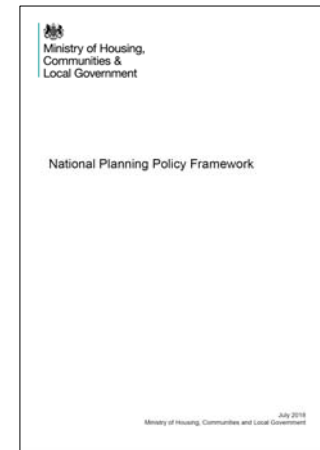
7

The Old

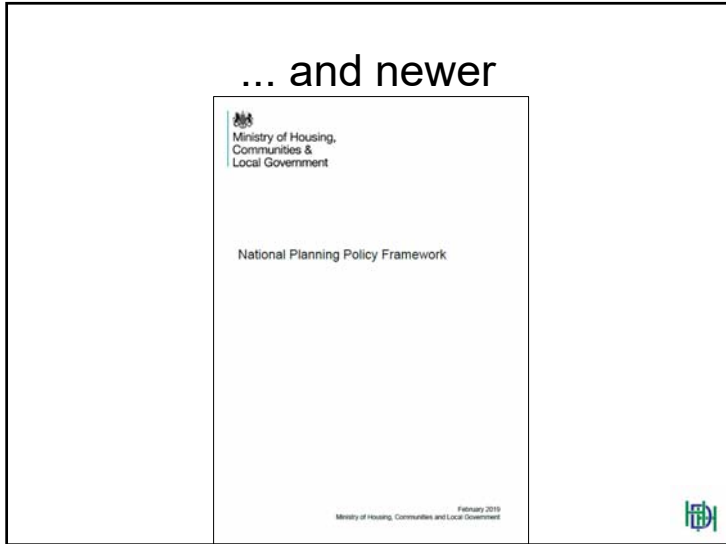


6

The new ...



8



9

2020 White Paper

- New updated ‘Standard Method’
- Reform of developer contributions
- First Homes
 - Options not specifics
 - Don’t directly impact on viability (yet)

11



10

The big change...

| | |
|--|--|
| <p>2012 NPPF</p> <p>173</p> <p>... 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.</p> <p>174</p> <p>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</p> | <p>PPG 2018 / 2019</p> <p>10-009-20190509</p> <p>... ensure policy compliance and optimal public benefits through economic cycles...</p> <p>10-010-20180724</p> <p>and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.</p> |
|--|--|


12

| | |
|---|--|
| <p>2012 NPPF – Footnote 11</p> <p>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.</p> | <p>2019 NPPF – glossary</p> <p>Deliverable: <i>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:</i></p> <ul style="list-style-type: none"> • a) <i>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).</i> • b) <i>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.</i> |
|---|--|

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




15

| | |
|--|---|
| <p>2014 PPG 10-001</p> <p>... 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...</p> | <p>2019 PPG 10-001</p> <p>...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...</p> <p>2019 PPG 10-002</p> <p>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.</p> |
|--|---|

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*



16

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium
for the landowner'



17

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 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 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 ...*



20

Abnormal and IDP Costs

- Normal abnormal v abnormal abnormal
- Site Infrastructure Costs

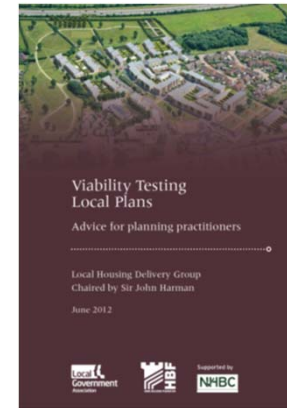
‘These costs should be taken into account when defining benchmark land value’.

Are reflected in a lower land price! But when is it too low?



21

Harman / RICS



23

‘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
- Greater transparency



22

New Mandatory RICS Guidance



rics.org/guidance

24

RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- includes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)



25

Methodology

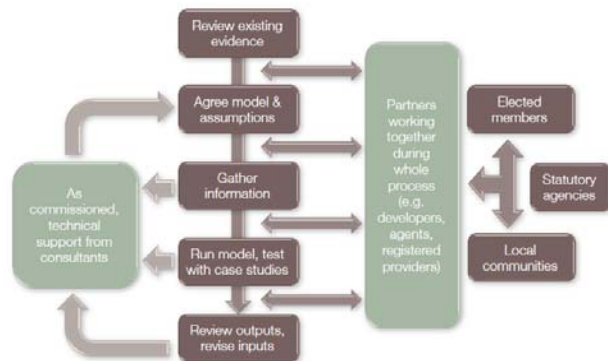
- Modelling
 - Typologies
 - Residential, employment, retail
- Appraisals
 - Residual Value v EUV Plus

27



27

Engagement Phases



26

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

28



28

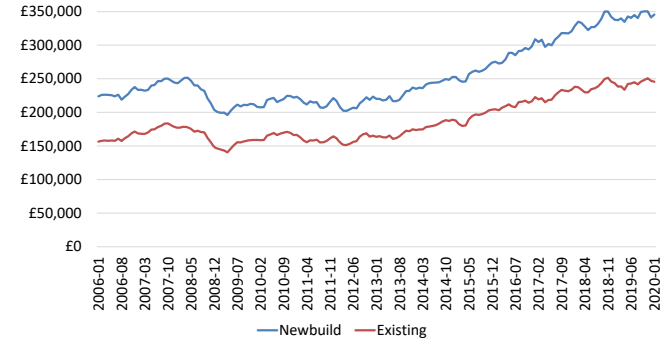
Key Assumptions

29



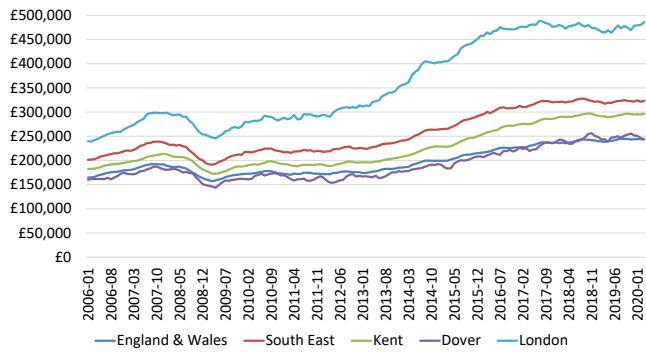
29

But newbuild are higher than existing



31

Average House

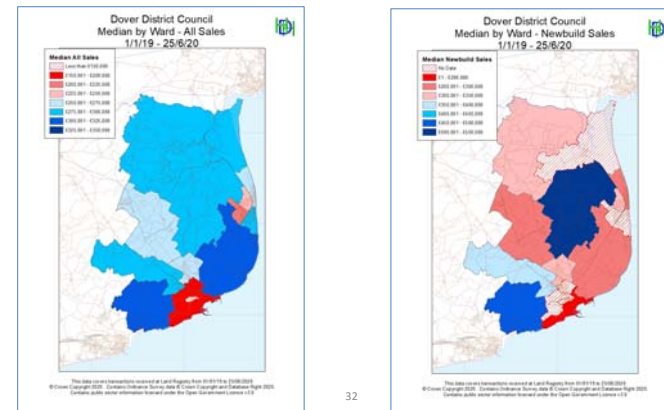


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30

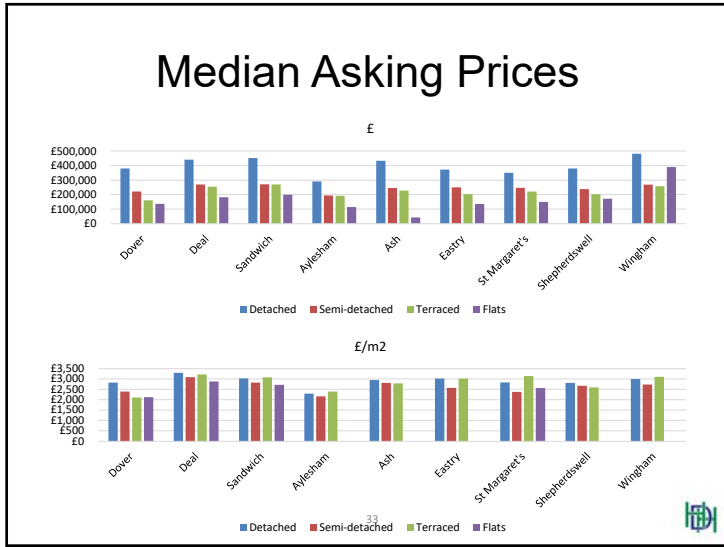
Average House Prices



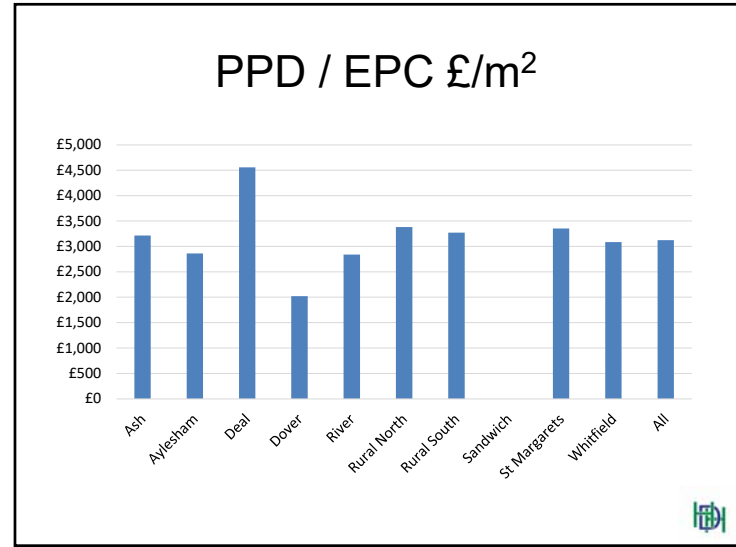
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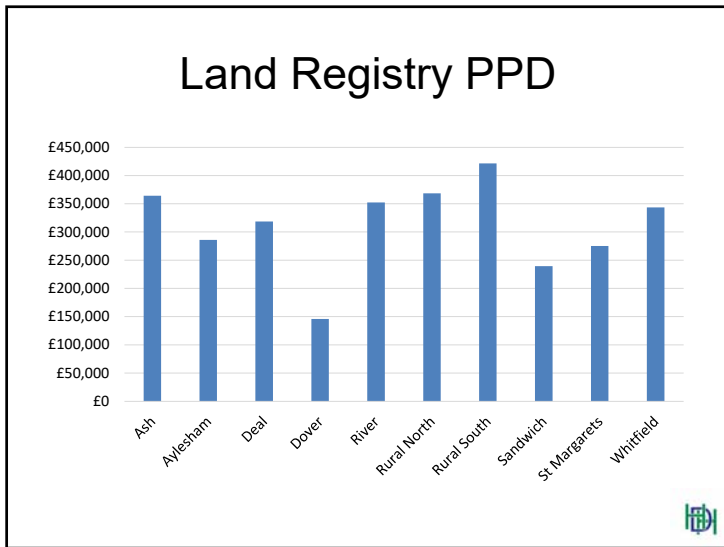
32



33



35



34

Newbuild Asking Prices

| | Detached | | Flats | | Semi-detached | | Terraced | | All | | | | | | |
|-------------------|-----------|-----------------|---------------|-----------|-----------------|---------------|-----------|-----------------|---------------|-----------|-----------------|---------------|-----------|-----------------|---------------|
| | Count | Average £ | Count | Average £ | Count | Average £ | Count | Average £ | Count | Average £ | | | | | |
| Aylesham | 0 | | 0 | | 1 | £375,000 | 2 | £240,450 | £3,410 | 3 | £285,300 | £3,419 | | | |
| Deal | 6 | £425,974 | £3,405 | 1 | £259,995 | 2 | £289,950 | £3,420 | 0 | 9 | £377,304 | £3,410 | | | |
| Dover | 4 | £487,500 | £3,142 | 5 | £181,000 | £2,874 | 2 | £255,000 | £3,226 | 4 | £336,250 | £3,144 | 15 | £314,000 | £3,073 |
| Dover Rural North | 3 | £725,000 | £3,116 | 0 | | 2 | £488,333 | £3,304 | 0 | | 6 | £606,667 | £3,210 | | |
| Dover Rural South | 9 | £520,333 | £3,527 | 0 | | 5 | £385,998 | £3,451 | 3 | £281,667 | £3,820 | 17 | £438,705 | £3,542 | |
| Eastry | 1 | £700,000 | £3,518 | 0 | | 0 | | 0 | 0 | 1 | £700,000 | £3,518 | | | |
| St Margaret's | 2 | £907,500 | £3,706 | 0 | | 0 | | 0 | 0 | 2 | £907,500 | £3,706 | | | |
| Wingham | 4 | £536,250 | £4,657 | 1 | £795,000 | £6,802 | 0 | | 0 | 5 | £588,000 | £5,730 | | | |
| ALL | 29 | £552,546 | £3,446 | 7 | £279,999 | £3,660 | 13 | £373,838 | £3,372 | 9 | £296,767 | £3,416 | 58 | £439,907 | £3,445 |

36

Price Assumptions (£/m²)

| | Coastal Towns and South | North | Aylesham and N&W Dover | Dover Town |
|-------------------------|-------------------------|--------|------------------------|------------|
| Brownfield | £3,350 | | £3,200 | £2,300 |
| Urban Flatted Schemes | £5,000 | | £3,300 | £2,300 |
| Large Greenfield Sites | £3,600 | £3,170 | £3,200 | |
| Medium Greenfield Sites | £3,600 | £3,170 | £3,200 | |
| Small Greenfield Sites | £3,750 | £3,500 | £3,200 | |



37

Affordable Housing

- Affordable Rent**
 LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.25%
= £1,930/m²
- Social Rent**
 Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.25%
= £1,270/m²
- Intermediate**
 50% Share; Rent 2.75%
= 70% OMV



39

Build to Rent

| | 1 bed | 2 bed | 3 bed | 4 bed |
|----------------------|----------|----------|----------|----------|
| Gross Rent (£/month) | £488 | £938 | £1,079 | £1,800 |
| Gross Rent (£/annum) | £5,850 | £11,261 | £12,953 | £21,600 |
| Value | £117,000 | £225,210 | £259,050 | £432,000 |
| m ² | 50 | 70 | 84 | 97 |
| £/m ² | £2,340 | £3,217 | £3,084 | £4,454 |



38

Older Peoples Housing

| | Area (m ²) | £ | £/m ² |
|---------------------|------------------------|----------|------------------|
| Dover | | | |
| 3 bed semi-detached | | £250,000 | |
| 1 bed Sheltered | 50 | £187,500 | £3,750 |
| 2 bed Sheltered | 75 | £250,000 | £3,333 |
| 1 bed Extracare | 65 | £234,375 | £3,606 |
| 2 bed Extracare | 80 | £312,500 | £3,906 |
| Deal | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £310,000 | |
| 1 bed Sheltered | 50 | £232,500 | £4,650 |
| 2 bed Sheltered | 75 | £310,000 | £4,133 |
| 1 bed Extracare | 65 | £290,625 | £4,471 |
| 2 bed Extracare | 80 | £387,500 | £4,844 |
| Sandwich | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | £255,000 | |
| 1 bed Sheltered | 50 | £191,250 | £3,825 |
| 2 bed Sheltered | 75 | £255,000 | £3,400 |
| 1 bed Extracare | 65 | £239,063 | £3,678 |
| 2 bed Extracare | 80 | £318,750 | £3,984 |
| Aylesham | | | |
| 3 bed semi-detached | | £245,000 | |
| 1 bed Sheltered | 50 | £183,750 | £3,675 |
| 2 bed Sheltered | 75 | £245,000 | £3,267 |
| 1 bed Extracare | 65 | £229,688 | £3,534 |
| 2 bed Extracare | 80 | £306,250 | £3,828 |



40

Table 5.1 Commercial Values £/m² 2019

| | Rent £/m ² | Yield | Rent free period | | Assumpti on |
|-----------------------|--------------------------|-------|---------------------|--------|----------------|
| Offices - Large | £180 | 6.75% | 1.0 | £2,498 | £2,500 |
| Offices - Small | £180 | 8.00% | 1.0 | £2,083 | £2,100 |
| Industrial - Large | £100 | 7.00% | 1.0 | £1,335 | £1,335 |
| Industrial - Small | £100 | 9.00% | 1.0 | £1,019 | £1,335 |
| Retail - Central | £250 | 6.00% | 1.0 | £3,931 | £4,000 |
| Retail (elsewhere) | £130 | 9.00% | 1.0 | £1,325 | £1,200 |
| Supermarket | £280 | 5.00% | 1.0 | £5,333 | £5,300 |
| Retail warehouse | £200 | 6.00% | 2.0 | £2,967 | £3,000 |
| Hotel (per room) | £5,000 | 5.00% | 0.0 | £4,049 | £4,050 |

41

Existing Use Value £/ha

- Agricultural Land £22,500/ha
- Paddock Land £50,000/ha
- Industrial Land £1,200,000/ha

43

Land Registry Prices Paid

- Recently consented sites

| Planning Ref | Site | ha | All Units | Affordable % | Price Paid | £/ha | £/unit |
|--------------|---|------|-----------|--------------|-------------|------------|----------|
| DOV14/00240 | GASTON HOSPITAL, HILL LAKE, BLETCHLEY | 3.36 | 100 | 30.00% | £1,700,000 | £506,552 | £17,000 |
| DOV16/01247 | LAND AT WHITE FOST FARM, SANDHURST ROAD, ABEYFORD | 1.21 | 30 | 30.00% | No PPD | | |
| DOV18/00300 | ARLEIGH SPORTS CLUB, BURGESS ROAD, CADESBURY | 0.22 | 19 | 0.00% | £391,500 | £876,655 | £30,079 |
| DOV16/01338 | LAND TO THE REAR OF ANCHERS COURT ROAD, WESTFIELD | 1.66 | 38 | 30.00% | £11,999 | £7,228 | £479 |
| DOV17/00892 | FORMER GREENHOLM PUBLIC HOUSE, DUNHAM FERRIS SOCIAL, GREENHAM | 0.27 | 17 | 0.00% | £956,000 | £3,538,519 | £55,882 |
| DOV17/01114 | LAND AT LYING TO THE SOUTH WEST OF WELLS FARM, EASTLEY, SANDWICH | 2.54 | 50 | 30.00% | £1,723,700 | £678,622 | £34,474 |
| DOV16/01450 | LAND AT FROSTFIELD LANE, HAINES FARM, SANDWICH | 2.1 | 19 | 31.58% | No PPD | | |
| DOV17/00406 | LAND AT GORSEDALE FARM, SANDHURST ROAD, WESTFIELD | 0.91 | 14 | 0.00% | £1,150,000 | £1,264,736 | £82,143 |
| DOV18/00316 | WEST MEDICAL RESIDENTIAL, DOWN ROAD, EAST DUNDEEN | 0.99 | 88a | 49.141% | No PPD | | |
| 17/01530 | LAND TO THE REAR OF HATHORNS CLOSE B, HATHORNS ROAD, BEA | 2.56 | 63 | 15.87% | | | |
| DOV18/01332 | LAND AT THE MARGERATES COURT, PINE CREEK ROAD, DOVER CILE LIME | 0.3 | 46 | 0.00% | £930,000 | £3,033,333 | £33,763 |
| DOV18/00242 | LAND AT GORNSFIELD NURSERY, BARNHOLE ROAD, BARNHOLE, STAPLE | 1.39 | 16 | 37.50% | £1,663,200 | £1,196,547 | £103,950 |
| DOV18/01189 | CANTERBURY C.T. LTD, LAND AT THE FARM, SANDHURST CLUB, KING STREET, DEAN, DEAN CILE | 0.05 | 16 | 0.00% | No PPD | | |
| DOV18/00888 | 12 LOWER ROAD AND WOOD VIEW NURSERY, LOWER ROAD, TEMPLE | 1.03 | 14 | 0.00% | £460,000 | £436,893 | £32,143 |
| DOV18/00862 | LAND AT REAR OF AND INCLUDING 34 & 35 INCLUDING 35A, SEAL | 0.97 | 21 | 35.57% | £1,300,000 | £1,340,200 | £61,905 |
| DOV17/01523 | LAND AT FORMER INCISLAND INDUSTRIAL | 1.63 | 150 | 0.00% | £1,450,000 | £888,571 | £9,667 |
| DOV18/00764 | LAND AT STAGE OF IMPROVING WORKS AND LAND A/D AND INCLUDING 12B, BROMHAM ROAD, SANDWICH | 1.12 | 35 | 31.43% | Partial PPD | | |
| DOV18/00243 | LAND AT WOODMERE BROADWAY ROAD, SANDWICH | 5.31 | 120 | 30.00% | £336,000 | £63,277 | £2,800 |
| 19/04843 | LAND AT WOODMERE BROADWAY LANE, SANDWICH | 1.07 | 38 | 35.57% | £100,000 | £93,458 | £3,571 |
| 19/04849 | LAND AT FERRIS 137 - 137 CAPEL STREET, CAPEL LE FERRE | 1.6 | 34 | 25.41% | Partial PPD | | |
| 16/04844 | FORMER BARWICK SITE, COCKING VALLEY ROAD | 0.2 | 16 | 0.00% | £145,000 | £725,000 | £9,063 |
| 18/00688 | LAND ADJ TO MALVERN ROAD, DOVER | 0.12 | 17 | 0.00% | £275,000 | £1,875,000 | £11,250 |
| 18/01263 | FORMER UNITED REFORMED CHURCH, HIGH STREET, DOVER | 0.06 | 16 | 0.00% | £378,000 | £2,966,667 | £11,125 |

42

Development Costs 1

- Construction BCIS
 - Typologies Median
 - Strategic LQ
- Site Costs 5% to 15% (+Bio gain)
- Brownfield +5%
- Fees 8%
- Contingencies 2.5% / 5%

44

Development Costs 2

- Interest 6.5%
- Developer's Return 17.5% Market Housing
6% Affordable
Sales 2.5% + 1%



45

Modelling – based on potential allocations

| | Greenfield | | | Mixed | | | PQL | | | All | | | | | | |
|--------------------------------|------------|-------|---------|----------|----|---------|--------|----------|---------|--------|--------|---------|----------|--------|--------|----------|
| | Count | Ha | Average | Count | Ha | Average | Count | Area | Average | Count | Area | Average | | | | |
| Aylesham | 4 | 138 | 1.21% | 34.00 | 0 | 0.00% | 2 | 82 | 4.62% | 41.00 | 6 | 218 | 1.23% | 36.33 | | |
| Buckland | 1 | 18 | 0.14% | 18.00 | 0 | 0.00% | 1 | 10 | 0.59% | 10.00 | 2 | 28 | 0.15% | 13.00 | | |
| BucklandSt Margarets at Cliffe | 1 | 1000 | 8.91% | 1,000.00 | 0 | 0.00% | 0 | 0 | 0.00% | 1 | 1000 | 5.64% | 1,000.00 | | | |
| Capel le Ferne | 6 | 627 | 5.59% | 69.67 | 3 | 7.9 | 1.65% | 26.33 | 3 | 174 | 9.81% | 58.00 | 15 | 989 | 4.96% | 66.07 |
| Capel le FerneSt Radigunds | 0 | 0 | 0.00% | 0.00 | 0 | 0.00% | 1 | 180 | 10.15% | 180.00 | 1 | 180 | 1.01% | 180.00 | | |
| Eastry | 18 | 858 | 7.68% | 53.89 | 6 | 341 | 7.31% | 57.83 | 6 | 257 | 14.49% | 42.83 | 28 | 1483 | 8.26% | 52.28 |
| Eythorne & Shepherdsweil | 16 | 1058 | 9.43% | 66.13 | 1 | 22 | 0.49% | 22.00 | 0 | 0 | 0.00% | 0 | 17 | 1080 | 6.09% | 63.53 |
| Little Stour & Ashstone | 28 | 1316 | 11.73% | 47.00 | 7 | 268 | 5.80% | 38.00 | 4 | 69 | 3.89% | 17.25 | 39 | 1651 | 9.31% | 42.33 |
| Lydden & Temple Ewell | 3 | 418 | 3.73% | 139.33 | 1 | 240 | 5.06% | 240.00 | 1 | 20 | 1.13% | 20.00 | 5 | 678 | 3.82% | 135.60 |
| Maxon, Elms Vale & Priory | 2 | 30 | 0.28% | 15.00 | 0 | 0.00% | 1 | 9 | 0.51% | 9.00 | 3 | 41 | 0.23% | 13.67 | | |
| Middle Deal & Sholden | 1 | 68 | 0.61% | 68.00 | 1 | 2500 | 52.86% | 2,500.00 | 0 | 0 | 0.00% | 0 | 2 | 2568 | 14.47% | 1,284.00 |
| Mill Hill | 3 | 838 | 7.49% | 278.67 | 0 | 0.00% | 1 | 15 | 0.85% | 15.00 | 4 | 84 | 0.46% | 21.00 | | |
| Mill Hill/Eastry | 1 | 310 | 2.78% | 310.00 | 0 | 0.00% | 0 | 0 | 0.00% | 1 | 310 | 1.75% | 310.00 | | | |
| North Deal | 4 | 253 | 2.25% | 63.25 | 0 | 0.00% | 0 | 0 | 0.00% | 4 | 253 | 1.43% | 63.25 | | | |
| Risingdun | 7 | 699 | 6.24% | 119.29 | 1 | 10 | 0.21% | 10.00 | 2 | 262 | 14.77% | 131.00 | 10 | 1107 | 6.24% | 110.70 |
| River | 5 | 818 | 7.29% | 163.60 | 0 | 0.00% | 0 | 0 | 0.00% | 5 | 818 | 4.61% | 163.60 | | | |
| Sandwich | 13 | 915 | 8.16% | 70.38 | 2 | 52 | 1.10% | 26.00 | 7 | 330 | 18.60% | 47.14 | 22 | 1297 | 7.31% | 58.99 |
| St Margarets at Cliffe | 12 | 1431 | 12.77% | 119.42 | 5 | 1148 | 26.19% | 229.60 | 2 | 50 | 2.82% | 25.00 | 19 | 2631 | 14.83% | 138.47 |
| St Radigunds | 3 | 208 | 1.85% | 69.33 | 2 | 83 | 1.75% | 41.50 | 4 | 308 | 17.38% | 77.00 | 9 | 598 | 3.38% | 66.66 |
| Tower Hamlets | 1 | 40 | 0.36% | 40.00 | 0 | 0.00% | 0 | 0 | 0.00% | 1 | 40 | 0.23% | 40.00 | | | |
| Wainor | 3 | 48 | 0.43% | 16.00 | 0 | 0.00% | 1 | 8 | 0.45% | 8.00 | 4 | 56 | 0.32% | 14.00 | | |
| All | 133 | 11220 | | 84.38 | 29 | 4747 | | 163.69 | 38 | 1774 | | 49.28 | 198 | 17741 | | 88.60 |



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Base Policies

- Affordable Housing 30% (35% / 65%).
PRS 20%.
- Design 95% M4(2), 5% M4(3)
NDSS
Water efficiency / Car Charging Points
10% Biodiversity Net Gain
FHStandard – Option 2
- Developer Contributions £4,000/unit.



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Typologies

| | | Current Use | Units | Area Ha | | Density Units/ha | | Density m2/ha |
|----|--------------------|--------------------|-------|---------|-------|------------------|--------|---------------|
| | | | | Gross | Net | Gross | Net | |
| 1 | Large Green 350 | Green Agricultural | 350 | 13.33 | 10.00 | 26.25 | 35.00 | 3,199 |
| 2 | Large Green 175 | Green Agricultural | 175 | 6.67 | 5.00 | 26.25 | 35.00 | 3,217 |
| 3 | Large Green 175 LD | Green Agricultural | 175 | 7.78 | 5.83 | 22.50 | 30.00 | 2,726 |
| 4 | Large Green 75 | Green Agricultural | 75 | 2.86 | 2.14 | 26.25 | 35.00 | 3,206 |
| 5 | Medium Green 35 | Green Agricultural | 35 | 1.18 | 1.00 | 29.75 | 35.00 | 3,251 |
| 6 | Medium Green 35 LD | Green Agricultural | 35 | 1.30 | 1.17 | 27.00 | 30.00 | 2,794 |
| 7 | Medium Green 15 | Green Paddock | 15 | 0.48 | 0.43 | 31.50 | 35.00 | 3,152 |
| 8 | Large Brown 500 | Brown Industrial | 500 | 16.76 | 14.29 | 29.83 | 35.00 | 3,200 |
| 9 | Large Brown 150 | Brown Industrial | 150 | 4.50 | 3.75 | 33.36 | 40.00 | 3,667 |
| 10 | Large Brown 60 | Brown Industrial | 60 | 2.01 | 1.71 | 29.89 | 35.00 | 3,165 |
| 11 | Medium Brown 25 | Brown Industrial | 25 | 0.75 | 0.63 | 33.28 | 40.00 | 3,699 |
| 12 | Medium Brown 15 | Brown Industrial | 15 | 0.50 | 0.43 | 29.93 | 35.00 | 3,152 |
| 13 | Small Green 7 | Green Paddock | 7 | 0.23 | 0.23 | 30.00 | 30.00 | 3,026 |
| 14 | Small Green 4 | Green Paddock | 4 | 0.16 | 0.16 | 25.00 | 25.00 | 2,725 |
| 15 | Green Plot | Green Paddock | 1 | 0.05 | 0.05 | 20.00 | 20.00 | 2,600 |
| 16 | Small Brown 11 | Brown Industrial | 11 | 0.28 | 0.28 | 40.00 | 40.00 | 3,127 |
| 17 | Small Brown 7 | Brown Industrial | 7 | 0.14 | 0.14 | 50.00 | 50.00 | 4,371 |
| 18 | Small Brown 4 | Brown Industrial | 4 | 0.10 | 0.10 | 40.00 | 40.00 | 3,180 |
| 19 | Brown Plot | Brown Industrial | 1 | 0.03 | 0.03 | 30.00 | 30.00 | 3,600 |
| 20 | Urban Flats 75 | Brown Industrial | 75 | 0.77 | 0.50 | 97.04 | 150.00 | 8,858 |
| 21 | Urban Flats 20 | Brown Industrial | 20 | 0.33 | 0.27 | 60.07 | 75.00 | 4,114 |



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| | Units | Area Ha | | | Density Units/ha | | Density m2/ha |
|----------------------|-------|---------|--------|---------|------------------|--------|---------------|
| | | Gross | Net | | Gross | Net | |
| 1 Large Green 300 | 300 | 10.00 | 8.34 | 83.38% | 30.00 | 35.98 | 3,270 |
| 2 Large Green 150 | 150 | 5.00 | 4.16 | 83.10% | 30.00 | 36.10 | 3,340 |
| 3 Medium Green 80 | 80 | 2.67 | 2.22 | 83.36% | 30.00 | 35.99 | 3,278 |
| 4 Medium Green 40 | 40 | 1.33 | 1.11 | 83.31% | 30.00 | 36.01 | 3,290 |
| 5 Medium Green 20 | 20 | 0.67 | 0.56 | 83.27% | 30.00 | 36.03 | 3,286 |
| 6 Medium Green 20 LD | 20 | 0.80 | 0.69 | 85.68% | 25.00 | 29.18 | 2,746 |
| 7 Small Green 12 | 12 | 0.40 | 0.33 | 82.79% | 30.00 | 36.23 | 3,394 |
| 8 Small 8 | 8 | 0.27 | 0.27 | 100.00% | 30.00 | 30.00 | 2,824 |
| 9 Small 6 | 6 | 0.20 | 0.20 | 100.00% | 30.00 | 30.00 | 2,930 |
| 10 Small 3 | 3 | 0.10 | 0.10 | 100.00% | 30.00 | 30.00 | 3,260 |
| 11 PDL 300 | 300 | 6.67 | 5.04 | 75.61% | 45.00 | 59.51 | 5,196 |
| 12 PDL 200 | 200 | 4.44 | 3.36 | 75.56% | 45.00 | 59.55 | 5,211 |
| 13 PDL 200 HD | 200 | 3.42 | 3.08 | 90.00% | 58.50 | 65.00 | 5,234 |
| 14 PDL 100 | 100 | 2.00 | 1.46 | 72.86% | 50.00 | 68.62 | 5,996 |
| 15 PDL 100 HD | 100 | 0.93 | 0.83 | 90.00% | 108.00 | 120.00 | 8,004 |
| 16 PDL 30 | 30 | 0.86 | 0.69 | 81.06% | 35.00 | 43.18 | 3,755 |
| 17 PDL 30 HD | 30 | 0.33 | 0.30 | 90.00% | 90.00 | 100.00 | 6,787 |
| 18 PDL 12 | 12 | 0.30 | 0.24 | 79.38% | 40.00 | 50.39 | 4,132 |
| 19 PDL 12 HD | 12 | 0.22 | 0.20 | 90.00% | 54.00 | 60.00 | 3,500 |
| 20 PDL 6 | 6 | 0.10 | 0.10 | 100.00% | 60.00 | 60.00 | 5,140 |
| 21 Flatted PRS 40 | 40 | 0.59 | 0.53 | 90.00% | 67.50 | 75.00 | 4,785 |
| 22 Sth Aylesham | 650 | 26.20 | 20.31 | 77.53% | 24.81 | 32.00 | 2,923 |
| 23 Nth Aylesham | 500 | 22.32 | 15.63 | 70.00% | 22.40 | 32.00 | 2,916 |
| 24 Whitfield | 4,017 | 179.33 | 125.53 | 70.00% | 22.40 | 32.00 | 2,914 |
| 25 Whitfield Plus | 4,617 | 206.12 | 144.28 | 70.00% | 22.40 | 32.00 | 2,914 |

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Benchmark Land Value?

- **Brownfield Site**
 - EUV (£1,200,000/ha) + 20%

- **Greenfield Sites**
 - EUV (£25,000/ha / £50,000/ha) + £400,000/ha

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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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Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes

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| Site | Area (ha) | Units | Residual Value (£) | | Site | | |
|---------------------------|---------------------------------|--------|--------------------|--------|-----------|-----------|------------|
| | | | Gross ha | Net ha | | | |
| Site 1 Large Green 300 | Coast, South Green Agricultural | 10.00 | 8.34 | 300 | 1,162,231 | 1,393,877 | 11,622,313 |
| Site 2 Large Green 150 | Coast, South Green Agricultural | 5.00 | 4.16 | 150 | 1,226,752 | 1,478,154 | 6,133,758 |
| Site 3 Medium Green 80 | Coast, South Green Agricultural | 2.67 | 2.22 | 80 | 1,196,007 | 1,434,669 | 3,189,353 |
| Site 4 Medium Green 40 | Coast, South Green Agricultural | 1.33 | 1.11 | 40 | 1,201,343 | 1,441,961 | 1,601,791 |
| Site 5 Medium Green 20 | Coast, South Green Agricultural | 0.67 | 0.56 | 20 | 1,209,247 | 1,452,245 | 806,165 |
| Site 6 Medium Green 20 LD | Coast, South Green Agricultural | 0.80 | 0.69 | 20 | 1,082,429 | 1,263,297 | 865,943 |
| Site 7 Small Green 12 | Coast, South Green Paddock | 0.40 | 0.33 | 12 | 1,712,008 | 2,067,794 | 684,803 |
| Site 8 Small 8 | Coast, South Green Paddock | 0.27 | 0.27 | 8 | 1,842,879 | 1,842,879 | 491,434 |
| Site 9 Small 6 | Coast, South Green Paddock | 0.20 | 0.20 | 6 | 1,959,181 | 1,959,181 | 391,836 |
| Site 10 Small 3 | Coast, South Green Paddock | 0.10 | 0.10 | 3 | 1,971,119 | 1,971,119 | 197,112 |
| Site 11 PDL 300 | Coast, South PDL Industrial | 6.67 | 5.04 | 300 | 815,506 | 1,078,550 | 5,436,708 |
| Site 12 PDL 200 | Coast, South PDL Industrial | 4.44 | 3.36 | 200 | 833,481 | 1,103,031 | 3,704,360 |
| Site 13 PDL 200 HD | Coast, South PDL Industrial | 3.42 | 3.08 | 200 | 827,743 | 919,714 | 2,829,890 |
| Site 14 PDL 100 | Coast, South PDL Industrial | 2.00 | 1.46 | 100 | 926,094 | 1,271,057 | 1,852,187 |
| Site 15 PDL 100 HD | Coast, South PDL Industrial | 0.93 | 0.83 | 100 | 5,002,509 | 5,558,343 | 4,631,953 |
| Site 16 PDL 30 | Coast, South PDL Industrial | 0.86 | 0.69 | 30 | 649,399 | 801,135 | 556,627 |
| Site 17 PDL 30 HD | Coast, South PDL Industrial | 0.33 | 0.30 | 30 | 4,202,011 | 4,688,901 | 1,400,670 |
| Site 18 PDL 12 | Coast, South PDL Industrial | 0.30 | 0.24 | 12 | 1,152,436 | 1,451,846 | 345,736 |
| Site 19 PDL 12 HD | Coast, South PDL Industrial | 0.22 | 0.20 | 12 | 2,799,637 | 3,110,708 | 622,142 |
| Site 20 PDL 6 | Coast, South Mixed Industrial | 0.10 | 0.10 | 6 | 1,769,201 | 1,769,201 | 176,920 |
| Site 21 Flatted PRS 40 | Coast, South Mixed Industrial | 0.59 | 0.53 | 40 | -410,032 | -455,591 | -242,982 |
| Site 22 Sth Aylesham | Aylesham Green Agricultural | 26.20 | 20.31 | 650 | 559,659 | 721,874 | 14,663,073 |
| Site 23 Nth Aylesham | Aylesham Green Agricultural | 22.32 | 15.63 | 500 | 525,897 | 751,282 | 11,738,777 |
| Site 24 Whitfield | Whitfield Green Agricultural | 179.33 | 125.53 | 4,017 | 281,736 | 402,483 | 50,523,784 |
| Site 25 Whitfield Plus | Whitfield Green Agricultural | 206.12 | 144.28 | 4,617 | 264,702 | 378,146 | 54,559,599 |

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| Site | Area (ha) | Units | Residual Value (£) | | Site | | |
|---------------------------|--|-------|--------------------|--------|------------|------------|------------|
| | | | Gross ha | Net ha | | | |
| Site 1 Large Green 300 | Aylesham, N&W Dover Green Agricultural | 10.00 | 8.34 | 300 | 619,576 | 743,064 | 6,195,758 |
| Site 2 Large Green 150 | Aylesham, N&W Dover Green Agricultural | 5.00 | 4.16 | 150 | 648,238 | 780,027 | 3,241,189 |
| Site 3 Medium Green 80 | Aylesham, N&W Dover Green Agricultural | 2.67 | 2.22 | 80 | 634,261 | 760,827 | 1,691,362 |
| Site 4 Medium Green 40 | Aylesham, N&W Dover Green Agricultural | 1.33 | 1.11 | 40 | 625,673 | 750,996 | 834,231 |
| Site 5 Medium Green 20 | Aylesham, N&W Dover Green Agricultural | 0.67 | 0.56 | 20 | 623,296 | 748,547 | 415,531 |
| Site 6 Medium Green 20 LD | Aylesham, N&W Dover Green Agricultural | 0.80 | 0.69 | 20 | 574,052 | 669,973 | 459,241 |
| Site 7 Small Green 12 | Aylesham, N&W Dover Green Paddock | 0.40 | 0.33 | 12 | 888,620 | 1,073,286 | 355,448 |
| Site 8 Small 8 | Aylesham, N&W Dover Green Paddock | 0.27 | 0.27 | 8 | 995,655 | 995,655 | 265,508 |
| Site 9 Small 6 | Aylesham, N&W Dover Green Paddock | 0.20 | 0.20 | 6 | 1,049,806 | 1,049,806 | 209,961 |
| Site 10 Small 3 | Aylesham, N&W Dover Green Paddock | 0.10 | 0.10 | 3 | 1,011,775 | 1,011,775 | 101,177 |
| Site 11 PDL 300 | Aylesham, N&W Dover PDL Industrial | 6.67 | 5.04 | 300 | 718,244 | 949,916 | 4,788,295 |
| Site 12 PDL 200 | Aylesham, N&W Dover PDL Industrial | 4.44 | 3.36 | 200 | 732,208 | 969,005 | 3,254,256 |
| Site 13 PDL 200 HD | Aylesham, N&W Dover PDL Industrial | 3.42 | 3.08 | 200 | 702,381 | 780,424 | 2,401,304 |
| Site 14 PDL 100 | Aylesham, N&W Dover PDL Industrial | 2.00 | 1.46 | 100 | 809,732 | 1,111,351 | 1,619,463 |
| Site 15 PDL 100 HD | Aylesham, N&W Dover PDL Industrial | 0.93 | 0.83 | 100 | -1,595,031 | -1,772,257 | -1,476,881 |
| Site 16 PDL 30 | Aylesham, N&W Dover PDL Industrial | 0.86 | 0.69 | 30 | 568,121 | 700,866 | 486,961 |
| Site 17 PDL 30 HD | Aylesham, N&W Dover PDL Industrial | 0.33 | 0.30 | 30 | -1,362,325 | -1,513,694 | -454,108 |
| Site 18 PDL 12 | Aylesham, N&W Dover PDL Industrial | 0.30 | 0.24 | 12 | 1,066,259 | 1,343,282 | 319,878 |
| Site 19 PDL 12 HD | Aylesham, N&W Dover PDL Industrial | 0.22 | 0.20 | 12 | -141,895 | -157,661 | -31,532 |
| Site 20 PDL 6 | Aylesham, N&W Dover Mixed Industrial | 0.10 | 0.10 | 6 | 1,633,920 | 1,633,920 | 163,392 |
| Site 21 Flatted PRS 40 | Aylesham, N&W Dover Mixed Industrial | 0.59 | 0.53 | 40 | -410,032 | -455,591 | -242,982 |

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| Site | Area (ha) | Units | Residual Value (£) | | Site | | |
|---------------------------|--------------------------|-------|--------------------|--------|------------|------------|------------|
| | | | Gross ha | Net ha | | | |
| Site 1 Large Green 300 | North Green Agricultural | 10.00 | 8.34 | 300 | 578,877 | 694,253 | 5,788,766 |
| Site 2 Large Green 150 | North Green Agricultural | 5.00 | 4.16 | 150 | 604,849 | 727,817 | 3,024,246 |
| Site 3 Medium Green 80 | North Green Agricultural | 2.67 | 2.22 | 80 | 592,130 | 710,289 | 1,579,013 |
| Site 4 Medium Green 40 | North Green Agricultural | 1.33 | 1.11 | 40 | 582,498 | 699,167 | 776,664 |
| Site 5 Medium Green 20 | North Green Agricultural | 0.67 | 0.56 | 20 | 579,350 | 695,770 | 386,233 |
| Site 6 Medium Green 20 LD | North Green Agricultural | 0.80 | 0.69 | 20 | 535,923 | 625,473 | 428,739 |
| Site 7 Small Green 12 | North Green Paddock | 0.40 | 0.33 | 12 | 1,337,741 | 1,615,740 | 535,096 |
| Site 8 Small 8 | North Green Paddock | 0.27 | 0.27 | 8 | 1,457,777 | 1,457,777 | 388,741 |
| Site 9 Small 6 | North Green Paddock | 0.20 | 0.20 | 6 | 1,548,392 | 1,548,392 | 309,679 |
| Site 10 Small 3 | North Green Paddock | 0.10 | 0.10 | 3 | 1,539,342 | 1,539,342 | 153,934 |
| Site 11 PDL 300 | Dover PDL Industrial | 6.67 | 5.04 | 300 | -1,335,207 | -1,765,882 | -8,901,381 |
| Site 12 PDL 200 | Dover PDL Industrial | 4.44 | 3.36 | 200 | -1,405,407 | -1,859,919 | -6,246,254 |
| Site 13 PDL 200 HD | Dover PDL Industrial | 3.42 | 3.08 | 200 | -1,968,073 | -2,186,747 | -6,728,453 |
| Site 14 PDL 100 | Dover PDL Industrial | 2.00 | 1.46 | 100 | -1,647,084 | -2,260,612 | -3,294,168 |
| Site 15 PDL 100 HD | Dover PDL Industrial | 0.93 | 0.83 | 100 | -5,817,032 | -6,463,969 | -5,386,141 |
| Site 16 PDL 30 | Dover PDL Industrial | 0.86 | 0.69 | 30 | -1,156,695 | -1,426,965 | -991,453 |
| Site 17 PDL 30 HD | Dover PDL Industrial | 0.33 | 0.30 | 30 | -4,913,880 | -5,459,866 | -1,637,960 |
| Site 18 PDL 12 | Dover PDL Industrial | 0.30 | 0.24 | 12 | -739,678 | -931,852 | -221,903 |
| Site 19 PDL 12 HD | Dover PDL Industrial | 0.22 | 0.20 | 12 | -1,997,895 | -2,219,884 | -443,977 |
| Site 20 PDL 6 | Dover Mixed Industrial | 0.10 | 0.10 | 6 | -1,146,466 | -1,146,466 | -114,647 |
| Site 21 Flatted PRS 40 | Dover Mixed Industrial | 0.59 | 0.53 | 40 | -410,032 | -455,591 | -242,982 |

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| Site | Area (ha) | Units | Existing Use Value | Benchmark Land Value | | Residual Value |
|---------------------------|--------------|-----------|--------------------|----------------------|-----------|----------------|
| | | | | £/ha | £/ha | |
| Site 1 Large Green 300 | Coast, South | 22,500 | £/ha | 422,500 | 1,162,231 | |
| Site 2 Large Green 150 | Coast, South | 22,500 | £/ha | 422,500 | 1,226,752 | |
| Site 3 Medium Green 80 | Coast, South | 22,500 | £/ha | 422,500 | 1,196,007 | |
| Site 4 Medium Green 40 | Coast, South | 22,500 | £/ha | 422,500 | 1,201,343 | |
| Site 5 Medium Green 20 | Coast, South | 22,500 | £/ha | 422,500 | 1,209,247 | |
| Site 6 Medium Green 20 LD | Coast, South | 22,500 | £/ha | 422,500 | 1,082,429 | |
| Site 7 Small Green 12 | Coast, South | 50,000 | £/ha | 450,000 | 1,712,008 | |
| Site 8 Small 8 | Coast, South | 50,000 | £/ha | 450,000 | 1,842,879 | |
| Site 9 Small 6 | Coast, South | 50,000 | £/ha | 450,000 | 1,959,181 | |
| Site 10 Small 3 | Coast, South | 50,000 | £/ha | 450,000 | 1,971,119 | |
| Site 11 PDL 300 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 815,506 | |
| Site 12 PDL 200 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 833,481 | |
| Site 13 PDL 200 HD | Coast, South | 1,200,000 | £/ha | 1,440,000 | 827,743 | |
| Site 14 PDL 100 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 926,094 | |
| Site 15 PDL 100 HD | Coast, South | 1,200,000 | £/ha | 1,440,000 | 5,002,509 | |
| Site 16 PDL 30 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 649,399 | |
| Site 17 PDL 30 HD | Coast, South | 1,200,000 | £/ha | 1,440,000 | 4,202,011 | |
| Site 18 PDL 12 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 1,152,436 | |
| Site 19 PDL 12 HD | Coast, South | 1,200,000 | £/ha | 1,440,000 | 2,799,637 | |
| Site 20 PDL 6 | Coast, South | 1,200,000 | £/ha | 1,440,000 | 1,769,201 | |
| Site 21 Flatted PRS 40 | Coast, South | 1,200,000 | £/ha | 1,440,000 | -410,032 | |
| Site 22 Sth Aylesham | Aylesham | 22,500 | £/ha | 422,500 | 559,659 | |
| Site 23 Nth Aylesham | Aylesham | 22,500 | £/ha | 422,500 | 525,897 | |
| Site 24 Whitfield | Whitfield | 22,500 | £/ha | 422,500 | 281,736 | |
| Site 25 Whitfield Plus | Whitfield | 22,500 | £/ha | 422,500 | 264,702 | |

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| | | | Existing Use Value | Benchmark Land Value | Residual Value |
|---------|--------------------|---------------------|--------------------|----------------------|----------------|
| | | | £/ha | £/ha | £/ha |
| Site 1 | Large Green 300 | Aylesham, N&W Dover | 22,500 | 422,500 | 619,576 |
| Site 2 | Large Green 150 | Aylesham, N&W Dover | 22,500 | 422,500 | 648,238 |
| Site 3 | Medium Green 80 | Aylesham, N&W Dover | 22,500 | 422,500 | 634,281 |
| Site 4 | Medium Green 40 | Aylesham, N&W Dover | 22,500 | 422,500 | 625,673 |
| Site 5 | Medium Green 20 | Aylesham, N&W Dover | 22,500 | 422,500 | 623,296 |
| Site 6 | Medium Green 20 LD | Aylesham, N&W Dover | 22,500 | 422,500 | 574,052 |
| Site 7 | Small Green 12 | Aylesham, N&W Dover | 50,000 | 450,000 | 888,620 |
| Site 8 | Small 8 | Aylesham, N&W Dover | 50,000 | 450,000 | 995,655 |
| Site 9 | Small 6 | Aylesham, N&W Dover | 50,000 | 450,000 | 1,049,806 |
| Site 10 | Small 3 | Aylesham, N&W Dover | 50,000 | 450,000 | 1,011,775 |
| Site 11 | PDL 300 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 718,244 |
| Site 12 | PDL 200 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 732,208 |
| Site 13 | PDL 200 HD | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 702,381 |
| Site 14 | PDL 100 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 809,732 |
| Site 15 | PDL 100 HD | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | -1,595,031 |
| Site 16 | PDL 30 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 568,121 |
| Site 17 | PDL 30 HD | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | -1,362,325 |
| Site 18 | PDL 12 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 1,066,259 |
| Site 19 | PDL 12 HD | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | -141,895 |
| Site 20 | PDL 6 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | 1,633,920 |
| Site 21 | Flatted PRS 40 | Aylesham, N&W Dover | 1,200,000 | 1,440,000 | -410,032 |

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Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report
- Comments by midday 28th August 2020
- To regenerationdelivery@dover.gov.uk

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| | | | Existing Use Value | Benchmark Land Value | Residual Value |
|---------|--------------------|-------|--------------------|----------------------|----------------|
| | | | £/ha | £/ha | £/ha |
| Site 1 | Large Green 300 | North | 22,500 | 422,500 | 578,877 |
| Site 2 | Large Green 150 | North | 22,500 | 422,500 | 604,849 |
| Site 3 | Medium Green 80 | North | 22,500 | 422,500 | 592,130 |
| Site 4 | Medium Green 40 | North | 22,500 | 422,500 | 582,498 |
| Site 5 | Medium Green 20 | North | 22,500 | 422,500 | 579,350 |
| Site 6 | Medium Green 20 LD | North | 22,500 | 422,500 | 535,923 |
| Site 7 | Small Green 12 | North | 50,000 | 450,000 | 1,337,741 |
| Site 8 | Small 8 | North | 50,000 | 450,000 | 1,457,777 |
| Site 9 | Small 6 | North | 50,000 | 450,000 | 1,548,392 |
| Site 10 | Small 3 | North | 50,000 | 450,000 | 1,539,342 |
| Site 11 | PDL 300 | Dover | 1,200,000 | 1,440,000 | -1,335,207 |
| Site 12 | PDL 200 | Dover | 1,200,000 | 1,440,000 | -1,405,407 |
| Site 13 | PDL 200 HD | Dover | 1,200,000 | 1,440,000 | -1,968,073 |
| Site 14 | PDL 100 | Dover | 1,200,000 | 1,440,000 | -1,647,084 |
| Site 15 | PDL 100 HD | Dover | 1,200,000 | 1,440,000 | -5,817,032 |
| Site 16 | PDL 30 | Dover | 1,200,000 | 1,440,000 | -1,156,695 |
| Site 17 | PDL 30 HD | Dover | 1,200,000 | 1,440,000 | -4,913,880 |
| Site 18 | PDL 12 | Dover | 1,200,000 | 1,440,000 | -739,678 |
| Site 19 | PDL 12 HD | Dover | 1,200,000 | 1,440,000 | -1,997,895 |
| Site 20 | PDL 6 | Dover | 1,200,000 | 1,440,000 | -1,146,466 |
| Site 21 | Flatted PRS 40 | Dover | 1,200,000 | 1,440,000 | -410,032 |

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Appendix 5 – Land Registry PPD and EPC Data

| Date | Price Paid | Type | SOAN | PAON | Street | Place | Postcode | m2 | £/m2 |
|------------|------------|------|------|---------------|-------------------|-------------|----------|-----|--------|
| 22/11/2019 | £245,000 | D | | PLOT 2 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 29/11/2019 | £245,000 | D | | PLOT 3 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 15/08/2019 | £212,000 | D | | PLOT 5 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 18/04/2019 | £243,000 | D | | PLOT 7 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 13/12/2019 | £185,000 | D | | PLOT 10 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 10/10/2019 | £260,000 | D | | PLOT 13 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 20/12/2019 | £265,000 | D | | PLOT 16 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 16/05/2019 | £250,000 | D | | PLOT 18 | HAMMILL ROAD | Sandwich | CT13 0EJ | | |
| 25/09/2019 | £250,000 | D | | 6 | COLLIERY LANE | Sandwich | CT13 0FS | | |
| 06/03/2019 | £410,000 | S | | 2 | SOLE CLOSE | Deal | CT14 0FA | 141 | £2,908 |
| 03/09/2019 | £635,000 | D | | 8 | ST CRISPIN CLOSE | Deal | CT14 0FD | 188 | £3,378 |
| 28/06/2019 | £293,950 | F | 28 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 75 | £3,919 |
| 28/06/2019 | £276,950 | F | 3 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 57 | £4,859 |
| 06/08/2019 | £258,950 | F | 6 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 53 | £4,886 |
| 28/06/2019 | £284,950 | F | 41 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 57 | £4,999 |
| 27/06/2019 | £274,950 | F | 34 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,092 |
| 27/08/2019 | £279,950 | F | 14 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,184 |
| 22/11/2019 | £264,052 | F | 36 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 50 | £5,281 |
| 29/11/2019 | £285,950 | F | 19 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,295 |
| 21/06/2019 | £406,950 | F | 40 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 76 | £5,355 |
| 28/06/2019 | £289,950 | F | 9 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,369 |
| 31/05/2019 | £268,950 | F | 12 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 50 | £5,379 |
| 31/10/2019 | £290,950 | F | 7 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,388 |
| 19/07/2019 | £282,950 | F | 25 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 52 | £5,441 |
| 27/08/2019 | £409,950 | F | 4 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 75 | £5,466 |
| 16/10/2019 | £296,950 | F | 10 | GOODWIN LODGE | ARK LANE | Deal | CT14 6FL | 54 | £5,499 |
| 14/06/2019 | £315,000 | S | | 20 | BELVEDERE GARDENS | Deal | CT14 9XU | 102 | £3,088 |
| 20/12/2019 | £290,000 | S | | 10 | COURT CLOSE | Deal | CT14 9YH | 108 | £2,685 |
| 23/12/2019 | £369,950 | D | | 4 | COURT CLOSE | Deal | CT14 9YH | 112 | £3,303 |
| 20/12/2019 | £257,950 | S | | 16 | COURT CLOSE | Deal | CT14 9YH | 69 | £3,738 |
| 20/12/2019 | £260,000 | S | | 14 | COURT CLOSE | Deal | CT14 9YH | 69 | £3,768 |
| 06/12/2019 | £285,000 | S | | 2 | LONG HILL LANE | Rural South | CT15 5FL | 82 | £3,476 |

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|------------|----------|---|---------|----|----------------|--------------|----------|-----|--------|
| 22/11/2019 | £290,000 | S | | 1 | LONG HILL LANE | Rural South | CT15 5FL | 82 | £3,537 |
| 27/09/2019 | £360,750 | D | | 9 | LONG HILL LANE | Rural South | CT15 5FL | 101 | £3,572 |
| 29/11/2019 | £340,000 | D | | 5 | LONG HILL LANE | Rural South | CT15 5FL | 90 | £3,778 |
| 28/08/2019 | £275,000 | T | | 5 | HOPE COURT | St Margarets | CT15 6FB | 82 | £3,354 |
| 29/03/2019 | £350,000 | D | | 2 | RICHMOND WAY | Whitfield | CT16 3FN | 121 | £2,893 |
| 12/07/2019 | £545,000 | D | | 12 | OSPREY GARDENS | Whitfield | CT16 3FP | 199 | £2,739 |
| 29/03/2019 | £435,000 | D | | 1 | OSPREY GARDENS | Whitfield | CT16 3FP | 154 | £2,825 |
| 29/03/2019 | £440,000 | D | | 7 | OSPREY GARDENS | Whitfield | CT16 3FP | 153 | £2,876 |
| 01/04/2019 | £440,000 | D | | 9 | OSPREY GARDENS | Whitfield | CT16 3FP | 153 | £2,876 |
| 01/03/2019 | £255,000 | S | | 3 | OSPREY GARDENS | Whitfield | CT16 3FP | 81 | £3,148 |
| 28/02/2019 | £255,000 | S | | 5 | OSPREY GARDENS | Whitfield | CT16 3FP | | |
| 31/01/2019 | £310,000 | D | | 1 | GOSHAWK LANE | Whitfield | CT16 3FR | 88 | £3,523 |
| 18/01/2019 | £248,000 | S | | 2 | GOSHAWK LANE | Whitfield | CT16 3FR | | |
| 18/01/2019 | £248,000 | S | | 4 | GOSHAWK LANE | Whitfield | CT16 3FR | | |
| 07/02/2019 | £355,000 | D | | 30 | MERLIN AVENUE | Whitfield | CT16 3FS | 121 | £2,934 |
| 10/05/2019 | £355,000 | D | | 32 | MERLIN AVENUE | Whitfield | CT16 3FS | 121 | £2,934 |
| 09/05/2019 | £355,000 | D | | 34 | MERLIN AVENUE | Whitfield | CT16 3FS | 121 | £2,934 |
| 20/12/2019 | £250,000 | T | | 3 | MERLIN AVENUE | Whitfield | CT16 3FS | 77 | £3,247 |
| 04/01/2019 | £246,000 | S | | 26 | MERLIN AVENUE | Whitfield | CT16 3FS | 75 | £3,280 |
| 20/12/2019 | £280,000 | S | | 11 | MERLIN AVENUE | Whitfield | CT16 3FS | 83 | £3,373 |
| 06/09/2019 | £530,000 | D | | 4 | HOBBY DRIVE | Whitfield | CT16 3FX | 201 | £2,637 |
| 20/12/2019 | £290,000 | D | | 10 | RYE LANE | Whitfield | CT16 3GP | 98 | £2,959 |
| 24/01/2020 | £300,000 | D | | 12 | RYE LANE | Whitfield | CT16 3GP | 98 | £3,061 |
| 30/08/2019 | £370,000 | D | | 8 | RYE LANE | Whitfield | CT16 3GP | 113 | £3,274 |
| 21/10/2019 | £271,000 | S | | 7 | MAIZE LANE | Whitfield | CT16 3GQ | 84 | £3,226 |
| 02/12/2019 | £373,000 | D | | 16 | MAIZE LANE | Whitfield | CT16 3GQ | 113 | £3,301 |
| 03/01/2020 | £375,000 | D | | 1 | MAIZE LANE | Whitfield | CT16 3GQ | 113 | £3,319 |
| 11/12/2019 | £400,000 | D | | 6 | OATS DRIVE | Whitfield | CT16 3GS | 126 | £3,175 |
| 18/10/2019 | £310,000 | D | | 4 | OATS DRIVE | Whitfield | CT16 3GS | 92 | £3,370 |
| 15/08/2019 | £335,000 | T | | 3 | DUBLIN MEWS | River | CT17 0RQ | 129 | £2,597 |
| 07/02/2020 | £364,000 | T | | 5 | DUBLIN MEWS | River | CT17 0RQ | 138 | £2,638 |
| 23/10/2019 | £365,000 | D | | 1 | DUBLIN MEWS | River | CT17 0RQ | 131 | £2,786 |
| 14/08/2019 | £360,000 | T | | 2 | DUBLIN MEWS | River | CT17 0RQ | 129 | £2,791 |
| 18/12/2019 | £474,000 | D | | 7 | DUBLIN MEWS | River | CT17 0RQ | 166 | £2,855 |
| 24/10/2019 | £310,000 | T | | 4 | DUBLIN MEWS | River | CT17 0RQ | 101 | £3,069 |
| 24/10/2019 | £257,000 | T | | 6 | DUBLIN MEWS | River | CT17 0RQ | 82 | £3,134 |
| 15/05/2019 | £77,500 | F | FLAT 22 | | THE METROPOLE | Dover | CT17 9AL | 71 | £1,092 |
| 16/05/2019 | £72,500 | F | FLAT 19 | | THE METROPOLE | Dover | CT17 9AL | 49 | £1,480 |

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|------------|----------|---|---------|---------------|-----------------|-------------|----------|-----|--------|
| 16/05/2019 | £72,500 | F | FLAT 20 | THE METROPOLE | NEW STREET | Dover | CT17 9AL | 47 | £1,543 |
| 28/08/2019 | £88,000 | F | FLAT 2 | THE METROPOLE | NEW STREET | Dover | CT17 9AL | 50 | £1,760 |
| 01/02/2019 | £190,000 | T | | 1 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,375 |
| 22/02/2019 | £190,000 | T | | 2 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,375 |
| 22/02/2019 | £190,000 | T | | 3 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,375 |
| 06/02/2019 | £190,000 | T | | 7 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,375 |
| 16/05/2019 | £192,000 | T | | 6 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,400 |
| 07/03/2019 | £195,000 | T | | 4 | REGAN MEWS | Dover | CT17 9HB | 80 | £2,438 |
| 16/12/2019 | £505,000 | D | | 3 | GEORGE CLOSE | Rural South | CT18 7UB | 185 | £2,730 |
| 26/11/2019 | £515,000 | D | | 5 | GEORGE CLOSE | Rural South | CT18 7UB | 186 | £2,769 |
| 14/06/2019 | £299,000 | T | | 29 | GEORGE CLOSE | Rural South | CT18 7UB | 100 | £2,990 |
| 09/10/2019 | £285,000 | T | | 30 | GEORGE CLOSE | Rural South | CT18 7UB | 94 | £3,032 |
| 11/10/2019 | £495,000 | D | | 18 | GEORGE CLOSE | Rural South | CT18 7UB | 160 | £3,094 |
| 18/01/2019 | £459,000 | D | | 12 | GEORGE CLOSE | Rural South | CT18 7UB | 144 | £3,188 |
| 28/06/2019 | £305,000 | T | | 31 | GEORGE CLOSE | Rural South | CT18 7UB | 94 | £3,245 |
| 31/07/2019 | £520,000 | D | | 19 | GEORGE CLOSE | Rural South | CT18 7UB | 160 | £3,250 |
| 06/09/2019 | £539,000 | D | | 28 | GEORGE CLOSE | Rural South | CT18 7UB | 162 | £3,327 |
| 26/04/2019 | £549,000 | D | | 8 | GEORGE CLOSE | Rural South | CT18 7UB | 162 | £3,389 |
| 26/07/2019 | £499,000 | D | | 23 | GEORGE CLOSE | Rural South | CT18 7UB | 143 | £3,490 |
| 12/09/2019 | £499,000 | D | | 25 | GEORGE CLOSE | Rural South | CT18 7UB | 143 | £3,490 |
| 30/05/2019 | £554,995 | D | | 18 | DISCOVERY DRIVE | Rural North | CT3 1FG | 184 | £3,016 |
| 28/03/2019 | £494,995 | D | | 21 | DISCOVERY DRIVE | Rural North | CT3 1FG | 160 | £3,094 |
| 28/02/2019 | £338,995 | D | | 12 | DISCOVERY DRIVE | Rural North | CT3 1FG | 109 | £3,110 |
| 24/04/2019 | £334,995 | D | | 29 | DISCOVERY DRIVE | Rural North | CT3 1FG | 101 | £3,317 |
| 25/04/2019 | £324,995 | D | | 23 | DISCOVERY DRIVE | Rural North | CT3 1FG | 92 | £3,533 |
| 22/03/2019 | £299,995 | S | | 16 | DISCOVERY DRIVE | Rural North | CT3 1FG | 84 | £3,571 |
| 28/02/2019 | £294,995 | S | | 14 | DISCOVERY DRIVE | Rural North | CT3 1FG | 81 | £3,642 |
| 25/04/2019 | £294,995 | S | | 25 | DISCOVERY DRIVE | Rural North | CT3 1FG | 81 | £3,642 |
| 25/04/2019 | £294,995 | S | | 27 | DISCOVERY DRIVE | Rural North | CT3 1FG | 81 | £3,642 |
| 28/02/2019 | £329,995 | D | | 3 | SPARTAN CLOSE | Rural North | CT3 1FL | 101 | £3,267 |
| 28/03/2019 | £324,995 | D | | 2 | SPARTAN CLOSE | Rural North | CT3 1FL | 92 | £3,533 |
| 31/01/2019 | £299,995 | S | | 1 | SPARTAN CLOSE | Rural North | CT3 1FL | 84 | £3,571 |
| 22/03/2019 | £294,995 | S | | 4 | SPARTAN CLOSE | Rural North | CT3 1FL | 81 | £3,642 |
| 28/03/2019 | £294,995 | S | | 6 | SPARTAN CLOSE | Rural North | CT3 1FL | 81 | £3,642 |
| 01/03/2019 | £294,995 | S | | 8 | SPARTAN CLOSE | Rural North | CT3 1FL | 81 | £3,642 |
| 28/02/2019 | £296,995 | S | | 10 | SPARTAN CLOSE | Rural North | CT3 1FL | 81 | £3,667 |
| 21/06/2019 | £579,995 | D | | 21 | RED PIPPIN LANE | Rural North | CT3 1FN | 211 | £2,749 |
| 28/03/2019 | £549,995 | D | | 17 | RED PIPPIN LANE | Rural North | CT3 1FN | 184 | £2,989 |

| | | | | | | | | |
|------------|----------|---|-----|------------------------|-------------|---------|-----|--------|
| 21/06/2019 | £499,995 | D | 19 | RED PIPPIN LANE | Rural North | CT3 1FN | 167 | £2,994 |
| 12/04/2019 | £345,000 | S | 11 | MILL FIELD | Ash | CT3 2BD | 110 | £3,136 |
| 19/07/2019 | £335,000 | S | 21 | MILL FIELD | Ash | CT3 2BD | 106 | £3,160 |
| 25/11/2019 | £336,500 | S | 26 | MILL FIELD | Ash | CT3 2BD | 106 | £3,175 |
| 16/10/2019 | £337,000 | S | 17 | MILL FIELD | Ash | CT3 2BD | 106 | £3,179 |
| 04/07/2019 | £337,000 | S | 19 | MILL FIELD | Ash | CT3 2BD | 106 | £3,179 |
| 26/03/2019 | £450,000 | D | 15 | MILL FIELD | Ash | CT3 2BD | 141 | £3,191 |
| 13/08/2019 | £450,000 | D | 13 | MILL FIELD | Ash | CT3 2BD | 140 | £3,214 |
| 22/03/2019 | £346,000 | S | 23 | MILL FIELD | Ash | CT3 2BD | 106 | £3,264 |
| 17/06/2019 | £347,000 | S | 24 | MILL FIELD | Ash | CT3 2BD | 106 | £3,274 |
| 19/07/2019 | £357,000 | S | 9 | MILL FIELD | Ash | CT3 2BD | 106 | £3,368 |
| 30/05/2019 | £400,000 | D | 38 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 174 | £2,299 |
| 30/05/2019 | £280,000 | S | 32 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 121 | £2,314 |
| 30/05/2019 | £280,000 | S | 34 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 121 | £2,314 |
| 30/05/2019 | £289,995 | S | 28 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 121 | £2,397 |
| 30/05/2019 | £289,995 | S | 30 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 121 | £2,397 |
| 30/05/2019 | £315,000 | D | 36 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 113 | £2,788 |
| 30/05/2019 | £315,995 | D | 26 | SUNSHINE CORNER AVENUE | Aylesham | CT3 3EN | 113 | £2,796 |
| 23/08/2019 | £352,950 | D | 103 | CENTRAL BOULEVARD | Aylesham | CT3 3FF | 130 | £2,715 |
| 30/04/2019 | £259,950 | T | 12 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 91 | £2,857 |
| 08/03/2019 | £219,950 | T | 16 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 70 | £3,142 |
| 28/02/2019 | £219,950 | T | 18 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 70 | £3,142 |
| 29/03/2019 | £159,300 | F | 28 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 49 | £3,251 |
| 22/05/2019 | £163,950 | F | 34 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 49 | £3,346 |
| 24/07/2019 | £164,950 | F | 32 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 49 | £3,366 |
| 30/08/2019 | £169,950 | F | 36 | CORMINSTER AVENUE | Aylesham | CT3 3FH | 49 | £3,468 |
| 31/01/2019 | £263,995 | T | 57 | MILLYARD ROAD | Aylesham | CT3 3FN | 110 | £2,400 |
| 31/01/2019 | £269,995 | T | 59 | MILLYARD ROAD | Aylesham | CT3 3FN | 108 | £2,500 |
| 28/02/2019 | £344,950 | D | 6 | ROGERS CLOSE | Aylesham | CT3 3FQ | 130 | £2,653 |
| 15/05/2019 | £404,995 | D | 12 | DAVY STREET | Aylesham | CT3 3FU | 174 | £2,328 |
| 25/04/2019 | £343,000 | D | 5 | DAVY STREET | Aylesham | CT3 3FU | 132 | £2,598 |

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|------------|----------|---|----|---------------------|----------|---------|-----|--------|
| 28/03/2019 | £315,995 | D | 10 | DAVY STREET | Aylesham | CT3 3FU | 113 | £2,796 |
| 28/03/2019 | £317,995 | D | 7 | DAVY STREET | Aylesham | CT3 3FU | 113 | £2,814 |
| 25/04/2019 | £185,000 | F | 3 | DAVY STREET | Aylesham | CT3 3FU | 61 | £3,033 |
| 10/05/2019 | £209,995 | S | 6 | DAVY STREET | Aylesham | CT3 3FU | 59 | £3,559 |
| 16/05/2019 | £356,995 | D | 8A | DAVY STREET | Aylesham | CT3 3FU | | |
| 29/03/2019 | £417,995 | D | 14 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 195 | £2,144 |
| 01/02/2019 | £399,995 | D | 1 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 174 | £2,299 |
| 31/01/2019 | £269,995 | T | 2 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 108 | £2,500 |
| 26/04/2019 | £356,995 | D | 12 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 132 | £2,705 |
| 28/04/2019 | £358,995 | D | 7 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 132 | £2,720 |
| 28/03/2019 | £318,995 | D | 9 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 113 | £2,823 |
| 28/02/2019 | £244,995 | S | 10 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 69 | £3,551 |
| 28/03/2019 | £245,995 | S | 5 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 69 | £3,565 |
| 29/03/2019 | £246,995 | S | 3 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 69 | £3,580 |
| 28/02/2019 | £214,995 | S | 4 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 59 | £3,644 |
| 28/02/2019 | £214,995 | S | 6 | ROPEWAY DRIVE | Aylesham | CT3 3FW | 59 | £3,644 |
| 28/02/2019 | £399,995 | D | 12 | COALFIELD GROVE | Aylesham | CT3 3FX | 174 | £2,299 |
| 31/01/2019 | £246,995 | S | 10 | COALFIELD GROVE | Aylesham | CT3 3FX | 77 | £3,208 |
| 22/02/2019 | £228,995 | T | 7 | HOBNAIL PATH | Aylesham | CT3 3GJ | 77 | £2,974 |
| 29/03/2019 | £269,950 | T | 20 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 108 | £2,500 |
| 28/02/2019 | £269,950 | T | 22 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 108 | £2,500 |
| 29/03/2019 | £281,950 | T | 24 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 108 | £2,611 |
| 31/05/2019 | £339,950 | D | 28 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 130 | £2,615 |
| 25/02/2019 | £283,950 | T | 18 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 108 | £2,629 |
| 29/03/2019 | £299,950 | D | 16 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 112 | £2,678 |
| 06/12/2019 | £349,950 | D | 48 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 130 | £2,692 |
| 31/07/2019 | £304,950 | D | 30 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 112 | £2,723 |
| 29/03/2019 | £320,000 | D | 42 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 117 | £2,735 |
| 29/03/2019 | £309,950 | D | 10 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 112 | £2,767 |
| 30/04/2019 | £309,950 | D | 26 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 112 | £2,767 |
| 31/05/2019 | £310,950 | D | 4 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 112 | £2,776 |
| 27/09/2019 | £267,950 | S | 44 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 91 | £2,945 |
| 27/09/2019 | £282,000 | D | 50 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 91 | £3,099 |
| 30/04/2019 | £273,950 | D | 2 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 88 | £3,113 |
| 27/09/2019 | £274,950 | D | 52 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 88 | £3,124 |
| 27/09/2019 | £231,950 | S | 46 | CHEERRY BLOSSOM WAY | Aylesham | CT3 3GQ | 70 | £3,314 |
| 22/02/2019 | £340,000 | D | 6 | PRIMROSE GARDENS | Aylesham | CT3 3GR | 130 | £2,615 |
| 08/02/2019 | £309,950 | D | 7 | PRIMROSE GARDENS | Aylesham | CT3 3GR | 112 | £2,767 |

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|------------|----------|---|-----|--------------------|----------|---------|-----|--------|
| 28/06/2019 | £344,950 | D | 11 | CHERRY BLOSSOM WAY | Aylesham | CT3 3GS | 130 | £2,653 |
| 23/04/2019 | £346,950 | D | 19 | CHERRY BLOSSOM WAY | Aylesham | CT3 3GS | 130 | £2,669 |
| 28/02/2019 | £299,950 | D | 7 | CHERRY BLOSSOM WAY | Aylesham | CT3 3GS | 112 | £2,678 |
| 15/03/2019 | £299,950 | D | 9 | CHERRY BLOSSOM WAY | Aylesham | CT3 3GS | 112 | £2,678 |
| 28/06/2019 | £319,950 | D | 17 | CHERRY BLOSSOM WAY | Aylesham | CT3 3GS | 117 | £2,735 |
| 31/05/2019 | £285,950 | S | 68 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 108 | £2,648 |
| 29/03/2019 | £285,950 | S | 70 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 108 | £2,648 |
| 20/12/2019 | £239,950 | T | 142 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 86 | £2,790 |
| 20/12/2019 | £239,950 | T | 144 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 86 | £2,790 |
| 31/10/2019 | £255,950 | T | 140 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 86 | £2,976 |
| 31/10/2019 | £255,950 | T | 146 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 86 | £2,976 |
| 31/10/2019 | £274,950 | D | 138 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 88 | £3,124 |
| 31/10/2019 | £276,950 | D | 148 | CENTRAL BOULEVARD | Aylesham | CT3 3GT | 88 | £3,147 |
| 22/01/2020 | £329,950 | D | 7 | BUCKLE DRIVE | Aylesham | CT3 3GU | 130 | £2,538 |
| 28/06/2019 | £339,950 | D | 15 | BUCKLE DRIVE | Aylesham | CT3 3GU | 130 | £2,615 |
| 14/06/2019 | £299,950 | D | 6 | BUCKLE DRIVE | Aylesham | CT3 3GU | 112 | £2,678 |
| 27/08/2019 | £305,000 | D | 5 | BUCKLE DRIVE | Aylesham | CT3 3GU | 112 | £2,723 |
| 29/11/2019 | £239,950 | T | 12 | BUCKLE DRIVE | Aylesham | CT3 3GU | 86 | £2,790 |
| 27/09/2019 | £314,950 | D | 16 | BUCKLE DRIVE | Aylesham | CT3 3GU | 112 | £2,812 |
| 28/06/2019 | £262,950 | T | 11 | BUCKLE DRIVE | Aylesham | CT3 3GU | 91 | £2,890 |
| 28/06/2019 | £250,950 | T | 13 | BUCKLE DRIVE | Aylesham | CT3 3GU | 86 | £2,918 |
| 28/06/2019 | £274,950 | D | 14 | BUCKLE DRIVE | Aylesham | CT3 3GU | 88 | £3,124 |
| 26/04/2019 | £219,950 | T | 1 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,142 |
| 31/05/2019 | £219,950 | T | 9 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,142 |
| 31/05/2019 | £224,950 | T | 2 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,214 |
| 31/05/2019 | £224,950 | T | 8 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,214 |
| 31/05/2019 | £224,950 | T | 10 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,214 |
| 29/05/2019 | £229,950 | S | 3 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,285 |
| 30/04/2019 | £229,950 | S | 4 | BUCKLE DRIVE | Aylesham | CT3 3GU | 70 | £3,285 |
| 26/04/2019 | £289,950 | S | 2 | DRIFT ROAD | Aylesham | CT3 3GW | 108 | £2,685 |
| 21/08/2019 | £291,950 | S | 4 | DRIFT ROAD | Aylesham | CT3 3GW | 108 | £2,703 |
| 27/09/2019 | £355,950 | D | 6 | DRIFT ROAD | Aylesham | CT3 3GW | 130 | £2,738 |
| 31/05/2019 | £249,950 | S | 8 | DRIFT ROAD | Aylesham | CT3 3GW | 80 | £3,124 |
| 31/05/2019 | £249,950 | S | 10 | DRIFT ROAD | Aylesham | CT3 3GW | 80 | £3,124 |
| 30/08/2019 | £251,950 | S | 14 | DRIFT ROAD | Aylesham | CT3 3GW | 80 | £3,149 |
| 27/09/2019 | £252,950 | S | 16 | DRIFT ROAD | Aylesham | CT3 3GW | 80 | £3,162 |
| 28/06/2019 | £352,950 | D | 3 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 130 | £2,715 |
| 27/09/2019 | £352,950 | D | 7 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 130 | £2,715 |

| | | | | | | | | |
|------------|----------|---|----|----------------|----------|---------|-----|--------|
| 28/06/2019 | £312,950 | D | 5 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 112 | £2,794 |
| 28/06/2019 | £312,950 | D | 12 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 112 | £2,794 |
| 13/09/2019 | £314,950 | D | 6 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 112 | £2,812 |
| 28/06/2019 | £336,950 | D | 1 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 117 | £2,880 |
| 13/12/2019 | £336,950 | D | 14 | BLUEBELL DRIVE | Aylesham | CT3 3GX | 117 | £2,880 |



Appendix 6 – Residential Newbuild Asking Prices (July 2020)

| Area | Development | Address | Address | Type | Beds | Type | m2 | Asking Price | £/m2 |
|-------------------|-----------------|----------------|----------------|-------------|------|------|-----|--------------|--------|
| Dover | Horizons | Harold Street | Dover | | 1 | F | 52 | £150,000 | £2,909 |
| Dover | Horizons | Harold Street | Dover | | 1 | F | 52 | £165,000 | £3,200 |
| Dover | Horizons | Harold Street | Dover | | 2 | f | 63 | £170,000 | £2,679 |
| Dover | Horizons | Harold Street | Dover | | 2 | f | 70 | £190,000 | £2,709 |
| Dover | Bushy Ruff | Alkham Road | Temple Ewell | | 2 | F | | £230,000 | |
| Dover | Bushy Ruff | Alkham Road | Temple Ewell | | 3 | t | | £425,000 | |
| Dover | Leighton Road | Leighton Road | Dover | | 2 | s | 74 | £240,000 | £3,261 |
| Dover | Forge Villas | London Road | Temple Ewell | | 2 | t | 98 | £295,000 | £3,024 |
| Dover | Forge Villas | London Road | Temple Ewell | | 3 | t | 98 | £300,000 | £3,075 |
| Dover | Forge Villas | London Road | Temple Ewell | | 3 | t | 98 | £325,000 | £3,332 |
| Dover | Fitzwarin Place | Singledge Lane | Whitfield | Deene | 3 | s | 85 | £270,000 | £3,191 |
| Dover | Fitzwarin Place | Singledge Lane | Whitfield | Wingham | 4 | d | 110 | £375,000 | £3,409 |
| Dover | Fitzwarin Place | Singledge Lane | Whitfield | Bromstone | 4 | d | 120 | £400,000 | £3,333 |
| Dover | Richmond Park | Whitfield | Dover | Mundham | 5 | d | 202 | £585,000 | £2,900 |
| Dover | Richmond Park | Whitfield | Dover | Mundham B | 5 | d | 202 | £590,000 | £2,925 |
| Dover Rural North | Nursery Fields | The Street | Deal | Bisley | 5 | d | 265 | £775,000 | £2,926 |
| Dover Rural North | Nursery Fields | The Street | Deal | Coventon | 5 | d | 257 | £750,000 | £2,919 |
| Dover Rural North | Nursery Fields | The Street | Deal | Bettehanger | 4 | d | 186 | £650,000 | £3,504 |
| Dover Rural North | Nursery Fields | The Street | Deal | Plot 24c | 4 | s | 150 | £525,000 | £3,493 |
| Dover Rural North | Nursery Fields | The Street | Deal | 17c | 4 | s | 150 | £525,000 | £3,493 |
| Dover Rural North | Nursery Fields | The Street | Deal | Northbourne | 3 | s | 142 | £415,000 | £2,925 |
| Dover Rural South | Grasslands | Capel-le-Ferne | Folkestone | Sandgate | 4 | d | 140 | £469,000 | £3,350 |
| Dover Rural South | Grasslands | Capel-le-Ferne | Folkestone | Hawkinge | 4 | d | 192 | £499,000 | £2,601 |
| Dover Rural South | Grasslands | Capel-le-Ferne | Folkestone | | 2 | t | 0 | £285,000 | |
| Dover Rural South | | Wigmore Lane | Eythorne | | 3 | d | 78 | £275,000 | £3,544 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Boleyn | 4 | d | 163 | £560,000 | £3,441 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Kingsdown | 5 | d | 157 | £560,000 | £3,575 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Cleves | 4 | d | 146 | £540,000 | £3,688 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Parr | 4 | d | 107 | £480,000 | £4,489 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Howard | 3 | s | 116 | £395,000 | £3,393 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Aragon | 3 | s | 110 | £380,000 | £3,449 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Saxon | 3 | s | 108 | £380,000 | £3,508 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Walmer | 2 | t | 73 | £280,000 | £3,820 |
| Dover Rural South | Millers Retreat | Walmer | Deal | Wellington | 2 | t | 73 | £280,000 | £3,820 |
| Dover Rural South | The Rise | Cherry Lane | Great Mongeham | | 4 | s | 112 | £374,995 | £3,342 |
| Dover Rural South | The Rise | Cherry Lane | Great Mongeham | | 4 | s | 112 | £399,995 | £3,565 |

| | | | | | | | | | |
|-------------------|-----------------|---------------------|--------------|-----------|---|---|-----|------------|--------|
| Dover Rural South | Downs Road | Downs Road | East Studdal | | 4 | d | | £650,000 | |
| Dover Rural South | Downs Road | Downs Road | East Studdal | | 4 | d | | £650,000 | |
| Deal | Felderland Lane | Felderland Lane | Worth | Roma | 5 | d | 177 | £575,000 | £3,250 |
| Deal | Ringwould | Ringwould | Deal | | 3 | d | | £495,000 | |
| Deal | Friends Close | | Deal | | 3 | d | | £399,995 | |
| Deal | Timperley Place | Church Lane | Deal | Chedworth | 4 | d | 107 | £375,950 | £3,514 |
| Deal | Timperley Place | Church Lane | Deal | Corfe | 5 | d | 128 | £389,950 | £3,046 |
| Deal | Timperley Place | Church Lane | Deal | Hanbury | 3 | s | 68 | £264,950 | £3,896 |
| Deal | Timperley Place | Church Lane | Deal | Hatfield | 3 | d | 84 | £319,950 | £3,809 |
| Deal | Timperley Place | Church Lane | Deal | Leicester | 4 | s | 107 | £314,950 | £2,943 |
| Deal | The Beacon | West Stret | Deal | | 2 | f | | £259,995 | |
| Sandwich | | | | | | | | | |
| Aylesham | Alysham Village | Dorman Avenue North | Aylesham | Alnwick | 2 | t | 60 | £225,950 | £3,766 |
| Aylesham | | Dorman Avenue North | Aylesham | Souter | 3 | t | 83 | £254,950 | £3,072 |
| Aylesham | | The Street | Adisham | | 3 | s | | £375,000 | |
| Ash | | | | | | | | | |
| Eastry | | Elizabeth Drive | Woodsborough | | 4 | d | 199 | £700,000 | £3,518 |
| St Margarets | | St Vincent Road | St Margarets | | 3 | d | 158 | £565,000 | £3,577 |
| St Margarets | | Kingsdown Road | St Margarets | Chalkwood | 5 | d | 326 | £1,250,000 | £3,834 |
| Shepherdswell | | | | | | | | | |
| Wingham | Saxon Manor | Goodnestone Road | Wingham | | 2 | d | | £450,000 | |
| Wingham | Saxon Manor | Goodnestone Road | Wingham | | 3 | d | | £475,000 | |
| Wingham | Saxon Manor | Goodnestone Road | Wingham | | 3 | d | | £500,000 | |
| Wingham | Orchard Yard | | Wingham | Morisot | 3 | d | 155 | £720,000 | £4,657 |
| Wingham | Orchard Yard | | Wingham | Moret | 2 | f | 117 | £795,000 | £6,802 |

Appendix 7 - 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

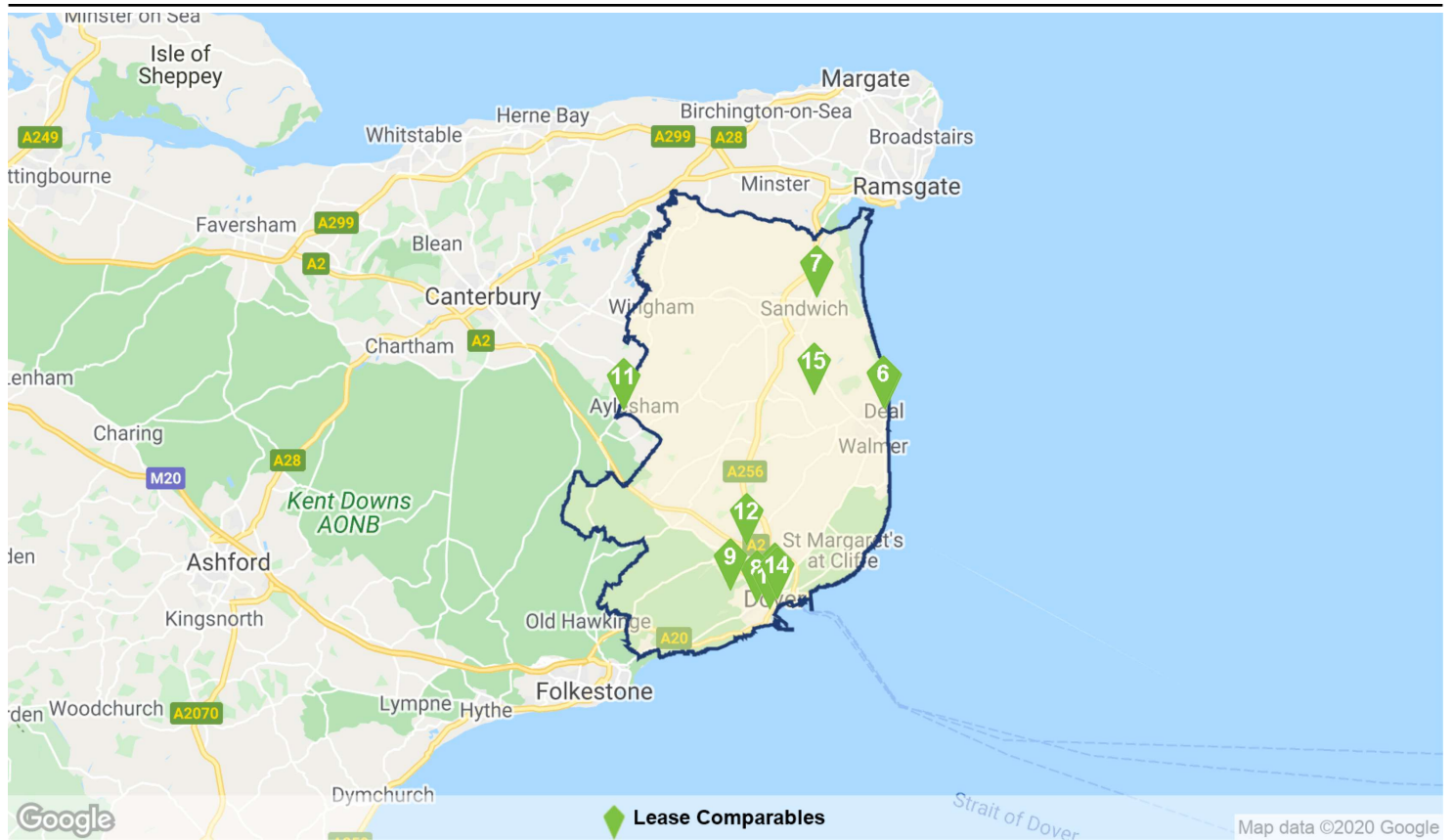
17

£8.62

£141.09

12

LEASE COMPARABLES



SUMMARY STATISTICS

| Rent | Deals | Low | Average | Median | High |
|---------------------------|-------|------------|-----------|--------|-----------|
| Asking Rent Per SF | 15 | £5.43 | £8.62 | £8.74 | £14.34 |
| Achieved Rent Per SF | 8 | £6.66 | £141.09 | £10.71 | £3,000.00 |
| Net Effective Rent Per SF | 7 | £6.66 | £11.19 | £10.48 | £22.47 |
| Asking Rent Discount | 7 | -25,110.1% | -1,432.8% | -0.1% | 16.8% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 1 | 0 | 0 | 0 | 0 |

| Lease Attributes | Deals | Low | Average | Median | High |
|----------------------|-------|------|---------|--------|--------|
| Months on Market | 16 | 1 | 12 | 6 | 98 |
| Deal Size | 17 | 183 | 1,434 | 920 | 10,360 |
| Lease Deal in Months | 11 | 12.0 | 36.0 | 36.0 | 60.0 |
| Floor Number | 17 | BSMT | GRND | 1 | 3 |

Lease Comps Summary

Lease Comps Report

| Property Name - Address | Rating | Lease | | | | Rents | |
|--|--------|-----------|----------|------------|------|---------------|-----------|
| | | SF Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 Maybrook House Queens Gdns | ★★★★★ | 1,050 | 2nd | 26/07/2019 | New | £6.66/iri | Effective |
| 2 20 Castle St | ★★★★★ | 1,536 | GRND,1-3 | 29/03/2019 | New | £7.81/fri | Effective |
| 3 Victoria House Maison Dieu Rd | ★★★★★ | 1,064 | 1st | 04/12/2018 | New | £10.33 | Asking |
| 1 Maybrook House Queens Gdns | ★★★★★ | 3,045 | 3rd | 04/12/2018 | New | £8.00/fri | Asking |
| 4 10 Victoria Rd | ★★★★★ | 252 | 2nd | 24/10/2018 | New | £3,000.00/fri | Achieved |
| 5 18 Castle St | ★★★★★ | 388 | 1st | 20/09/2018 | New | £10.48/fri | Effective |
| 6 21 Queen St | ★★★★★ | 236 | 1st | 12/07/2018 | New | £13.98 | Asking |
| 7 Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd | ★★★★★ | 1,130 | 1st | 07/05/2018 | New | £6.10/iri | Asking |
| 7 Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd | ★★★★★ | 920 | GRND | 02/05/2018 | New | £6.10/iri | Asking |
| 8 Dover Ambulance Station Winchelsea Rd | ★★★★★ | 10,360 | GRND,1 | 01/05/2018 | New | - | - |
| 9 1 Poulton Close | ★★★★★ | 571 | 1st | 18/12/2017 | New | £8.40/iri | Asking |
| 10 25 Castle St | ★★★★★ | 286 | BSMT | 01/09/2017 | New | £8.74/fri | Effective |
| 11 Aylesham Industrial Estate Covert Rd | ★★★★★ | 1,569 | GRND | 26/07/2017 | New | £14.34 | Effective |
| 12 Honeywood Rd | ★★★★★ | 534 | GRND,1 | 01/05/2017 | New | £22.47/fri | Effective |
| 13 117-120 Snargate St | ★★★★★ | 1,032 | GRND | 17/03/2017 | New | £5.43 | Asking |
| 14 13 Castle St | ★★★★★ | 183 | 2nd | 14/11/2016 | New | £10.93/fri | Effective |
| 15 Almond House Betteshanger | ★★★★★ | 227 | GRND | 18/07/2016 | New | £9.25 | Asking |







Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|---|--|---|---------------------|---------------------|---------------------------------|--------------------|-------------------|
|   | Maybrook House Queens Gdns Dover, CT17 9AH <i>Dover Submarket</i> | CommunityAD The Perfume Rooms Ltd | 1,050 New Direct | Jul 2019 3 Years | £6.66/SF £6.66/SF | | Jan 2021 |
|   | 20 Castle St Dover, CT16 1PW <i>Dover Submarket</i> | Music Hall Guild Redswan Pensioners Ltd | 1,536 New Direct | Apr 2019 5 Years | £7.81/SF £7.81/SF | | Mar 2021 |
|   | Victoria House Maison Dieu Rd Dover, CT16 1RW <i>Dover Submarket</i> | | 1,064 New Direct | Jan 2019 | | £3.38/SF | |
|   | Maybrook House Queens Gdns Dover, CT17 9AH <i>Dover Submarket</i> | The Perfume Rooms Ltd The Perfume Rooms Ltd | 3,045 New Direct | Jan 2019 4 Years | | | |
|   | 10-10C Victoria Rd Deal, CT14 7AP <i>Dover Ret Submarket</i> | Booton Champion & Bushell Pension Fund | 252 New Direct | Oct 2018 3 Years | £3,000.00/SF | £5.08/SF | |
|   | 18 Castle St Dover, CT16 1PW <i>Dover Submarket</i> | Ultimate Business Support Persimmon Property Limited | 388 New Direct | Oct 2018 5 Years | £10.48/SF £10.48/SF | | Sep 2021 |

Lease Comparables

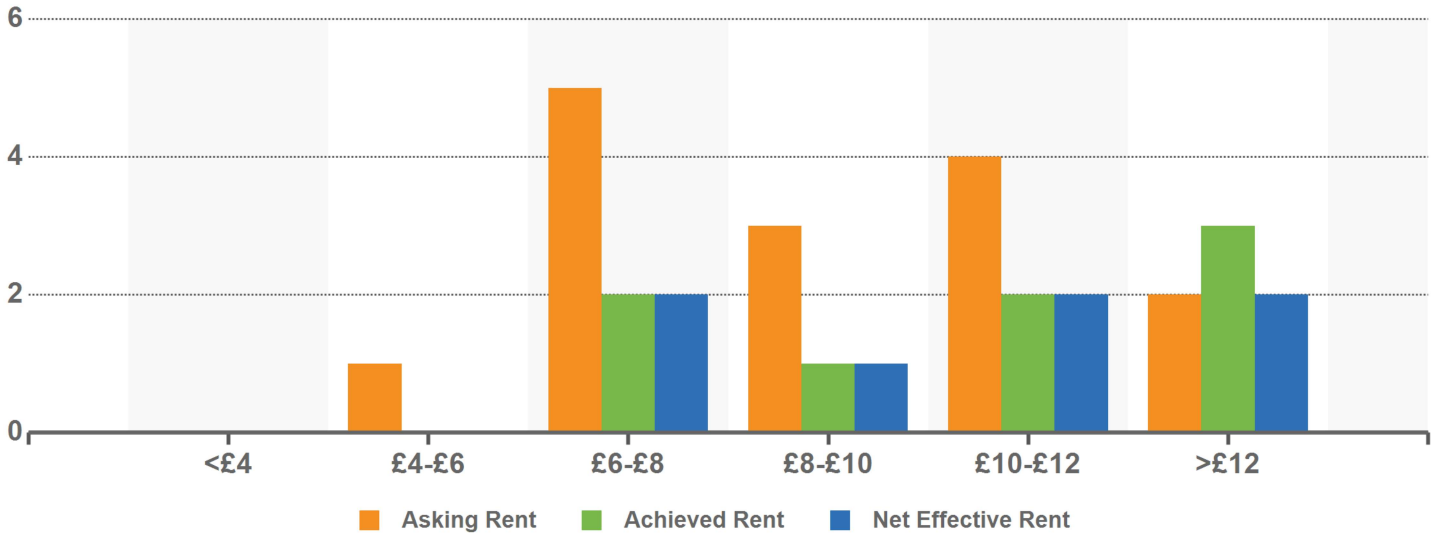
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|--|-----------------------------------|----------------------|---------------------|---------------------------------|--------------------|-------------------|
|   | 21 Queen St Deal, CT14 6ET <i>Dover Submarket</i> | Upton Wood Management Limited | 236 New Direct | Aug 2018 | | £4.20/SF | |
|   | Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd Sandwich, CT13 9LU <i>Dover Submarket</i> | | 1,130 New Direct | Jun 2018 | | £4.33/SF | |
|   | Sandwich Industrial Estate Unit 5-Unit 6 Stoner Rd Sandwich, CT13 9LU <i>Dover Submarket</i> | | 920 New Direct | May 2018 | | £5.32/SF | |
|   | Dover Ambulance Station Winchelsea Rd Dover, CT17 9TT <i>Dover Ind Submarket</i> | South East Coast NHS Ambulance... | 10,360 New Direct | May 2018 1 Year | | | |
|   | 1 Poulton Close Dover, CT17 0HL <i>Dover Submarket</i> | James Cheeseright | 571 New Direct | Dec 2017 2 Years | | £3.82/SF | |
|   | 25 Castle St Dover, CT16 1PT <i>Dover Submarket</i> | | 286 New Direct | Sep 2017 5 Years | £8.74/SF £8.74/SF | | |

Lease Comparables

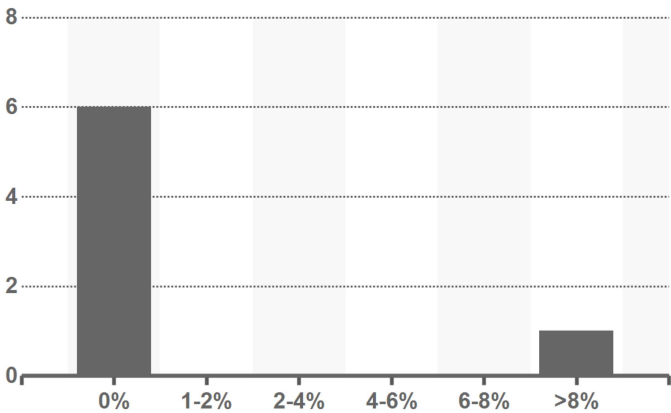
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|---|---|---------------------------------------|---------------------|---------------------|---------------------------------|--------------------|-------------------|
|   | Aylesham Industrial Estate Covert Rd Canterbury, CT3 3EQ <i>Dover Submarket</i> | Accent Group Salvatore Group Ltd | 1,569 New Direct | Jul 2017 3 Years | £14.34/SF £14.34/SF | | |
|  | Honeywood Rd Dover, CT16 3EH <i>Dover Submarket</i> | Mr Allan Emsley | 534 New Direct | May 2017 1 Year | £22.47/SF £22.47/SF | | |
|  | 117-120 Snargate St Dover, CT17 9DA <i>Dover Submarket</i> | Marshborough Properties Ltd | 1,032 New Direct | Apr 2017 | | | |
|   | 13 Castle St Dover, CT16 1PT <i>Dover Submarket</i> | Britain Leckebush A Mcmanus (Deal) | 183 New Direct | Nov 2016 1 Year | £10.93/SF £10.93/SF | £4.21/SF | |
|   | Almond House Broad Ln Deal, CT14 0LX <i>Dover Submarket</i> | Betteshanger Sustainable Park Ltd | 227 New Direct | Jul 2016 | | | |

| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|--------------------|----------------------|---------------------------|-----------------------|
| £8.62 | £141.09 | £11.19 | - |

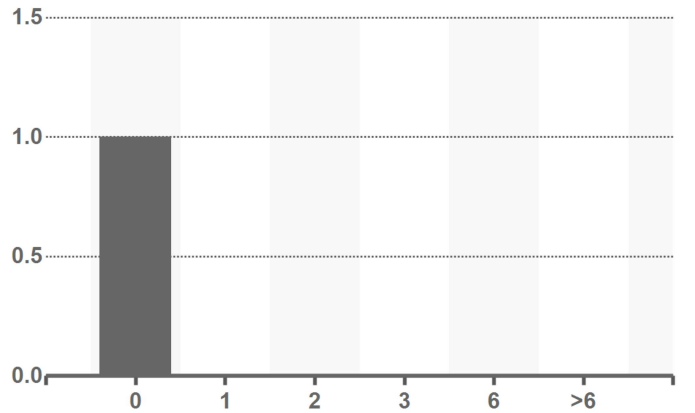
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT

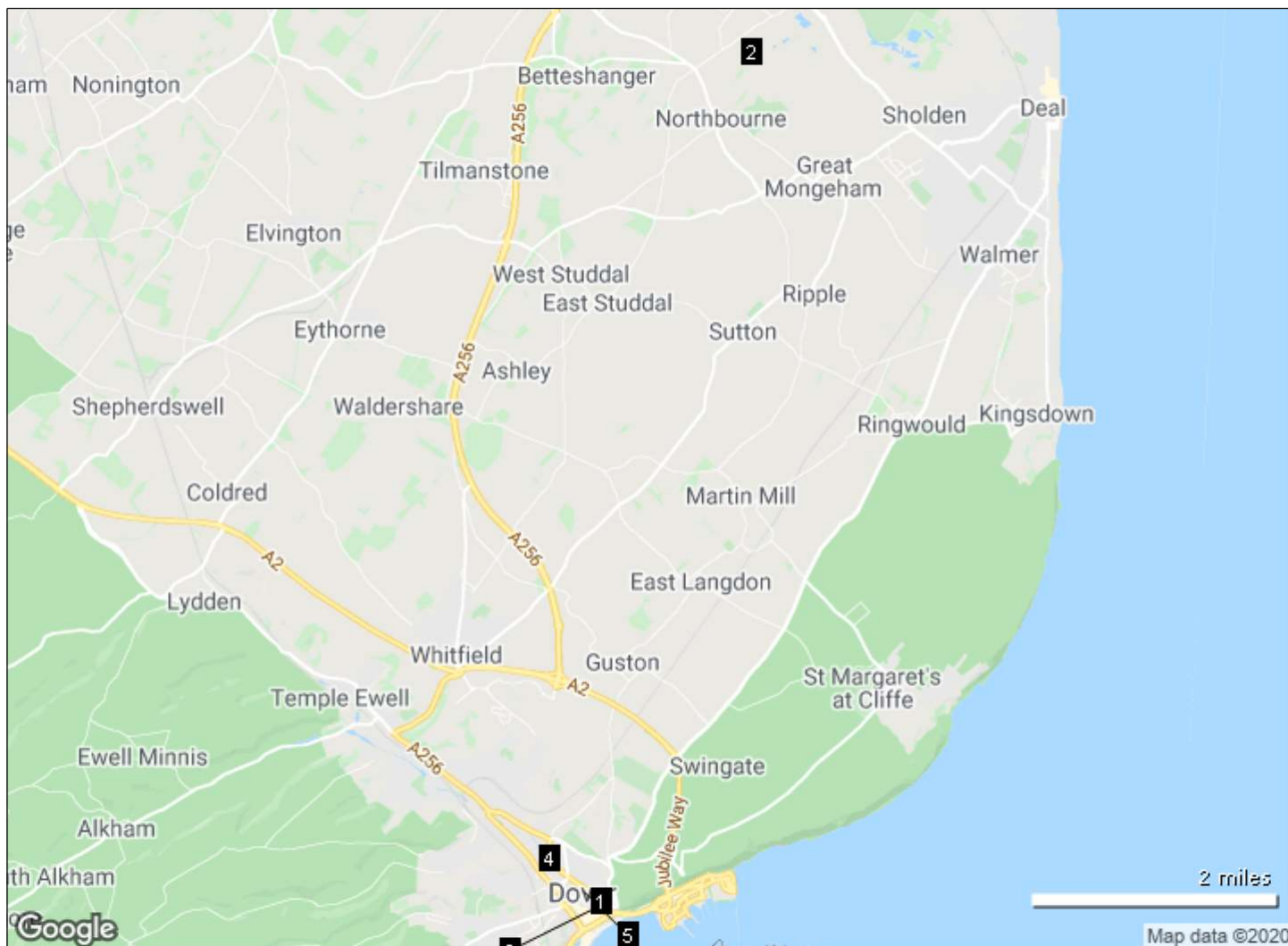


DEALS BY RENT FREE MONTHS








Quick Stats Report

| Comps Statistics | | | | | |
|--|---------------------|------------|---------------------------|------------|-------|
| | Low | Average | Median | High | Count |
| Sale Price | £255,000 | £858,750 | £615,000 | £1,950,000 | 4 |
| NIA | 1,319 SF | 18,185 SF | 7,739 SF | 57,482 SF | 5 |
| Price per SF | £33.92 | £41.29 | £99.03 | £242.61 | 4 |
| Net Initial Yield | - | - | - | - | - |
| Days on Market | 22 | 93 | 118 | 140 | 3 |
| Sale Price to Asking Price Ratio | 85.33% | 90.78% | 90.78% | 96.23% | 2 |
| Totals | | | | | |
| Sold Transactions | Total Sales Volume: | £3,435,000 | Total Sales Transactions: | | 5 |
| Survey Criteria | | | | | |
| <p>basic criteria: Type of Property - Office; Sale Date - from 08/07/2016; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Dover (Kent)</p> | | | | | |



| | Address | City | Property Info | Sale Info |
|---|--|-------|------------------|------------------------------|
| 1 | Ashen Tree House, Ashen Tree Ln | Dover | 1,319 SF Office | Sold: £320,000 (£242.61/SF) |
| 2 | Almond House, Broad Ln (Part of Portfolio) | Deal | 7,739 SF Office | Sold: - |
| 3 | 27-29 Castle St | Dover | 1,613 SF Office | Sold: £255,000 (£158.09/SF) |
| 4 | The Old Sorting Office, Charlton Green | Dover | 57,482 SF Office | Sold: £1,950,000 (£33.92/SF) |
| 5 | The Magistrates Court, Pencester Rd | Dover | 22,773 SF Office | Sold: £910,000 (£39.96/SF) |

| | | |
|---|--|---|
| 1 | Ashen Tree House - Ashen Tree Ln | SOLD |
| Dover, CT16 1QL | Kent County |  |
| Sale Date: 07/01/2019 (140 days on mkt) | Bldg Type: Office | |
| Sale Price: £320,000 | Year Built/Age: Built 1890 Age: 128 | |
| Price/SF: £242.61 | NIA: 1,319 SF | |
| Reversionary Yield: - | | |
| Net Initial Yield: - | | |
| Comp ID: 4636558 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 2 | Almond House - Broad Ln (Part of Portfolio) | SOLD |
| Deal, CT14 0LX | Kent County |  |
| Sale Date: 02/12/2019 | Bldg Type: Office | |
| Sale Price: - | Year Built/Age: Built 1960 Renov 2003 Age: 59 | |
| Price/SF: - | NIA: 7,739 SF | |
| Reversionary Yield: - | | |
| Net Initial Yield: - | | |
| Comp ID: 5114861 | Sale Conditions: Bulk/Portfolio Sale | |
| Research Status: Research Complete | | |
| 3 | 27-29 Castle St | SOLD |
| Dover, CT16 1PW | Kent County |  |
| Sale Date: 09/05/2017 (118 days on mkt) | Bldg Type: Office | |
| Sale Price: £255,000 - Confirmed | Year Built/Age: - | |
| Price/SF: £158.09 | NIA: 1,613 SF | |
| Reversionary Yield: - | | |
| Net Initial Yield: - | | |
| Comp ID: 3900556 | Sale Conditions: - | |
| Research Status: Confirmed | | |
| 4 | The Old Sorting Office - Charlton Green | SOLD |
| Dover, CT16 1AP | Kent County |  |
| Sale Date: 27/09/2018 | Bldg Type: Office | |
| Sale Price: £1,950,000 - Full Value | Year Built/Age: - | |
| Price/SF: £33.92 | NIA: 57,482 SF | |
| Reversionary Yield: - | | |
| Net Initial Yield: - | | |
| Comp ID: 4641364 | Sale Conditions: - | |
| Research Status: Full Value | | |
| 5 | The Magistrates Court - Pencester Rd | SOLD |
| Dover, CT16 1BS | Kent County |  |
| Sale Date: 06/11/2017 (22 days on mkt) | Bldg Type: Office | |
| Sale Price: £910,000 - Confirmed | Year Built/Age: Built 1967 Age: 50 | |
| Price/SF: £39.96 | NIA: 22,773 SF | |
| Reversionary Yield: - | | |
| Net Initial Yield: - | | |
| Comp ID: 4395153 | Sale Conditions: Auction Sale | |
| Research Status: Confirmed | | |

Lease Comps Summary

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

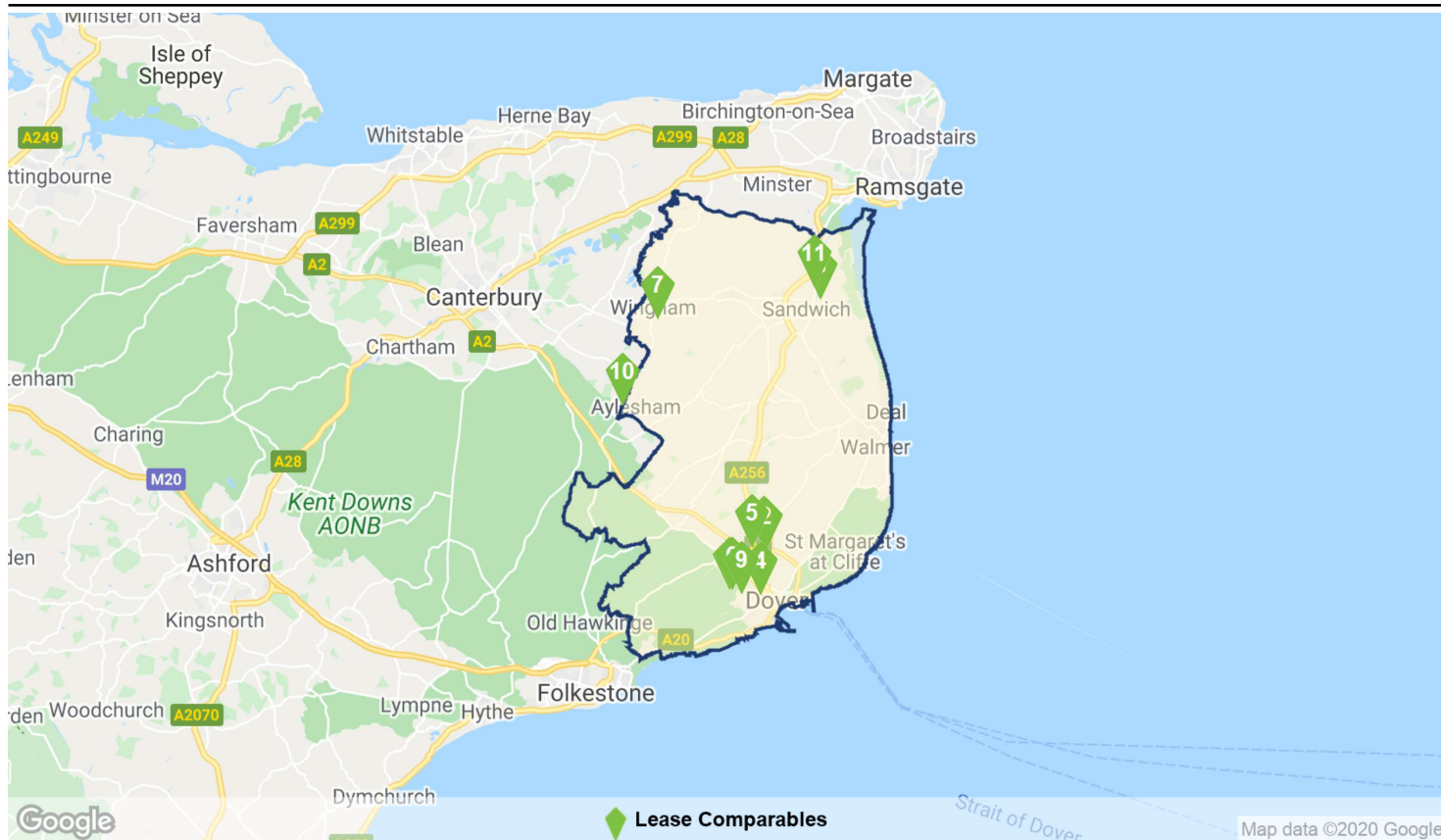
20

£7.20

£5.28

9

LEASE COMPARABLES



SUMMARY STATISTICS

| Rent | Deals | Low | Average | Median | High |
|---------------------------|-------|--------|---------|--------|--------|
| Asking Rent Per SF | 19 | £1.93 | £7.20 | £6.26 | £25.00 |
| Achieved Rent Per SF | 8 | £1.93 | £5.28 | £7.02 | £14.00 |
| Net Effective Rent Per SF | 6 | £1.93 | £4.08 | £6.26 | £11.00 |
| Asking Rent Discount | 8 | -49.9% | 2.9% | 0.0% | 22.5% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 2 | 0 | 0 | 0 | 0 |













| Lease Attributes | Deals | Low | Average | Median | High |
|----------------------|-------|------|---------|--------|--------|
| Months on Market | 19 | 1 | 9 | 7 | 21 |
| Deal Size | 20 | 446 | 3,941 | 3,200 | 13,866 |
| Lease Deal in Months | 6 | 24.0 | 74.0 | 60.0 | 120.0 |
| Floor Number | 20 | GRND | GRND | GRND | MEZZ |

Lease Comps Summary

Lease Comps Report

| Property Name - Address | Rating | Lease | | | | Rents | |
|---|--------|-----------|----------|------------|---------|-----------|-----------|
| | | SF Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 Honeywood Pky | ★★★★★ | 3,000 | GRND | 16/07/2018 | New | £11.00 | Effective |
| 2 Honeywood Pky | ★★★★★ | 2,750 | GRND | 01/05/2018 | New | £25.00 | Asking |
| 2 Honeywood Pky | ★★★★★ | 3,500 | GRND | 01/05/2018 | New | £13.00 | Asking |
| 2 Honeywood Pky | ★★★★★ | 4,000 | GRND | 01/05/2018 | New | £13.00 | Asking |
| 3 Unit 10 Holmestone Rd | ★★★★★ | 1,882 | GRND,1 | 28/03/2018 | New | £7.78/fri | Achieved |
| 4 Ethelbert Rd | ★★★★★ | 446 | GRND | 19/01/2018 | New | £8.95/fri | Effective |
| 5 Whitfield Ct | ★★★★★ | 6,259 | GRND,... | 23/10/2017 | New | £8.08/fri | Asking |
| 6 Poulton Close Business... Poulton Close | ★★★★★ | 1,215 | GRND | 20/09/2017 | New | £6.26/fri | Effective |
| 6 Poulton Close Business... Poulton Close | ★★★★★ | 1,215 | GRND | 03/07/2017 | Renewal | - | - |
| 1 Honeywood Pky | ★★★★★ | 3,200 | GRND | 01/07/2017 | New | £14.00 | Achieved |
| 1 Honeywood Pky | ★★★★★ | 3,200 | GRND | 01/07/2017 | New | £14.00 | Asking |
| 2 Honeywood Pky | ★★★★★ | 3,500 | GRND | 01/07/2017 | New | £13.00 | Asking |
| 6 Poulton Close Business... Poulton Close | ★★★★★ | 1,215 | GRND | 19/05/2017 | New | £6.26/fri | Asking |
| 7 The Wingham Engineeri... Goodnestone Rd | ★★★★★ | 13,866 | GRND | 23/12/2016 | New | £2.65 | Effective |
| 8 Sandwich Industrial Estate Lancaster Way | ★★★★★ | 3,569 | GRND | 06/12/2016 | New | £3.92/fri | Asking |
| 6 Poulton Close Business... Poulton Close | ★★★★★ | 1,215 | GRND | 01/11/2016 | New | £6.26/fri | Effective |
| 9 Poulton Close | ★★★★★ | 3,919 | GRND | 02/10/2016 | New | £1.93/fri | Effective |
| 10 Cooting Rd | ★★★★★ | 13,589 | GRND,... | 01/08/2016 | New | £3.39/fri | Asking |
| 11 Ramsgate Rd | ★★★★★ | 6,742 | GRND | 27/07/2016 | New | £3.84/fri | Asking |
| 11 Ramsgate Rd | ★★★★★ | 543 | MEZZ | 27/07/2016 | New | £3.84/fri | Asking |

Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|--|-------------------------------|---------------------|----------------------|---------------------------------|--------------------|-------------------|
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | Brewers | 3,000 New Direct | Jul 2018 10 Years | £11.00/SF £11.00/SF | | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 2,750 New Direct | May 2018 | | | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 3,500 New Direct | Sep 2018 | | | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 4,000 New Direct | Sep 2018 | | | |
|   | Unit 10 Holmestone Rd Dover, CT17 0UF Dover Ind Submarket | Merton Thornby (Property) Ltd | 1,882 New Direct | Apr 2018 | £7.78/SF | £2.11/SF | |
|   | Ethelbert Rd Dover, CT17 0DR Dover Ind Submarket | Memel Shop | 446 New Direct | Jan 2018 2 Years | £8.95/SF £8.95/SF | £4.32/SF | |



Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|--|-----------------------------|-------------------------|---------------------|------------------------------|-----------------|----------------|
|   | Whitfield Ct Dover, CT16 3PX Dover Ind Submarket | Colony Capital, Inc. | 6,259 New Direct | Nov 2017 | | £1.18/SF | |
|   | Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket | Stenprop Management Limited | 1,215 New Direct | Oct 2017 5 Years | £6.26/SF £6.26/SF | £2.41/SF | May 2020 |
|   | Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket | Stenprop Management Limited | 1,215 Renewal Direct | Aug 2017 | | £2.41/SF | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 3,200 New Direct | Jul 2018 | £14.00/SF | | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 3,200 New Direct | Jul 2018 | | | |
|   | Honeywood Pky Dover, CT16 3PT Dover Ind Submarket | | 3,500 New Direct | Jul 2018 | | | |

Lease Comparables

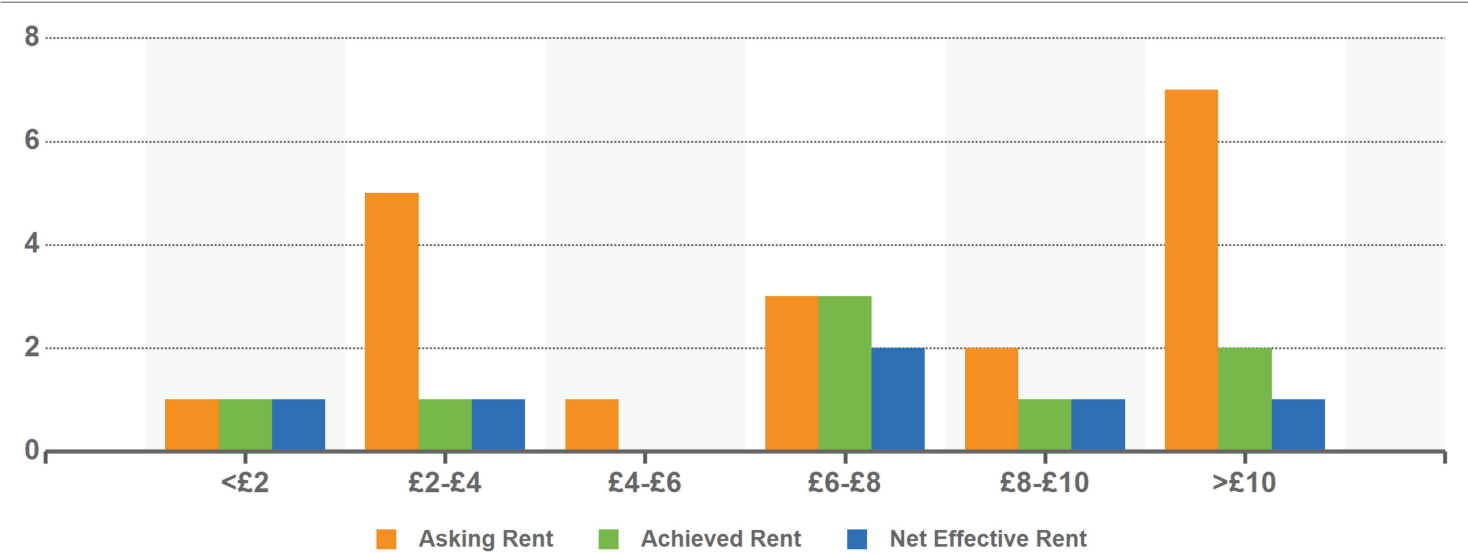
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|--|----------------------|----------------------|---------------------------------|--------------------|----------------------|
| 13 |  Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket | Morgan Stanley UK Ltd | 1,215 New Direct | Jun 2017 | | £2.41/SF | |
| 14 |  The Wingham Engineering Site Goodnestone Rd Canterbury, CT3 1AR Dover Ind Submarket | IGLAZE Aluminium Ramac Holdings Ltd | 13,866 New Direct | Dec 2016 10 Years | £2.34/SF £2.65/SF | £1.52/SF | Dec 2021 Dec 2021 |
| 15 |  Sandwich Industrial Estate Lancaster Way Sandwich, CT13 9LY Dover Ind Submarket | | 3,569 New Direct | Jan 2017 | | | |
| 16 |  Poulton Close Business Park Poulton Close Dover, CT17 0HL Dover Ind Submarket | Mr Speakman Stenprop | 1,215 New Direct | Nov 2016 5 Years | £6.26/SF £6.26/SF | £2.41/SF | |
| 17 |  Poulton Close Dover, CT17 0HL Dover Ind Submarket | | 3,919 New Direct | Nov 2016 5 Years | £1.93/SF £1.93/SF | | Oct 2019 |
| 18 |  Cooting Rd Canterbury, CT3 3EP Dover Ind Submarket | | 13,589 New Direct | Aug 2016 | | £3.23/SF | |

Lease Comparables

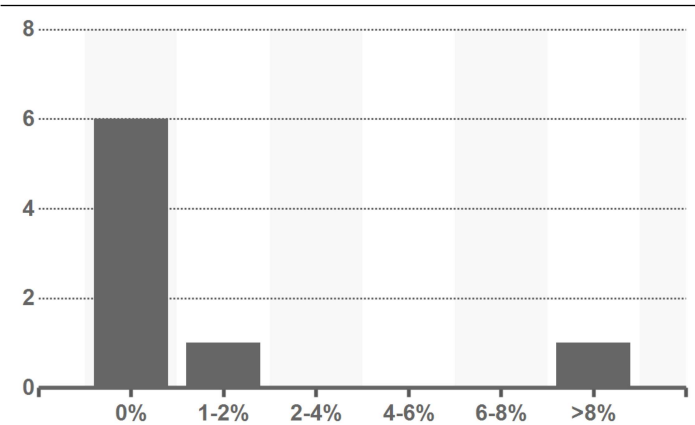
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|--------------------|---------------------|-------------------|---------------------------------|--------------------|-------------------|
| 19 |  Ramsgate Rd Sandwich, CT13 9ND Dover Ind Submarket | Eagle Sheds Ltd | 6,742 New Direct | Sep 2016 | | | |
| 20 |  Ramsgate Rd Sandwich, CT13 9ND Dover Ind Submarket | Eagle Sheds Ltd | 543 New Direct | Jul 2016 | | | |

| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|--------------------|----------------------|---------------------------|-----------------------|
| £7.20 | £5.28 | £4.08 | - |

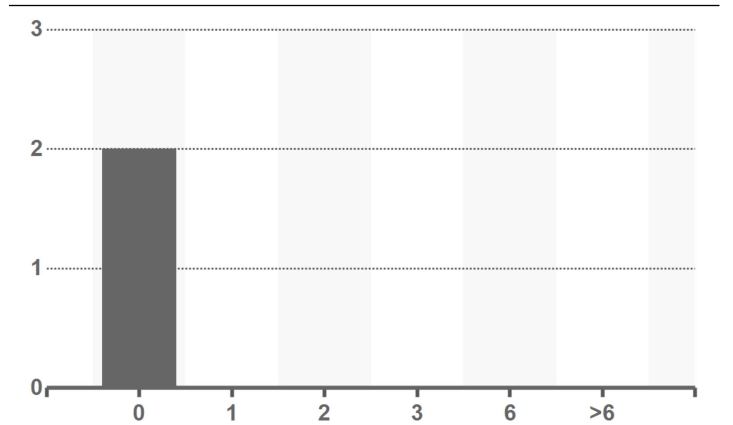
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT









DEALS BY RENT FREE MONTHS



Quick Stats Report

| Comps Statistics | | | | | |
|---|-----------------------------|-------------|------------------------------|-------------|-------|
| | Low | Average | Median | High | Count |
| Price | | | | | |
| For Sale & UC/Pending | \$450,000 | \$450,000 | \$450,000 | \$450,000 | 1 |
| Sold Transactions | \$39,941 | \$729,965 | \$820,059 | \$1,584,470 | 5 |
| RBA | | | | | |
| For Sale & UC/Pending | 3,654 SF | 3,654 SF | 3,654 SF | 3,654 SF | 1 |
| Sold Transactions | 5,038 SF | 40,974 SF | 42,862 SF | 103,439 SF | 6 |
| Price per SF | | | | | |
| For Sale & UC/Pending | \$123.15 | \$123.15 | \$123.15 | \$123.15 | 1 |
| Sold Transactions | \$7.93 | \$15.20 | \$8.14 | \$34.51 | 5 |
| Actual Cap Rate | | | | | |
| For Sale & UC/Pending | 8.00% | 8.00% | 8.00% | 8.00% | 1 |
| Sold Transactions | - | - | - | - | - |
| Days on Market | | | | | |
| For Sale & UC/Pending | 121 | 121 | 121 | 121 | 1 |
| Sold Transactions | 191 | 211 | 191 | 251 | 3 |
| Sale Price to Asking Price Ratio | | | | | |
| Sold Transactions | - | - | - | - | - |
| Totals | | | | | |
| For Sale & UC/Pending | Asking Price Total: | \$450,000 | Total For Sale Transactions: | | 1 |
| Sold Transactions | Total Sales Volume: | \$3,649,825 | Total Sales Transactions: | | 6 |
| | Total Included in Analysis: | \$4,099,825 | Total Included in Analysis: | | 7 |
| Survey Criteria | | | | | |
| basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes geography criteria: Submarket - Dover (Kent) | | | | | |

| 1 | CG Hibbert Ltd - Channel View Rd | SOLD |
|---|--|---|
| Dover, CT17 9TW | Kent County |  |
| Sale Date: 08/09/2017 | Bldg Type: Class C IndustrialWarehouse | |
| Sale Price: \$350,000 - Confirmed | Year Built/Age: Built 1982 Age: 35 | |
| Price/SF: \$8.14 | RBA: 42,981 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4045615 | Sale Conditions: - | |
| Research Status: Confirmed | | |
| 2 | 36A Coombe Valley Rd | SOLD |
| Dover, CT17 0EX | Kent County |  |
| Sale Date: 04/16/2020 (251 days on mkt) | Bldg Type: Class C IndustrialWarehouse | |
| Sale Price: - | Year Built/Age: Built 1960 Age: 60 | |
| Price/SF: - | RBA: 5,727 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 5110634 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 3 | Unit 50 - Sandwich Industrial Estate - Lancaster Way | FOR SALE |
| Sandwich, CT13 9LY | Kent County |  |
| Asking Price: \$450,000 | Sale Type: Investment | |
| Price/SF: \$123.15 | Bldg Type: Class B Industrial | |
| Days on Market: 121 | Bldg Status: Built 1980 | |
| Sale Status: Active | RBA: 3,654 SF | |
| Actual Cap Rate: 8.00% | Parcel No: K669492, TT10344 | |
| | Sale Conditions: - | |
| 4 | White Cliffs Business Park - 1 Palmerston Rd | SOLD |
| Dover, CT16 3NF | Kent County |  |
| Sale Date: 10/03/2016 | Bldg Type: Class B IndustrialDistribution | |
| Sale Price: \$1,584,470 - Full Value | Year Built/Age: Built 2002 Age: 14 | |
| Price/SF: \$34.51 | RBA: 45,919 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4899887 | Sale Conditions: Purchase By Tenant | |
| Research Status: Full Value | | |
| 5 | Poulton Close Business Park - Poulton Clos (Part of Portfolio) | SOLD |
| Dover, CT17 0HL | Kent County |  |
| Sale Date: 06/30/2017 | Bldg Type: Class C IndustrialWarehouse | |
| Sale Price: \$855,355 - Research Comple | Year Built/Age: Built 1988 Age: 29 | |
| Price/SF: \$20.01 | RBA: 42,742 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3926435 | Sale Conditions: Bulk/Portfolio Sale | |
| Research Status: Research Complete | | |
| 6 | 281 - Old Bay House - River Rd (Part of Multi-Property) | SOLD |
| Sandwich, CT13 9ND | Kent County |  |
| Sale Date: 05/16/2019 (191 days on mkt) | Bldg Type: Class B IndustrialManufacturing | |
| Sale Price: \$820,059 - Allocated | Year Built/Age: - | |
| Price/SF: \$7.93 | RBA: 103,439 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4803229 | Sale Conditions: Building Contamination Issue, Distress Sale ... | |
| Research Status: Allocated | | |

Sandwich, CT13 9ND

Kent County

Sale Date: 05/16/2019 (191 days on mkt)

Bldg Type: Class B IndustrialManufacturing

Sale Price: \$39,941 - Allocated

Year Built/Age: -

Price/SF: \$7.93

RBA: 5,038 SF



Pro Forma Cap -

Parcel No: -

Actual Cap Rate: -

Comp ID: 4803229

Sale Conditions: Building Contamination Issue, Distress Sale ...

Research Status: Allocated

Sale Comps Map & List Report

Sale Comparables

7

Avg. NI Yield

8.0%

Avg. Price/SF

£34

Avg. Vacancy At Sale

4.6%

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---------------------------|---------|-----------|-----------|------------|
| Sale Price | £39,941 | £683,304 | £635,030 | £1,584,470 |
| Price Per Unit | £8 | £34 | £14 | £123 |
| NI Yield | 8.0% | 8.0% | 8.0% | 8.0% |
| Time Since Sale in Months | 2.7 | 24.4 | 24.3 | 45.2 |
| Property Attributes | Low | Average | Median | High |
| Building SF | 3,654 | 35,643 | 42,742 | 103,439 |
| Ceiling Height | 7' | 16' | 16' | 25' |
| Docks | 0 | 3 | 0 | 18 |
| Vacancy Rate at Sale | 0% | 4.6% | 0% | 32.4% |
| Year Built | 1960 | 1982 | 1982 | 2002 |
| Star Rating | ★★★☆☆ | ★★★★☆ 3.0 | ★★★★☆ 3.0 | ★★★★★ |

Sale Comps Map & List Report

| Property Name - Address | | Property | | | | Sale | | | |
|-------------------------|---|------------------------|----------|------------|---------|-----------|-------------------------------|----------|----------|
| | | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/SF | NI Yield |
| 1 | 36A Coombe Valley... Dover, KEN | Warehouse ★★★★★ | 1960 | 5,727 SF | 0% | 16/4/2020 | Price Not Disclosed | - | - |
| 2 | Old Bay House River Rd Sandwich, KEN | Manufacturing ★★★★★ | - | 103,439 SF | 0% | 16/5/2019 | £820,059 Part of Portfolio | £8 | - |
| 2 | Old Bay House River Rd Sandwich, KEN | Manufacturing ★★★★★ | - | 5,038 SF | 0% | 16/5/2019 | £39,941 Part of Portfolio | £8 | - |
| 3 | CG Hibbert Ltd Channel View Rd Dover, KEN | Warehouse ★★★★★ | 1982 | 42,981 SF | 0% | 9/8/2017 | £350,000 | £8 | - |
| 4 | Poulton Close Busi... Poulton Clos Dover, KEN | Warehouse ★★★★★ | 1988 | 42,742 SF | 32.4% | 30/6/2017 | £855,355 Part of Portfolio | £20 | - |
| 5 | White Cliffs Business... 1 Palmerston Rd Dover, KEN | Distribution ★★★★★ | 2002 | 45,919 SF | 0% | 3/10/2016 | £1,584,470 | £35 | - |
| 6 | Sandwich Industrial... Lancaster Way Sandwich, KEN | Industrial ★★★★★ | 1980 | 3,654 SF | 0% | - | £450,000 | £123 | 8.0% |

Lease Comps Summary

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

59

£11.24

£10.54

14

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

| Rent | Deals | Low | Average | Median | High |
|---------------------------|-------|-------|---------|--------|---------|
| Asking Rent Per SF | 39 | £5.13 | £11.24 | £12.56 | £22.77 |
| Achieved Rent Per SF | 38 | £2.58 | £10.54 | £12.01 | £134.83 |
| Net Effective Rent Per SF | 29 | £2.83 | £10.56 | £11.95 | £126.14 |
| Asking Rent Discount | 26 | -4.0% | 17.1% | 8.0% | 44.2% |
| TI Allowance | - | - | - | - | - |
| Rent Free Months | 25 | 0 | 6 | 3 | 24 |

| Lease Attributes | Deals | Low | Average | Median | High |
|----------------------|-------|------|---------|--------|--------|
| Months on Market | 49 | 1 | 14 | 9 | 68 |
| Deal Size | 59 | 326 | 2,486 | 1,161 | 30,946 |
| Lease Deal in Months | 41 | 3.0 | 123.0 | 120.0 | 612.0 |
| Floor Number | 59 | BSMT | GRND | GRND | 3 |

Lease Comps Summary

Lease Comps Report

| Property Name - Address | Rating | Lease | | | | Rents | |
|-----------------------------|--------|-----------|----------|------------|---------|------------|-----------|
| | | SF Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 1 11-16 Biggin St | ★★★★★ | 2,713 | GRND,1 | 29/04/2020 | Renewal | - | - |
| 2 27 Market Sq | ★★★★★ | 978 | GRND | 05/03/2020 | New | £13.80/fri | Achieved |
| 3 20-21 Biggin St | ★★★★★ | 1,242 | GRND | 21/01/2020 | New | £19.83/iro | Effective |
| 4 57 The Strand | ★★★★★ | 636 | GRND | 10/01/2020 | New | £14.15 | Achieved |
| 5 49 Castle St | ★★★★★ | 380 | GRND | 13/12/2019 | New | £18.42 | Asking |
| 6 Honeywood Pky | ★★★★★ | 5,000 | GRND | 28/11/2019 | New | - | - |
| 7 45 High St | ★★★★★ | 652 | GRND | 07/10/2019 | New | £13.80 | Asking |
| 8 74 Pencaster Rd | ★★★★★ | 1,582 | GRND | 26/07/2019 | New | £5.69/fri | Effective |
| 9 1-1a Sheridan Rd | ★★★★★ | 516 | GRND | 27/06/2019 | New | £9.16/fri | Effective |
| 10 27 Biggin St | ★★★★★ | 1,354 | GRND | 28/05/2019 | New | £8.72/iro | Effective |
| 11 28-30 Biggin St | ★★★★★ | 30,946 | GRND,1-2 | 07/05/2019 | New | £2.83 | Effective |
| 12 62-67 Market Place | ★★★★★ | 799 | GRND | 18/03/2019 | New | £8.51/iro | Effective |
| 13 31 Biggin St | ★★★★★ | 1,084 | GRND | 07/02/2019 | New | £11.07/fri | Achieved |
| 12 62-67 Market Place | ★★★★★ | 1,227 | GRND | 06/02/2019 | New | £7.25 | Effective |
| 1 11-16 Biggin St | ★★★★★ | 1,395 | GRND | 07/01/2019 | New | £10.75/fri | Asking |
| 3 20-21 Biggin St | ★★★★★ | 1,242 | GRND | 07/01/2019 | New | £12.08 | Asking |
| 14 10 King St | ★★★★★ | 800 | GRND | 07/01/2019 | New | £13.75 | Asking |
| 12 62-67 Market Place | ★★★★★ | 732 | GRND | 07/01/2019 | New | £9.29 | Asking |
| 15 Block B Woolcomber St | ★★★★★ | 5,274 | GRND | 01/01/2019 | New | - | - |
| 16 Block C Woolcomber St | ★★★★★ | 1,500 | GRND | 01/01/2019 | New | - | - |
| 16 Block C Woolcomber St | ★★★★★ | 2,000 | GRND | 01/01/2019 | New | - | - |

Lease Comps Summary

Lease Comps Report








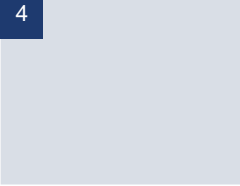




| Property Name - Address | Rating | Lease | | | | Rents | |
|--|--------|-----------|----------|------------|------|-------------|-----------|
| | | SF Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 15 Block B Woolcomber St | ★★★★★ | 3,455 | GRND | 31/12/2018 | New | - | - |
| 17 13 Worthington St | ★★★★★ | 326 | GRND | 09/11/2018 | New | £19.94/fri | Achieved |
| 18 47 High St | ★★★★★ | 513 | GRND | 12/10/2018 | New | £16.26 | Asking |
| 19 Atina House 6 Bench | ★★★★★ | 971 | GRND | 17/09/2018 | New | £7.47/fri | Effective |
| 20 Travelodge Woolcomber St | ★★★★★ | 2,583 | GRND | 14/09/2018 | New | £26.76/fri | Effective |
| 12 62-67 Market Place | ★★★★★ | 841 | GRND | 31/08/2018 | New | £9.51 | Effective |
| 21 Block A Townwall St | ★★★★★ | 3,150 | GRND | 25/07/2018 | New | £22.75/fri | Effective |
| 18 47 High St | ★★★★★ | 513 | GRND | 02/07/2018 | New | £16.26/iri | Achieved |
| 12 62-67 Market Place | ★★★★★ | 1,292 | GRND | 01/07/2018 | New | £6.19 | Effective |
| 22 3-5 High St | ★★★★★ | 377 | GRND | 08/06/2018 | New | £14.32 | Achieved |
| 21 Block A Townwall St | ★★★★★ | 10,107 | GRND | 02/05/2018 | New | £8.46/fri | Effective |
| 23 9 Church St | ★★★★★ | 595 | GRND | 06/04/2018 | New | £10.92/fri | Effective |
| 24 52 Biggin St | ★★★★★ | 1,004 | GRND,1 | 01/04/2018 | New | £11.95/fri | Effective |
| 16 Block C Unit 1C-7C Woolcomber St | ★★★★★ | 445 | GRND | 25/03/2018 | New | £126.14/fri | Effective |
| 21 Block A Townwall St | ★★★★★ | 16,050 | GRND | 23/03/2018 | New | £15.59/fri | Effective |
| 16 Block C Unit 1C-7C Woolcomber St | ★★★★★ | 1,500 | GRND | 23/03/2018 | New | £26.28/fri | Effective |
| 1 11-16 Biggin St | ★★★★★ | 10,727 | GRND,1 | 14/03/2018 | New | £4.20/fri | Achieved |
| 16 Block C Unit 1C-7C Woolcomber St | ★★★★★ | 1,800 | GRND | 13/03/2018 | New | £26.67/fri | Effective |
| 21 Block A Townwall St | ★★★★★ | 5,070 | GRND | 03/12/2017 | New | - | - |
| 15 Block B Unit 3B Woolcomber St | ★★★★★ | 3,337 | GRND | 10/11/2017 | New | - | - |
| 25 52 High St | ★★★★★ | 1,537 | GRND,1-2 | 02/11/2017 | New | £19.52/fri | Effective |

Lease Comps Summary






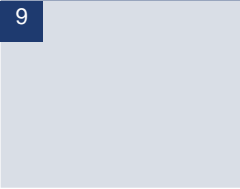






Lease Comps Report

| Property Name - Address | Rating | Lease | | | | Rents | |
|-------------------------|--------|-----------|-----------|------------|---------|------------|-----------|
| | | SF Leased | Floor | Sign Date | Type | Rent | Rent Type |
| 26 3 Worthington St | ★★★★★ | 438 | BSMT,G... | 31/08/2017 | New | £12.56/fri | Effective |
| 27 145 Snargate St | ★★★★★ | 536 | GRND | 09/08/2017 | New | £11.19 | Asking |
| 28 8 Bench St | ★★★★★ | 1,161 | 1st | 01/08/2017 | New | £2.58 | Achieved |
| 29 63 London Rd | ★★★★★ | 584 | GRND | 30/06/2017 | New | £10.27/fri | Effective |
| 30 23-24 Biggin St | ★★★★★ | 795 | GRND | 25/05/2017 | Renewal | £31.45/fri | Achieved |
| 31 23 Market Sq | ★★★★★ | 772 | GRND | 28/03/2017 | New | £11.66 | Effective |
| 32 59 Biggin St | ★★★★★ | 1,660 | 1-2 | 17/03/2017 | New | £15.06/iri | Asking |
| 33 62 Biggin St | ★★★★★ | 2,397 | GRND | 17/03/2017 | New | £14.60/fri | Asking |





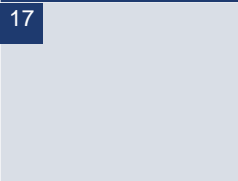

Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|---|--|---------------------|---------------------|---------------------------------|--------------------|-------------------|
|   | 11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket | Specsavers Bourneheights Ltd | 2,713 Renewal | Apr 2020 | | | |
|   | 26-27 Market Sq Dover, CT16 1NG Dover Ret Submarket | Mr and Mrs D Maclean Preximex Limited | 978 New Direct | Apr 2020 6 Years | £13,500 PA | 1 Mo at Start | Apr 2023 |
|   | 20-21 Biggin St Dover, CT16 1BH Dover Ret Submarket | Salon 77 Best Estates Ltd | 1,242 New Direct | Feb 2020 5 Years | £13,000 PA £24,635 PA | | Jan 2023 |
|   | 56-57 The Strand Deal, CT14 7DP Dover Ret Submarket | | 636 New Direct | Jan 2020 6 Years | £9,000 PA | 2 Mos at Start | Jan 2023 |
|   | 49 Castle St Dover, CT16 1PT Dover Ret Submarket | | 380 New Direct | Dec 2019 5 Years | | | |
|   | Honeywood Pky Dover, CT16 3PS Dover Ret Submarket | Bensons for Beds IM Properties | 5,000 New Direct | Dec 2019 | | | |







Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|--|--|----------------------|----------------------|---------------------------------|---------------------------|----------------------|
|   | 45 High St Dover, CT16 1EB Dover Ret Submarket | Mario Barqueiro | 652 New Sublease | Oct 2019 | | | |
|   | 74 Pencester Rd Dover, CT16 1BW Dover Ret Submarket | Apollo Europa Limited | 1,582 New Direct | Jul 2019 10 Years | £9,000 PA £9,000 PA | | Jul 2022 Jul 2024 |
|   | 1-1a Sheridan Rd Dover, CT16 2BZ Dover Ret Submarket | Rosey Baskaran Dover District Council | 516 New Direct | Jul 2019 51 Years | £4,800 PA £4,727 PA | 3 Mos at Start | |
|   | 27 Biggin St Dover, CT16 1BU Dover Ret Submarket | Grace Catering Ltd The Oddfellows | 1,354 New Direct | May 2019 10 Years | £14,000 PA £11,801 PA | Spread Over £11,257 PA | Jun 2024 |
|   | 28-30 Biggin St Dover, CT16 1BX Dover Ret Submarket | B&M Fortress Investment Group (UK) Ltd | 30,946 New Direct | May 2019 10 Years | £100,000 PA £87,545 PA | Spread Over - | May 2024 May 2024 |
|   | 62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket | Catherine Morgan Dover District Council | 799 New Direct | Mar 2019 5 Years | £6,800 PA £6,800 PA | | Mar 2021 |


Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|---------------------------|-----------------------|----------------------|---------------------------------|--------------------|-------------------|
| 13 |  31 Biggin St Dover, CT16 1BU Dover Ret Submarket | Club Lava GreX Limited | 1,084 New Direct | Mar 2019 5 Years | £12,000 PA | £10,406 PA | |
| 14 |  62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket | Aylesham Pet Suppliers | 1,227 New Direct | Mar 2019 15 Years | £8,900 PA £8,900 PA | 0 Mos | Feb 2022 |
| 15 |  11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket | Bourneheights Ltd | 1,395 New Sublease | Feb 2019 | | £11,855 PA | |
| 16 |  20-21 Biggin St Dover, CT16 1BH Dover Ret Submarket | Best Estates Ltd | 1,242 New Direct | Feb 2019 | | | |
| 17 |  10 King St Dover, CT16 1NR Dover Ret Submarket | | 800 New Direct | Feb 2019 | | £5,808 PA | |
| 18 |  62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket | | 732 New Direct | Feb 2019 | | | |













Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|-----------------------------------|---------------------|----------------------|---------------------------------|-----------------------------|-------------------|
| 19 |  Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Caspers Stonehurst Estates Ltd | 5,274 New Direct | Jan 2019 15 Years | | | |
| 20 |  Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | | 1,500 New Direct | Jan 2019 | | | |
| 21 |  Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Kaspa's Desserts | 2,000 New Direct | Jan 2019 | | | |
| 22 |  Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Stonehurst Estates Ltd | 3,455 New Direct | Dec 2018 15 Years | | | |
| 23 |  13 Worthington St Dover, CT17 9AF Dover Ret Submarket | First Plumbing | 326 New Direct | Nov 2018 3 Years | £6,500 PA | 3 Mos at Start £2,410 PA | |
| 24 |  47 High St Dover, CT16 1EB Dover Ret Submarket | Shumi (Dover) Ltd | 513 New Direct | Nov 2018 | | £4,683 PA | |












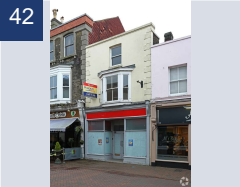
Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|--|---|---------------------|--------------------------------|---------------------------------|-----------------------------|-------------------|
| 25 |  <p>Atina House 5-7 Bench St Dover, CT16 1JH Dover Submarket</p> | Urban Calm Nardone & Wilson | 971 New Direct | Oct 2018 10 Years | £7,500 PA £7,254 PA | 3 Mos at Start £2,470 PA | Oct 2021... |
| 26 |  <p>Travelodge Woolcomber St Dover, CT16 1SZ Dover Submarket</p> | Burger King | 2,583 New Direct | Sep 2018 20 Years | £68,750 PA £69,120 PA | | |
| 27 |  <p>62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket</p> | | 841 New Direct | Oct 2018 10 Years | £8,000 PA £8,000 PA | 0 Mos | Aug 2021 |
| 28 |  <p>Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket</p> | The Entertainer Dover District Council | 3,150 New Direct | Jul 2018 10 Years 6 Mont... | £72,500 PA £71,661 PA | 3 Mos at Start | Jul 2023... |
| 29 |  <p>47 High St Dover, CT16 1EB Dover Ret Submarket</p> | Shumi (Dover) Ltd | 513 New Direct | Aug 2018 5 Years | £8,340 PA | £1,957 PA | |
| 30 |  <p>62-69 Market Place Canterbury, CT3 3DZ Dover Ret Submarket</p> | King Barber | 1,292 New Direct | Jul 2018 10 Years | £8,000 PA £8,000 PA | | |



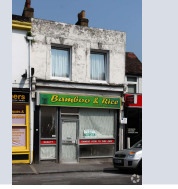

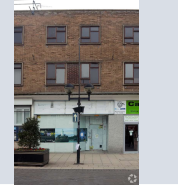
Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|---|---|---|----------------------|----------------------|---------------------------------|--------------------|-------------------------|
|   | 3-3 High St Dover, CT16 1DP Dover Ret Submarket | Polish Delicatessen | 377 New Direct | Jun 2018 | £5,400 PA | £1,704 PA | |
|   | Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket | Superdrug Dover District Council | 10,107 New Direct | May 2018 10 Years | £105,000 PA £85,501 PA | 18 Mos at Start | May 2023 |
|   | 8-9 Church St Dover, CT16 1LY Dover Ret Submarket | Sreevijay Ltd | 595 New Direct | Apr 2018 6 Years | £6,500 PA £6,500 PA | £2,922 PA | Apr 2021 Apr 2021 |
|   | 52 Biggin St Dover, CT16 1DB Dover Ret Submarket | HR Go Employment Ruby Will Trust | 1,004 New Direct | May 2018 1 Year | £12,000 PA £12,000 PA | £11,307 PA | |
|   | Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Anytime Fitness | 445 New Direct | Mar 2018 15 Years | £60,000 PA £56,132 PA | Spread Over — | Mar 2028 Mar 2023... |
|   | Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket | Marks & Spencer Dover District Council | 16,050 New Direct | Mar 2018 20 Years | £256,000 PA £250,206 PA | 9 Mos at Start | Mar 2023... |



Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|--|---|-----------------------------------|----------------------|----------------------|------------------------------|-----------------|-------------------------|
|   | Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Greggs | 1,500 New Direct | Mar 2018 10 Years | £45,000 PA £39,416 PA | 12 Mos at Start | Mar 2023 |
|   | 11-16 Biggin St Dover, CT16 1BD Dover Ret Submarket | Poundworld Bourneheights Ltd | 10,727 New Direct | Mar 2018 | £45,000 PA | £27,303 PA | |
|   | Block C Unit 1C-7C Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Costa Coffee | 1,800 New Direct | Mar 2018 10 Years | £54,000 PA £47,997 PA | 12 Mos at Start | Mar 2023 |
|   | Block A Townwall St Dover, CT16 1SZ Dover Ret Submarket | Dover District Council | 5,070 New Direct | Feb 2018 10 Years | | | |
|   | Block B Woolcomber St Dover, CT16 1SZ Dover Ret Submarket | Nando's Stonehurst Estates Ltd | 3,337 New Direct | Nov 2017 20 Years | | 24 Mos at Start | Nov 2032 Jun 2021... |
|   | 52 High St Deal, CT14 6HE Dover Ret Submarket | Bardown Properties Ltd | 1,537 New Direct | Nov 2017 10 Years | £30,000 PA £30,000 PA | £2,407 PA | Nov 2022 Nov 2022 |

Lease Comparables

| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|---|-----------------------|----------------------------|---------------------------------|--------------------|----------------------|
| 43 |  3 Worthington St Dover, CT17 9AF Dover Ret Submarket | Vapeistry The Rubie Will Trust | 438 New Direct | Aug 2017 5 Years | £5,500 PA £5,500 PA | £1,445 PA | Aug 2020 |
| 44 |  145 Snargate St Dover, CT17 9BZ Dover Ret Submarket | Protec Holdings Limited | 536 New Direct | Aug 2017 | | £2,311 PA | |
| 45 |  8 Bench St Dover, CT16 1JH Dover Ret Submarket | Mr Mohammed Midos Group (UK) Ltd | 1,161 New Direct | Aug 2017 Month-To-Month | £3,000 PA | | |
| 46 |  63 London Rd Dover, CT17 0SP Dover Ret Submarket | Love Blooms Ocobase Property Group Ltd | 584 New Direct | Jun 2017 6 Years | £6,000 PA £6,000 PA | 0 Mos | Jun 2020 |
| 47 |  23-24 Biggin St Dover, CT16 1BH Dover Ret Submarket | Costa Coffee Revelan Properties Ltd | 795 Renewal Direct | May 2017 5 Years | £25,000 PA | | |
| 48 |  22-23 Market Sq Dover, CT16 1NG Dover Ret Submarket | Mr Hoa Pham J C Rook & Sons Ltd | 772 New Direct | Apr 2017 10 Years | £9,000 PA £9,000 PA | | Apr 2022 Apr 2022 |

Lease Comparables

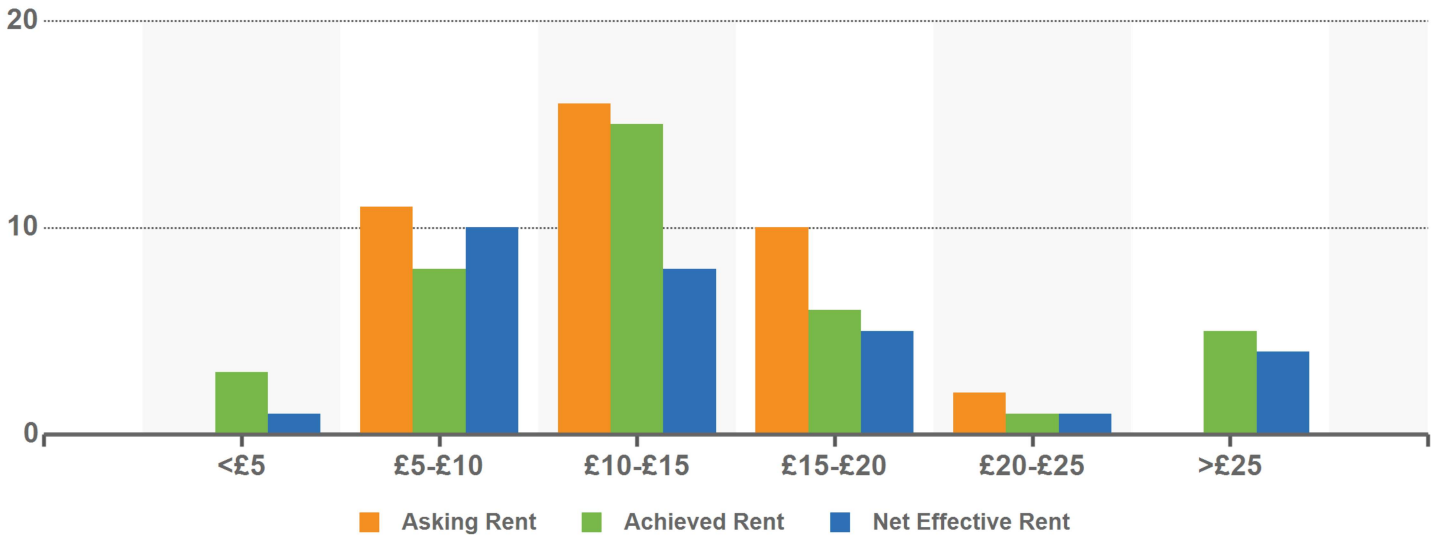
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|----|---|---|---------------------|-----------------------------|---------------------------------|------------------------------|-------------------------|
| 49 |  59 Biggin St Dover, CT16 1DD Dover Ret Submarket | Landmaster Properties Ltd | 1,660 New Direct | Apr 2017 | | £17,748 PA | |
| 50 |  62 Biggin St Dover, CT16 1DD Dover Ret Submarket | AMP Capital | 2,397 New Direct | Apr 2017 | | £24,732 PA | |
| 51 |  18 High St Dover, CT16 1DR Dover Ret Submarket | Fundraising Services (UK) Ltd Business Data Applications Limited | 497 New Direct | Nov 2016 5 Years | £6,000 PA £6,000 PA | 0 Mos £2,734 PA | |
| 52 |  53 Biggin St Dover, CT16 1DB Dover Ret Submarket | TD Electronics Ruby Will Trust | 872 New Direct | Nov 2016 10 Years | £14,000 PA £13,542 PA | 3 Mos at Start £10,598 PA | Nov 2018... Nov 2021 |
| 53 |  Quarterdeck Beach St Deal, CT14 6HY Dover Ret Submarket | Hythe Bay Seafood Restaurants | 1,787 New Direct | Dec 2016 | | | |
| 54 |  43 Biggin St Dover, CT16 1DB Dover Ret Submarket | Sair-Kiermafz Ltd Royal Liver Assurance Ltd | 2,860 New Direct | Nov 2016 1 Year 2 Months | £14,400 PA £14,395 PA | Spread Over £17,147 PA | |

Lease Comparables

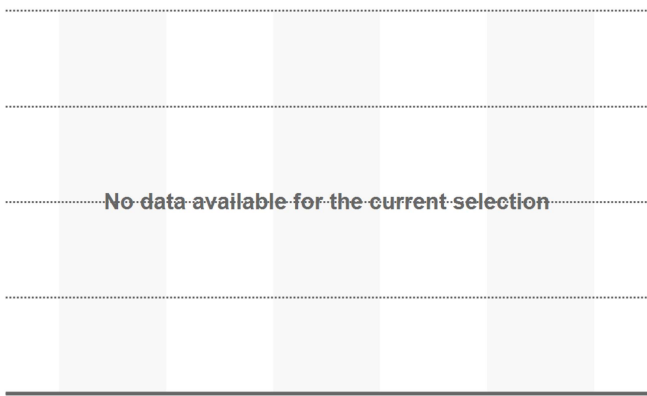
| | Address | Tenant Landlord | SF Leased Type | StartDate Term | Starting Rent Effective Rent | Free Rent Rates | Breaks Reviews |
|---|--|---|---------------------|----------------------|---------------------------------|--------------------|----------------------------|
|   | 20C King St Sandwich, CT13 9BT Dover Ret Submarket | The Retreat@29 Strand Street Marshborough Properties Limited | 482 New Direct | Oct 2016 12 Years | £7,500 PA £7,500 PA | 0 Mos | Sep 2022 Sep 2021... |
|   | 3 Worthington St Dover, CT17 9AF Dover Ret Submarket | Golden Stitches The Rubie Will Trust | 438 New Direct | Sep 2016 20 Years | £5,600 PA £5,600 PA | 0 Mos £1,528 PA | Sep 2021... Sep 2021... |
|   | 3-3 High St Dover, CT16 1DP Dover Ret Submarket | Dr Vape Vape Lounge | 377 New Direct | Sep 2016 3 Months | £4,800 PA £4,798 PA | 0 Mos £1,764 PA | |
|   | 9 Biggin St Dover, CT16 1BD Dover Ret Submarket | Santander | 2,177 New Direct | Oct 2016 | | £12,818 PA | |
|   | 2 Cattle Market Sandwich, CT13 9AG Dover Ret Submarket | Nick Waite | 612 New Direct | Aug 2016 10 Years | | | |

| Asking Rent Per SF | Achieved Rent Per SF | Net Effective Rent Per SF | Avg. Rent Free Months |
|--------------------|----------------------|---------------------------|-----------------------|
| £11.24 | £10.54 | £10.56 | 6.2 |

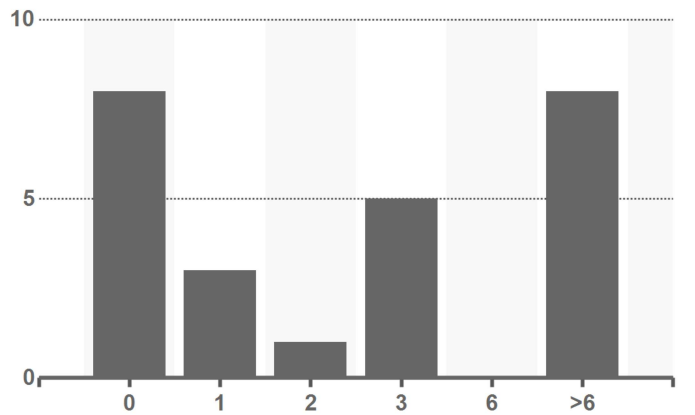
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT















DEALS BY RENT FREE MONTHS















Quick Stats Report







| Comps Statistics | | | | | |
|---|-----------------------------|--------------|------------------------------|--------------|-------|
| | Low | Average | Median | High | Count |
| Price | | | | | |
| For Sale & UC/Pending | \$500,000 | \$500,000 | \$500,000 | \$500,000 | 1 |
| Sold Transactions | \$73,689 | \$1,055,558 | \$284,344 | \$16,300,000 | 26 |
| Center Size | | | | | |
| For Sale & UC/Pending | 3,738 SF | 5,126 SF | 5,126 SF | 6,513 SF | 2 |
| Sold Transactions | 297 SF | 6,817 SF | 2,250 SF | 59,998 SF | 33 |
| Price per SF | | | | | |
| For Sale & UC/Pending | \$76.77 | \$76.77 | \$76.77 | \$76.77 | 1 |
| Sold Transactions | \$24.44 | \$150.52 | \$145.69 | \$521.89 | 26 |
| Actual Cap Rate | | | | | |
| For Sale & UC/Pending | - | - | - | - | - |
| Sold Transactions | 3.15% | 7.37% | 7.50% | 10.96% | 8 |
| Days on Market | | | | | |
| For Sale & UC/Pending | 128 | 172 | 172 | 216 | 2 |
| Sold Transactions | 3 | 150 | 56 | 1,287 | 27 |
| Sale Price to Asking Price Ratio | | | | | |
| Sold Transactions | 83.61% | 106.18% | 101.92% | 190.40% | 18 |
| Totals | | | | | |
| For Sale & UC/Pending | Asking Price Total: | \$500,000 | Total For Sale Transactions: | | 2 |
| Sold Transactions | Total Sales Volume: | \$27,444,497 | Total Sales Transactions: | | 33 |
| | Total Included in Analysis: | \$27,944,497 | Total Included in Analysis: | | 35 |
| Survey Criteria | | | | | |
| basic criteria: Type of Property - Retail; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes geography criteria: Submarket - Dover (Kent) | | | | | |

| | | |
|--|--|---|
| 1 | 23-24 Biggin St | SOLD |
| Dover, CT16 1BH | Kent County |  |
| Sale Date: 05/15/2018 (56 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$325,000 | Year Built/Age: Built 1880 Age: 138 | |
| Price/SF: \$204.40 | RBA: 1,590 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: 9.26% | | |
| Comp ID: 4272245 | Sale Conditions: Auction Sale | |
| Research Status: Research Complete | | |
| 2 | 26 Biggin St | SOLD |
| Dover, CT16 1BJ | Kent County |  |
| Sale Date: 07/04/2018 (21 days on mkt) | Bldg Type: Retail | |
| Sale Price: \$720,000 - Confirmed | Year Built/Age: - | |
| Price/SF: \$163.52 | RBA: 4,403 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: 10.96% | | |
| Comp ID: 4432639 | Sale Conditions: Auction Sale | |
| Research Status: Confirmed | | |
| 3 | 28-30 Biggin St (Part of Multi-Property) | SOLD |
| Dover, CT16 1BX | Kent County |  |
| Sale Date: 09/30/2016 | Bldg Type: RetailStorefront | |
| Sale Price: - | Year Built/Age: Built 1942 Age: 74 | |
| Price/SF: - | RBA: 30,946 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: 7.09% | | |
| Comp ID: 3701848 | Sale Conditions: Bulk/Portfolio Sale | |
| Research Status: Research Complete | | |
| 4 | 42 Biggin St | SOLD |
| Dover, CT16 1DB | Kent County |  |
| Sale Date: 10/19/2018 | Bldg Type: Retail | |
| Sale Price: - | Year Built/Age: Built 1874 Age: 144 | |
| Price/SF: - | RBA: 5,368 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4560328 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 5 | 44 Biggin St | SOLD |
| Dover, CT16 1DB | Kent County |  |
| Sale Date: 07/04/2018 (21 days on mkt) | Bldg Type: Retail | |
| Sale Price: \$292,500 | Year Built/Age: Built 1854 Age: 164 | |
| Price/SF: \$78.52 | RBA: 3,725 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: 9.85% | | |
| Comp ID: 4432837 | Sale Conditions: Auction Sale | |
| Research Status: Research Complete | | |
| 6 | 50 Biggin St (Part of Multi-Property) | SOLD |
| Dover, CT16 1DB | Kent County |  |
| Sale Date: 12/08/2016 (13 days on mkt) | Bldg Type: RetailStorefront Retail/Residential | |
| Sale Price: \$198,310 - | Year Built/Age: Built 1910 Age: 106 | |
| Price/SF: \$175.03 | RBA: 1,133 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3786074 | Sale Conditions: Auction Sale, Distress Sale ... | |
| Research Status: | | |

| | | |
|---|--|---|
| 7 | 51 Biggin St (Part of Multi-Property) | SOLD |
| Dover, CT16 1DB | Kent County |  |
| Sale Date: 12/08/2016 (13 days on mkt) | Bldg Type: RetailStorefront Retail/Residential | |
| Sale Price: \$73,689 - | Year Built/Age: Built 1910 Age: 106 | |
| Price/SF: \$175.03 | RBA: 421 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3786074 | Sale Conditions: Auction Sale, Distress Sale ... | |
| Research Status: | | |
| 8 | 58-59 Biggin St (Part of Portfolio) | SOLD |
| Dover, CT16 1DD | Kent County |  |
| Sale Date: 02/07/2017 (24 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$283,687 - Research Complete | Year Built/Age: Built 1852 Age: 165 | |
| Price/SF: \$92.80 | RBA: 3,057 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3833459 | Sale Conditions: Auction Sale, Bulk/Portfolio Sale ... | |
| Research Status: Research Complete | | |
| 9 | 63 Biggin St | SOLD |
| Dover, CT16 1DD | Kent County |  |
| Sale Date: 05/10/2017 (14 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$262,000 - Confirmed | Year Built/Age: - | |
| Price/SF: \$58.93 | RBA: 4,446 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3901058 | Sale Conditions: Auction Sale | |
| Research Status: Confirmed | | |
| 10 | 64 Biggin St (Part of Portfolio) | SOLD |
| Dover, CT16 1DD | Kent County |  |
| Sale Date: 02/07/2017 (24 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$458,335 - Research Complete | Year Built/Age: - | |
| Price/SF: \$92.80 | RBA: 4,939 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3833459 | Sale Conditions: Auction Sale, Bulk/Portfolio Sale ... | |
| Research Status: Research Complete | | |
| 11 | 64 Biggin St | SOLD |
| Dover, CT16 1DD | Kent County |  |
| Sale Date: 05/10/2017 (14 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$352,000 - Confirmed | Year Built/Age: - | |
| Price/SF: \$71.27 | RBA: 4,939 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3901060 | Sale Conditions: Auction Sale | |
| Research Status: Confirmed | | |
| 12 | The Admiral Harvey - 13 Bridge St | SOLD |
| Dover, CT16 2LB | Kent County |  |
| Sale Date: 07/10/2018 (78 days on mkt) | Bldg Type: RetailBar/Nightclub | |
| Sale Price: \$198,000 - Confirmed | Year Built/Age: - | |
| Price/SF: \$157.77 | RBA: 1,255 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4373841 | Sale Conditions: - | |
| Research Status: Confirmed | | |

| | | | |
|---|--|---|--|
| 13 | 23 Cannon St | SOLD | |
| Dover, CT16 1BZ | | Kent County | |
| Sale Date: 12/19/2017 (90 days on mkt) | Bldg Type: RetailStorefront Retail/Residential |  | |
| Sale Price: - | Year Built/Age: Built 1910 Age: 107 | | |
| Price/SF: - | RBA: 799 SF | | |
| Pro Forma Cap - | Parcel No: - | | |
| Actual Cap Rate: - | Sale Conditions: - | | |
| Comp ID: 4085060 | | | |
| Research Status: Public Record | | | |
| 14 | 51 Castle St | SOLD | |
| Dover, CT16 1PT | | Kent County | |
| Sale Date: 04/25/2018 (127 days on mkt) | Bldg Type: RetailStorefront |  | |
| Sale Price: \$625,000 - Confirmed | Year Built/Age: Built 1985 Age: 33 | | |
| Price/SF: \$24.44 | RBA: 25,576 SF | | |
| Pro Forma Cap - | Parcel No: - | | |
| Actual Cap Rate: - | Sale Conditions: Auction Sale | | |
| Comp ID: 4367017 | | | |
| Research Status: Confirmed | | | |
| 15 | Coombe Valley Rd | PENDING | |
| Dover, CT17 0EU | | Kent County | |
| Asking Price: - | Sale Type: Owner User |  | |
| Price/SF: - | Bldg Type: RetailStorefront | | |
| Days on Market: 216 | Bldg Status: Built 2000 | | |
| Sale Status: Pending | RBA: 3,738 SF | | |
| Actual Cap Rate: - | Parcel No: - | | |
| | Sale Conditions: - | | |
| 16 | Plough And Harrow - Dover Rd | SOLD | |
| Tilmanstone, CT14 0HX | | Kent County | |
| Sale Date: 10/04/2017 | Bldg Type: RetailBar/Nightclub |  | |
| Sale Price: \$250,000 | Year Built/Age: - | | |
| Price/SF: \$446.43 | RBA: 560 SF | | |
| Pro Forma Cap - | Parcel No: - | | |
| Actual Cap Rate: - | Sale Conditions: - | | |
| Comp ID: 4060065 | | | |
| Research Status: Public Record | | | |
| 17 | 1 Eythorne Rd | SOLD | |
| Dover, CT15 7NU | | Kent County | |
| Sale Date: 05/25/2017 (23 days on mkt) | Bldg Type: Retail |  | |
| Sale Price: \$238,000 | Year Built/Age: Built 1975 Age: 42 | | |
| Price/SF: \$107.55 | RBA: 2,213 SF | | |
| Pro Forma Cap - | Parcel No: - | | |
| Actual Cap Rate: 3.15% | Sale Conditions: - | | |
| Comp ID: 3912854 | | | |
| Research Status: Public Record | | | |
| 18 | 367-375 Folkestone Rd | FOR SALE | |
| Dover, CT17 9JR | | Kent County | |
| Asking Price: \$500,000 | Sale Type: Owner User |  | |
| Price/SF: \$76.77 | Bldg Type: RetailAuto Dealership | | |
| Days on Market: 128 | Bldg Status: Built 1990 | | |
| Sale Status: Active | RBA: 6,513 SF | | |
| Actual Cap Rate: - | Parcel No: - | | |
| | Sale Conditions: - | | |

| | | |
|---|---|---|
| 19 | Unit 1 - Multi-Property Sale - Granville St (Part of Multi-Property) | SOLD |
| Dover, CT16 2QX | Kent County |  |
| Sale Date: 10/01/2018 (133 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: - | Year Built/Age: - | |
| Price/SF: - | RBA: 2,893 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4529521 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 20 | Unit 2 - Multi-Property Sale - Granville St (Part of Multi-Property) | SOLD |
| Dover, CT16 2QX | Kent County |  |
| Sale Date: 10/01/2018 (133 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: - | Year Built/Age: - | |
| Price/SF: - | RBA: 1,253 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4529521 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 21 | Unit 3 - Multi-Property Sale - Granville St (Part of Multi-Property) | SOLD |
| Dover, CT16 2QX | Kent County |  |
| Sale Date: 10/01/2018 (133 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: - | Year Built/Age: - | |
| Price/SF: - | RBA: 303 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4529521 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 22 | 23 High St | SOLD |
| Dover, CT16 1EB | Kent County |  |
| Sale Date: 10/26/2016 (1,287 days on mkt) | Bldg Type: RetailStorefront Retail/Residential | |
| Sale Price: \$155,000 | Year Built/Age: Built 1910 Age: 86 | |
| Price/SF: \$521.89 | RBA: 297 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 3739036 | Sale Conditions: Auction Sale | |
| Research Status: | | |
| 23 | 36-38 High St | SOLD |
| Dover, CT16 1EA | Kent County |  |
| Sale Date: 10/08/2019 (111 days on mkt) | Bldg Type: RetailStorefront | |
| Sale Price: \$220,000 | Year Built/Age: Built 1910 Age: 109 | |
| Price/SF: \$153.63 | RBA: 1,432 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4910958 | Sale Conditions: - | |
| Research Status: Research Complete | | |
| 24 | 37-39 High St | SOLD |
| Dover, CT16 1EB | Kent County |  |
| Sale Date: 04/30/2019 (316 days on mkt) | Bldg Type: RetailStorefront Retail/Office | |
| Sale Price: \$250,000 | Year Built/Age: - | |
| Price/SF: \$136.84 | RBA: 1,827 SF | |
| Pro Forma Cap - | Parcel No: - | |
| Actual Cap Rate: - | | |
| Comp ID: 4745746 | Sale Conditions: - | |
| Research Status: Public Record | | |

| | | | | |
|---|---------------------------------------|-------------------------------------|--|---|
| 25 | 71 High St | | | SOLD |
| Deal, CT14 6HB | | Kent County | |  |
| Sale Date: 03/22/2018 (3 days on mkt) | | Bldg Type: RetailBank | | |
| Sale Price: \$485,000 | | Year Built/Age: Built 1901 Age: 116 | | |
| Price/SF: \$200.75 | | RBA: 2,416 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: 6.73% | | Sale Conditions: Auction Sale | | |
| Comp ID: 4187781 | | | | |
| Research Status: Public Record | | | | |
| 26 | B&Q - Honeywood Pky | | | SOLD |
| Dover, CT16 3FH | | Kent County | |  |
| Sale Date: 08/14/2017 | | Bldg Type: RetailFreestanding | | |
| Sale Price: \$16,300,000 - Confirmed | | Year Built/Age: Built 1990 Age: 27 | | |
| Price/SF: \$271.68 | | RBA: 59,998 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: 6.14% | | Sale Conditions: - | | |
| Comp ID: 4012927 | | | | |
| Research Status: Confirmed | | | | |
| 27 | Former Homebase - Honeywood Rd | | | SOLD |
| Dover, CT16 3EH | | Kent County | |  |
| Sale Date: 02/21/2019 | | Bldg Type: RetailFreestanding | | |
| Sale Price: \$3,900,000 - Confirmed | | Year Built/Age: Built 1990 Age: 29 | | |
| Price/SF: \$92.01 | | RBA: 42,388 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: - | | Sale Conditions: - | | |
| Comp ID: 4735894 | | | | |
| Research Status: Confirmed | | | | |
| 28 | 29A London Rd | | | SOLD |
| Dover, CT17 0SS | | Kent County | |  |
| Sale Date: 09/06/2018 (252 days on mkt) | | Bldg Type: Retail | | |
| Sale Price: - | | Year Built/Age: Built 1950 Age: 68 | | |
| Price/SF: - | | RBA: 1,074 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: - | | Sale Conditions: - | | |
| Comp ID: 4506023 | | | | |
| Research Status: Research Complete | | | | |
| 29 | Kings Hall - 287 London Rd | | | SOLD |
| Dover, CT17 0SY | | Kent County | |  |
| Sale Date: 10/29/2018 | | Bldg Type: RetailHealth Club | | |
| Sale Price: \$120,000 - Confirmed | | Year Built/Age: Built 1890 Age: 128 | | |
| Price/SF: \$48.25 | | RBA: 2,487 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: - | | Sale Conditions: Auction Sale | | |
| Comp ID: 4564856 | | | | |
| Research Status: Confirmed | | | | |
| 30 | Dublin Man of War - Lower Rd | | | SOLD |
| Dover, CT17 0RQ | | Kent County | |  |
| Sale Date: 04/04/2017 (307 days on mkt) | | Bldg Type: Retail | | |
| Sale Price: \$385,000 - Confirmed | | Year Built/Age: Built 1900 Age: 117 | | |
| Price/SF: \$171.11 | | RBA: 2,250 SF | | |
| Pro Forma Cap - | | Parcel No: - | | |
| Actual Cap Rate: - | | Sale Conditions: - | | |
| Comp ID: 3870896 | | | | |
| Research Status: Confirmed | | | | |

31 Park Inn - 1-2 Park Pl **SOLD**

Dover, CT16 1DF Kent County
Sale Date: 04/04/2017 (307 days on mkt) Bldg Type: RetailBar/Nightclub
Sale Price: \$265,000 - Confirmed Year Built/Age: Built 1900 Age: 117
Price/SF: \$176.67 RBA: 1,500 SF

Pro Forma Cap - Parcel No: -
Actual Cap Rate: -
Comp ID: 3870897 Sale Conditions: -
Research Status: Confirmed



32 20 The Street **SOLD**

Canterbury, CT3 2EW Kent County
Sale Date: 12/09/2019 (13 days on mkt) Bldg Type: Retail
Sale Price: \$285,000 - Confirmed Year Built/Age: -
Price/SF: \$137.75 RBA: 2,069 SF

Pro Forma Cap - Parcel No: -
Actual Cap Rate: 4.59%
Comp ID: 5020742 Sale Conditions: Auction Sale
Research Status: Confirmed



33 2 Victoria Rd **SOLD**

Deal, CT14 7AW Kent County
Sale Date: 07/05/2017 (499 days on mkt) Bldg Type: RetailStorefront Retail/Residential
Sale Price: \$305,000 - Confirmed Year Built/Age: Built 1901 Age: 116
Price/SF: \$308.70 RBA: 988 SF

Pro Forma Cap - Parcel No: -
Actual Cap Rate: 8.26%
Comp ID: 3967355 Sale Conditions: -
Research Status: Confirmed



34 2-8 Worthington St (Part of Portfolio) **SOLD**

Dover, CT17 9AD Kent County
Sale Date: 02/07/2017 (24 days on mkt) Bldg Type: RetailStorefront Retail/Office
Sale Price: \$297,976 - Research Complete Year Built/Age: Built 1955 Age: 61
Price/SF: \$92.80 RBA: 3,211 SF

Pro Forma Cap - Parcel No: -
Actual Cap Rate: -
Comp ID: 3833459 Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...
Research Status: Research Complete



35 2-8 Worthington St **SOLD**

Dover, CT17 9AD Kent County
Sale Date: 05/23/2017 (18 days on mkt) Bldg Type: RetailStorefront Retail/Office
Sale Price: \$200,000 - Declaration Year Built/Age: Built 1955 Age: 62
Price/SF: \$62.29 RBA: 3,211 SF

Pro Forma Cap - Parcel No: -
Actual Cap Rate: -
Comp ID: 3913442 Sale Conditions: Auction Sale
Research Status: Declaration



Sale Comps Map & List Report

Sale Comparables

35

Avg. NI Yield

7.4%

Avg. Price/SF

£159

Avg. Vacancy At Sale

3.3%

SALE COMPARABLES LOCATIONS



























SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---------------------------|-----------|---------------|---------------|-------------|
| Sale Price | £73,689 | £1,034,981 | £285,000 | £16,300,000 |
| Price Per SF | £24 | £159 | £138 | £522 |
| NI Yield | 3.2% | 7.4% | 7.5% | 11.0% |
| Time Since Sale in Months | 7.0 | 29.9 | 30.6 | 45.3 |
| Property Attributes | Low | Average | Median | High |
| Building SF | 297 | 6,721 | 2,416 | 59,998 |
| Floors | 1 | 2 | 2 | 4 |
| Typical Floor | 297 | 5,961 | 1,445 | 59,998 |
| Vacancy Rate at Sale | 0% | 3.3% | 0% | 57.3% |
| Year Built | 1852 | 1927 | 1910 | 2000 |
| Star Rating | ★ ★ ★ ★ ★ | ★ ★ ★ ★ ★ 2.6 | ★ ★ ★ ★ ★ 3.0 | ★ ★ ★ ★ ★ |

Sale Comps Map & List Report

| Property Name - Address | Property | | | | | Sale | | | |
|--|--------------------------------------|----------|-----------|---------|------------|--|----------|----------|--|
| | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/SF | NI Yield | |
| 1 20 The Street Canterbury, KEN | Retail ★★★★★ | - | 2,069 SF | 0% | 9/12/2019 | £285,000 | £138 | 4.6% | |
| 2 36-38 High St Dover, KEN | Storefront ★★★★★ | 1910 | 1,432 SF | 0% | 8/10/2019 | £220,000 | £154 | - | |
| 3 37-39 High St Dover, KEN | Storefront Retail/Office ★★★★★ | - | 1,827 SF | 0% | 30/4/2019 | £250,000 | £137 | - | |
| 4 Former Homebase Honeywood Rd Dover, KEN | Freestanding ★★★★★ | 1990 | 42,388 SF | 0% | 21/2/2019 | £3,900,000 | £92 | - | |
| 5 Kings Hall 287 London Rd Dover, KEN | Health Club ★★★★★ | 1890 | 2,487 SF | 0% | 29/10/2018 | £120,000 | £48 | - | |
| 6 42 Biggin St Dover, KEN | Retail ★★★★★ | 1874 | 5,368 SF | 0% | 19/10/2018 | Price Not Disclosed | - | - | |
| 7 Multi-Property Sale Granville St Dover, KEN | Storefront ★★★★★ | - | 303 SF | 0% | 1/10/2018 | Price Not Disclosed Part of Portfolio | - | - | |
| 7 Multi-Property Sale Granville St Dover, KEN | Storefront ★★★★★ | - | 1,253 SF | 0% | 1/10/2018 | Price Not Disclosed Part of Portfolio | - | - | |
| 7 Multi-Property Sale Granville St Dover, KEN | Storefront ★★★★★ | - | 2,893 SF | 0% | 1/10/2018 | Price Not Disclosed Part of Portfolio | - | - | |
| 8 29A London Rd Dover, KEN | Retail ★★★★★ | 1950 | 1,074 SF | 0% | 6/9/2018 | Price Not Disclosed | - | - | |
| 9 The Admiral Harvey 13 Bridge St Dover, KEN | Bar/Nightclub ★★★★★ | - | 1,255 SF | 0% | 10/7/2018 | £198,000 | £158 | - | |
| 10 26 Biggin St Dover, KEN | Retail ★★★★★ | - | 4,403 SF | 0% | 4/7/2018 | £720,000 | £164 | 11.0% | |

Sale Comps Map & List Report

| | | | Property | | | | Sale | | | |
|--|---|---|----------|-----------|---------|------------|---------------------|----------|----------|--|
| Property Name - Address | | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/SF | NI Yield | |
|  44 Biggin St Dover, KEN |  | Retail ★★★★★ | 1854 | 3,725 SF | 0% | 4/7/2018 | £292,500 | £79 | 9.9% | |
|  23-24 Biggin St Dover, KEN |  | Storefront ★★★★★ | 1880 | 1,590 SF | 0% | 15/5/2018 | £325,000 | £204 | 9.3% | |
|  51 Castle St Dover, KEN |  | Storefront ★★★★★ | 1985 | 25,576 SF | 0% | 25/4/2018 | £625,000 | £24 | - | |
|  71 High St Deal, KEN |  | Bank ★★★★★ | 1901 | 2,416 SF | 0% | 22/3/2018 | £485,000 | £201 | 6.7% | |
|  23 Cannon St Dover, KEN |  | Storefront Retail/Residential ★★★★★ | 1910 | 799 SF | 57.0% | 19/12/2017 | Price Not Disclosed | - | - | |
|  Plough And Harrow Dover Rd Tilmanstone, KEN |  | Bar/Nightclub ★★★★★ | - | 560 SF | 0% | 4/10/2017 | £250,000 | £446 | - | |
|  B&Q Honeywood Pky Dover, KEN |  | Freestanding ★★★★★ | 1990 | 59,998 SF | 0% | 14/8/2017 | £16,300,000 | £272 | 6.1% | |
|  2 Victoria Rd Deal, KEN |  | Storefront Retail/Residential ★★★★★ | 1901 | 988 SF | 0% | 5/7/2017 | £305,000 | £309 | 8.3% | |
|  1 Eythorne Rd Dover, KEN |  | Retail ★★★★★ | 1975 | 2,213 SF | 0% | 25/5/2017 | £238,000 | £108 | 3.2% | |
|  2-8 Worthington St Dover, KEN |  | Storefront Retail/Office ★★★★★ | 1955 | 3,211 SF | 0% | 23/5/2017 | £200,000 | £62 | - | |
|  64 Biggin St Dover, KEN |  | Storefront ★★★★★ | - | 4,939 SF | 0% | 10/5/2017 | £352,000 | £71 | - | |
|  63 Biggin St Dover, KEN |  | Storefront ★★★★★ | - | 4,446 SF | 0% | 10/5/2017 | £262,000 | £59 | - | |

Sale Comps Map & List Report

| Property Name - Address | | Property | | | | Sale | | | |
|-------------------------|--|---|----------|-----------|---------|------------|--|----------|----------|
| | | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/SF | NI Yield |
| 23 | Dublin Man of War Lower Rd Dover, KEN | Retail ★★★★☆ | 1900 | 2,250 SF | 0% | 4/4/2017 | £385,000 | £171 | - |
| 24 | Park Inn 1-2 Park Pl Dover, KEN | Bar/Nightclub ★★★★☆ | 1900 | 1,500 SF | 0% | 4/4/2017 | £265,000 | £177 | - |
| 25 | 64 Biggin St Dover, KEN | Storefront ★★★★☆ | - | 4,939 SF | 0% | 7/2/2017 | £458,335 Part of Portfolio | £93 | - |
| 25 | 2-8 Worthington St Dover, KEN | Storefront Retail/Office ★★★★☆ | 1955 | 3,211 SF | 0% | 7/2/2017 | £297,976 Part of Portfolio | £93 | - |
| 25 | 58-59 Biggin St Dover, KEN | Storefront ★★★★☆ | 1852 | 3,057 SF | 57.3% | 7/2/2017 | £283,687 Part of Portfolio | £93 | - |
| 26 | Multi-Property Sale 50 Biggin St Dover, KEN | Storefront Retail/Residential ★★★★☆ | 1910 | 1,133 SF | 0% | 8/12/2016 | £198,310 Part of Portfolio | £175 | - |
| 26 | Multi-Property Sale 51 Biggin St Dover, KEN | Storefront Retail/Residential ★★★★☆ | 1910 | 421 SF | 0% | 8/12/2016 | £73,689 Part of Portfolio | £175 | - |
| 27 | 23 High St Dover, KEN | Storefront Retail/Residential ★★★★☆ | 1930 | 297 SF | 0% | 26/10/2016 | £155,000 | £522 | - |
| 28 | Multi-Property Sale 28-30 Biggin St Dover, KEN | Storefront ★★★★☆ | 1942 | 30,946 SF | 0% | 30/9/2016 | Price Not Disclosed Part of Portfolio | - | - |
| 29 | 367-375 Folkestone... Dover, KEN | Auto Dealer- ship ★★★★☆ | 1990 | 6,513 SF | 0% | - | £500,000 | £77 | - |
| 30 | Coombe Valley Rd Dover, KEN | Storefront ★★★★☆ | 2000 | 3,738 SF | 0% | - | Price Not Dis- closed | - | - |

Appendix 8 – Land Registry Development Land Data

| Planning Ref | Site | Brief Description | ha | All Units | Aff Units | Aff % | £106 (£) | LR Title | Date Sold | Price Paid | Notes | £/ha | £/unit |
|--------------|--|--|------|-----------|-----------|---------|----------|----------|------------|------------|-------|------------|---------|
| DOV/14/00240 | EASTRY HOSPITAL, MILL LANE, EASTRY | REDEVELOPMENT OF SITE TO PROVIDE 100 RESIDENTIAL UNITS | 3.36 | 100 | 10 | 10.00 % | £4,596 | K816892 | 04/10/2007 | £1,700,000 | | £505,952 | £17,000 |
| DOV/16/01247 | LAND AT WHITE POST FARM, SANDWICH ROAD, ASH | ERECTION OF UP TO 30 DWELLINGS, CREATION VEHICULAR ACCESS AND PARKING | 1.21 | 30 | 9 | 30.00 % | £108,396 | K485108 | 26/04/1979 | No PPD | | | |
| DOV/18/00300 | AYLESHAM SPORTS CLUB, BURGESS ROAD, CANTERBURY | ERECTION OF 2 STOREY SIDE AND 3 STOREY REAR EXTENSIONS TO FACILITATE CONVERSION INTO 19 SELF-CONTAINED FLATS & PUBLIC HOUSE, FORMATION OF VEHICULAR ACCESS AND PARKING (MIXED USE CLASS C3 & A4) | 0.22 | 19 | 0 | 0.00% | £81,188 | TT37028 | 29/05/2015 | £191,500 | | £870,455 | £10,079 |
| DOV/16/01328 | LAND TO THE REAR OF ARCHERS COURT ROAD, WHITFIELD | OUTLINE APPLICATION FOR THE ERECTION OF UP TO 28 DWELLINGS (30% AFFORDABLE), CREATION OF VEHICULAR ACCESS (INCLUDING DEMOLITION OF 14 ARCHERS COURT ROAD | 1.66 | 28 | 8.4 | 30.00 % | £211,126 | TT11251 | 22-Mar-12 | £11,999 | | £7,228 | £429 |
| DOV/17/00892 | FORMER GREYHOUND PUBLIC HOUSE, DORMAN AVENUE SOUTH, AYLESHAM | ERECTION OF 17 DWELLINGS, CREATION OF ACCESS ROADS AND PARKING | 0.27 | 17 | 0 | 0.00% | £190,812 | K778632 | 25-Jul-19 | £950,000 | | £3,518,519 | £55,882 |

| | | | | | | | | | | | | | |
|--------------|---|--|------|-----|----|---------|----------|--|------------|------------|-------------------------------------|------------|---------|
| DOV/17/01114 | LAND AT LYING TO THE SOUTH WEST OF WELLS FARM, EASTRY, SANDWICH | OA FOR UP TO 50 DWELLINGS (COMPRISING UP TO 35 MARKET & 15 SOCIAL RENTED DWELLINGS), NEW PUBLIC FOOTPATHS, ASSOCIATED LANDSCAPING AND CREATION OF ACCESS (APPEARANCE, LANDSCAPING, LAYOUT AND SCALE OF DEVELOPMENT TO BE RESERVED) | 2.54 | 50 | 15 | 30.00 % | £382,590 | TT27329 | 07-Aug-14 | £1,723,700 | Includes a bigger area of field | £678,622 | £34,474 |
| DOV/16/01450 | LAND AT FERNFIELD LANE, HAWKINGE | OA FOR THE ERECTION OF 19 DWELLINGS WITH SOME MATTERS RESERVED | 2.1 | 19 | 6 | 31.58 % | £76,600 | K93264 | No sale | No PPD | Owned by Folkestone & Hythe Council | | |
| DOV/17/00826 | LAND AT WEIGHSIDE HOUSE, SANDWICH ROAD, WHITFIELD | ERECTION OF 14 DWELLINGS WITH ASSOCIATED VEHICULAR ACCESS AND PARKING | 0.91 | 14 | 0 | 0.00% | £279,952 | K148581 | 31-Mar-17 | £1,150,000 | | £1,263,736 | £82,143 |
| DOV/18/00125 | EAST STUDDAL NURSERIES, DOWNS ROAD, EAST STUDDAL | OUTLINE APPLICATION FOR RESIDENTIAL DEVELOPMENT (EXISTING NURSERY BUILDINGS TO BE DEMOLISHED RETAINING EXISTING DWELLING)(APPEARANCE, LANDSCAPING, LAYOUT AND SCALE TO BE RESERVED) | 0.99 | tba | 0 | | £9,750 | K96492 | 01/04/1960 | No PPD | part not registered. | | |
| 17/01530 | LAND TO THE REAR OF MATTHEWS CLOSE & SOUTHWALL ROAD, DEAL | OUTLINE APPLICATION FOR THE ERECTION OF UP TO 63 DWELLINGS, ACCESS, OPEN SPACE, ASSOCIATED INFRASTRUCTURE AND GROUNDWORKS (APPEARANCE, LANDSCAPING, LAYOUT AND SCALE RESERVED) | 2.56 | 63 | 10 | 15.87 % | £464,850 | K725298, TT103284, K530541, K316038, K119768, K184093, K944722 | 09/11/2016 | | several LRs incomplete price data | £0 | £0 |

| | | | | | | | | | | | | | |
|--------------|---|---|------|----|---|---------|---------|------------------|------------|------------|--|------------|----------|
| DOV/18/01322 | LAND AT THE MAGISTRATES COURT, PENCESTER ROAD, DOVER CT16 1BS | COU AND CONVERSION TO 46 SELF CONTAINED FLATS, TO INCLUDE THE ERECTION OF A ROOF EXTENSION TO INCORPORATE A 3RD AND 4TH FLOOR, AND A FOUR STOREY SIDE EXTENSION | 0.3 | 46 | 0 | 0.00% | £39,514 | K108135 | 05-Dec-17 | £910,000 | partly built out, some multiple owners | £3,033,333 | £19,783 |
| DOV/18/00242 | LAND AT SUMMERFIELD NURSERY, BARNSOLE ROAD, BARNSOLE, STAPLE, CANTERBURY CT3 1LD | ERECTION OF 10 DETACHED AND 6 TERRACE DWELLINGS DETACHED GARAGES FORMATION OF A VEHICLE ACCESS AND PARKING (EXISTING BUILDINGS TO TBE DEMOLISHED) | 1.39 | 16 | 6 | 37.50 % | £1,644 | TT105722 | 01-Nov-19 | £1,663,200 | | £1,196,547 | £103,950 |
| DOV/18/01169 | LAND AT THE ROYAL LEISURE CENTRE & SNOOKER CLUB, KING STREET, DEAL, KENT CT14 6HX | ERECTION OF A BUILDING INCORPORATING 3 RETAIL UNITS (A1) AND 16 SELF CONTAINED FLATS (EXISTING BUILDING TO BE DEMOLISHED) | 0.05 | 16 | 0 | 0.00% | £14,298 | K530599 | 14/06/1996 | No PPD | | | |
| DOV/18/00888 | 32 LOWER ROAD AND MANOR VIEW NURSERY, LOWER ROAD, TEMPLE EWELL, KENT CT16 3DY | ERECTION OF 14 DETACHED DWELLINGS WITH GARAGES AND ASSOCIATED PARKING, LANDSCAPING AND ALTERATIONS AND IMPROVEMENTS TO EXISTING ACCESS (FORMER NURSERY BUILDINGS AND THE CONSERVATORY ATTACHED TO 32 LOWER ROAD TO BE DEMOLISHED) | 1.03 | 14 | 0 | 0.00% | £47,208 | K924579 | 17-Jul-07 | £450,000 | | £436,893 | £32,143 |
| DOV/18/00682 | LAND AT REAR OF AND INCLUDING 147 ST RICHARDS ROAD, DEAL | ERECTION OF 21 DWELLINGS, CREATION OF NEW ACCESS ROAD, PARKING AND LANDSCAPING (EXISTING DWELLING TO BE DEMOLISHED) | 0.97 | 21 | 6 | 28.57 % | £68,697 | K756636, K755991 | 30-Oct-19 | £1,300,000 | | £1,340,206 | £61,905 |

| | | | | | | | | | | | | | |
|--------------|---|--|------|-----|----|--------|----------|------------------|----------------------------|-------------|-----------------|----------|--------|
| DOV/17/01523 | LAND AT FORMER BUCKLAND HOSPITAL DOVER | OUTLINE APPLICATION FOR THE ERECTION OF UP TO 150 DWELLINGS (WITH ALL MATTERS RESERVED) | 1.63 | 150 | 0 | 0.00% | £399,622 | TT61518 | 12-Jan-17 | £1,450,000 | | £889,571 | £9,667 |
| DOV/18/00764 | LAND AT STALCO ENGINEERING WORKS AND LAND R/O AND INCLUDING 126 MONGEHAM ROAD, GREAT MONGEHAM | ERECTION OF 35 HOUSES, FORMATION OF NEW ACCESS ROAD, ASSOCIATED LANDSCAPING INCLUDING DEMOLITION OF STALCO ENGINEERING BUILDINGS, FORMER SQUASH COURTS AND 126 MONGEHAM ROAD. OFF SITE HIGHWAY WORKS TO INCLUDE A PEDESTRIAN BUILD OUT | 1.12 | 35 | 11 | 31.43% | £129,477 | K762350, K125989 | 27/02/2004, 7/3/1997 | Partial PPD | Incomplete data | | |
| DOV/19/00243 | LAND AT WOODNESBOROUGH ROAD, SANDWICH | ERECTION OF 120 DWELLINGS, INCLUDING 36 AFFORDABLE HOMES, TOGETHER WITH NEW VEHICULAR AND PEDESTRIAN ACCESS, INTERNAL ACCESS ROAD, CAR PARKING, LANDSCAPING, PROVISION OF 0.84 HA OF OPEN SPACE AND A LOCALLY EQUIPPED AREA FOR CHILDREN'S PLAY (LEAP) AND THE REMOVAL OF VEHICULAR RIGHTS OVER MOST OF BY-WAY ES10 BLACK LANE | 5.31 | 120 | 36 | 30.00% | £469,162 | TT37462, K815243 | 15/06/2015, 17 August 2000 | £336,000 | | £63,277 | £2,800 |
| 19/00403 | LAND AT WOODNESBOROUGH LANE, EASTRY, KENT | OUTLINE APPLICATION FOR THE ERECTION OF 28 DWELLINGS WITH RESTRICTIVE OCCUPANCY OF 10 DWELLINGS TO HOUSEHOLDERS AGED 55 YEARS AND OLDER; TOGETHER WITH CREATION OF INTERNAL ACCESS ROAD, | 1.07 | 28 | 8 | 28.57% | £93,684 | TT80271 | 25-Apr-18 | £100,000 | | £93,458 | £3,571 |

| | | | | | | | | | | | | | |
|----------|---|---|------|----|----|---------|----------|---------------------------|------------------------|-------------|---------------------------|------------|---------|
| | | LANDSCAPING AND ASSOCIATED DEVELOPMENT | | | | | | | | | | | |
| 19/00669 | LAND BETWEEN 107 - 127 CAPEL STREET, CAPEL LE FERNE | OUTLINE APPLICATION FOR THE ERECTION OF 34 DWELLINGS (8 X 2 BED, 16 X 3 BED, 10 X 4 BED) AND MEANS OF ACCESS WITH ASSOCIATED LANDSCAPING (APPEARANCE, LANDSCAPING, LAYOUT AND SCALE RESERVED | 1.6 | 34 | 10 | 29.41 % | £167,769 | K59030, K847747 | 17/10/2000, 14/11/2002 | Partial PPD | Incomplete data | | |
| 16/01434 | FORMER BARWICK SITE, COOMBE VALLEY ROAD | ERECTION OF 16 DWELLINGS, CONSTRUCTION OF VEHICULAR ACCESS AND ASSOCIATED CAR PARKING (AMENDED PLANS) | 0.2 | 16 | 0 | 0.00% | £0 | K904533 | 03-Dec-12 | £145,000 | Application against title | £725,000 | £9,063 |
| 18/00468 | LAND ADJ TO 1 MALVERN ROAD, DOVER | ERECTION OF 2/3 STOREY BUILDINGS INCORPORATING 17 SELF CONTAINED FLATS, VEHICLE ACCESS AND PARKING | 0.12 | 17 | 0 | 0.00% | £655 | K628755, K219210, K427015 | 28-Nov-16 | £225,000 | | £1,875,000 | £13,235 |
| 18/01263 | FORMER UNITED REFORMED CHURCH, HIGH STREET, DOVER | CONVERSION OF CHURCH BUILDING TO PROVIDE 16 SELF CONTAINED APARTMENTS AND ASSOCIATED DEVELOPMENT | 0.06 | 16 | 0 | 0.00% | £420 | K870259 | 28-Sep-16 | £178,000 | | £2,966,667 | £11,125 |









Appendix 9 – CoStar Industrial Land

The pages in this appendix are not numbered.



Quick Stats Report

| Comps Statistics | | | | | |
|--|-----------------------------|--------------|------------------------------|--------------|-------|
| | Low | Average | Median | High | Count |
| Price | | | | | |
| For Sale & UC/Pending | \$1,750,000 | \$7,125,000 | \$7,125,000 | \$12,500,000 | 2 |
| Sold Transactions | \$117,000 | \$227,333 | \$195,000 | \$370,000 | 3 |
| Parcel Size | | | | | |
| For Sale & UC/Pending | 2.59 AC | 16.73 AC | 15.66 AC | 33 AC | 4 |
| Sold Transactions | 0.12 AC | 10.75 AC | 1.52 AC | 49.79 AC | 5 |
| Price per Acre | | | | | |
| For Sale & UC/Pending | \$500,000 | \$516,529 | \$588,099 | \$676,198 | 2 |
| Sold Transactions | \$75,000 | \$280,658 | \$493,333 | \$1,625,062 | 3 |
| Days on Market | | | | | |
| For Sale & UC/Pending | 105 | 246 | 276 | 328 | 4 |
| Sold Transactions | 191 | 320 | 282 | 522 | 4 |
| Sale Price to Asking Price Ratio | | | | | |
| Sold Transactions | 92.50% | 93.05% | 93.05% | 93.60% | 2 |
| Totals | | | | | |
| For Sale & UC/Pending | Asking Price Total: | \$14,250,000 | Total For Sale Transactions: | | 4 |
| Sold Transactions | Total Sales Volume: | \$682,000 | Total Sales Transactions: | | 5 |
| | Total Included in Analysis: | \$14,932,000 | Total Included in Analysis: | | 9 |
| Survey Criteria | | | | | |
| <p>basic criteria: Type of Property - Land; Sale Date - from 08/07/2016; Sale Status - Sold, For Sale, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Dover (Kent)</p> | | | | | |

| 1 | Land Junction Poulton Close - Barwick Rd | FOR SALE |
|---|--|---|
| | <p>Dover, CT17 0TJ Kent County</p> <p>Asking Price: - Sale Type: Investment</p> <p>\$/AC Land Gross: - Land Area: 6.32 AC (275,299 SF)</p> <p>Days on Market: 328 Lot Dimensions: -</p> <p>Sale Status: Active Proposed Use: -</p> <p>Parcel No: 0081-2212, 0081-2228 [Partial List]</p> <p>Sales Condition: -</p> |  |
| 2 | Betteshanger Business Park - Betteshanger Rd (Part of Portfolio) | SOLD |
| | <p>Deal, CT14 0EN Kent County</p> <p>Sale Date: 12/02/2019 Land Area: 49.79 AC (2,168,852 SF)</p> <p>Sale Price: - Lot Dimensions: -</p> <p>\$/AC Land Gross: - Proposed Use: -</p> <p>Parcel No: -</p> <p>Comp ID: 5114861 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status: Research Complete</p> |  |
| 3 | Church HI | SOLD |
| | <p>Dover, CT15 4AE Kent County</p> <p>Sale Date: 12/01/2017 (367 days on mkt) Land Area: 0.12 AC (5,227 SF)</p> <p>Sale Price: \$195,000 - Confirmed Lot Dimensions: -</p> <p>\$/AC Land Gross: \$1,625,062.29 (\$37.31/SF) Proposed Use: -</p> <p>Parcel No: -</p> <p>Comp ID: 4074183 Sale Conditions: -</p> <p>Research Status: Confirmed</p> |  |
| 4 | Crabble Ln | FOR SALE |
| | <p>Dover Kent County</p> <p>Asking Price: \$12,500,000 Sale Type: Investment</p> <p>\$/AC Land Gross: \$500,000.00 (\$11.48/SF) Land Area: 25 AC (1,089,000 SF)</p> <p>Days on Market: 279 Lot Dimensions: -</p> <p>Sale Status: Active Proposed Use: -</p> <p>Parcel No: K89101</p> <p>Sales Condition: -</p> |  |
| 5 | White Cliffs Business Park - Honeywood Clos | SOLD |
| | <p>Dover, CT16 3PJ Kent County</p> <p>Sale Date: 10/01/2016 (522 days on mkt) Land Area: 0.75 AC (32,670 SF)</p> <p>Sale Price: \$370,000 - Confirmed Lot Dimensions: -</p> <p>\$/AC Land Gross: \$493,333.33 (\$11.33/SF) Proposed Use: -</p> <p>Parcel No: -</p> <p>Comp ID: 3797304 Sale Conditions: -</p> <p>Research Status: Confirmed</p> |  |
| 6 | Land Adjacent to Build Base - Honeywood Pky | SOLD |
| | <p>Dover, CT16 3PT Kent County</p> <p>Sale Date: 09/01/2016 (198 days on mkt) Land Area: 1.52 AC (66,211 SF)</p> <p>Sale Price: - Lot Dimensions: -</p> <p>\$/AC Land Gross: - Proposed Use: -</p> <p>Parcel No: -</p> <p>Comp ID: 3714617 Sale Conditions: -</p> <p>Research Status:</p> |  |

7 Land adjoining Discovery Park - River Rd**FOR SALE**

Sandwich, CT13 9ND

Kent County

Asking Price: \$1,750,000
 \$/AC Land Gross: \$676,197.84 (\$15.52/SF)
 Days on Market: 272
 Sale Status: Active

Sale Type: Investment
 Land Area: 2.59 AC (112,733 SF)
 Lot Dimensions: -
 Proposed Use: Flat Units



Parcel No: -
 Sales Condition: -

8 The Citadel**PENDING**

Dover, CT17 9DR

Kent County

Asking Price: -
 \$/AC Land Gross: -
 Days on Market: 105
 Sale Status: Pending

Sale Type: Investment
 Land Area: 33 AC (1,437,480 SF)
 Lot Dimensions: -
 Proposed Use: -



Parcel No: -
 Sales Condition: Development Sale

9 Wass Drov**SOLD**

Canterbury, CT3 2LP

Kent County

Sale Date: 11/23/2017 (191 days on mkt)
 Sale Price: \$117,000
 \$/AC Land Gross: \$74,999.56 (\$1.72/SF)

Land Area: 1.56 AC (67,954 SF)
 Lot Dimensions: -
 Proposed Use: -



Parcel No: -

Comp ID: 4062415
 Research Status: Public Record

Sale Conditions: -

Sale Comps Map & List Report

Sale Comparables

9

Avg. NI Yield

-

Avg. Price/SF

£15

Avg. Vacancy At Sale

-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---------------------------|----------|------------|-----------|-------------|
| Sale Price | £117,000 | £2,986,400 | £370,000 | £12,500,000 |
| Price Per SF | £2 | £15 | £11 | £37 |
| NI Yield | - | - | - | - |
| Time Since Sale in Months | 7.2 | 32.3 | 31.5 | 46.2 |
| Property Attributes | Low | Average | Median | High |
| Building SF | - | - | - | - |
| Floors | - | - | - | - |
| Typical Floor | - | - | - | - |
| Vacancy Rate at Sale | - | - | - | - |
| Year Built | - | - | - | - |
| Star Rating | ★★★★★ | ★★★☆☆ 2.4 | ★★★☆☆ 2.0 | ★★★★★ |

Sale Comps Map & List Report

| Property Name - Address | | Property | | | | Sale | | | |
|-------------------------|--|---------------|----------|----------|---------|------------|--|---------------|----------|
| | | Type | Yr Built | Size | Vacancy | Sale Date | Price | Price/Area | NI Yield |
| 1 | Betteshanger Busi... Betteshanger Rd Deal, KEN | Land ★★★★★ | - | 49.79 AC | - | 2/12/2019 | Price Not Disclosed Part of Portfolio | - | - |
| 2 | Church HI Dover, KEN | Land ★★★★★ | - | 0.12 AC | - | 1/12/2017 | £195,000 | £1,625,062/AC | - |
| 3 | Wass Drov Canterbury, KEN | Land ★★★★★ | - | 1.56 AC | - | 23/11/2017 | £117,000 | £75,000/AC | - |
| 4 | White Cliffs Business... Honeywood Clos Dover, KEN | Land ★★★★★ | - | 0.75 AC | - | 1/10/2016 | £370,000 | £493,333/AC | - |
| 5 | Land Adjacent to Build... Honeywood Pky Dover, KEN | Land ★★★★★ | - | 1.52 AC | - | 1/9/2016 | Price Not Dis- closed | - | - |
| 6 | Crabble Ln Dover, KEN | Land ★★★★★ | - | 25 AC | - | - | £12,500,000 | £500,000/AC | - |
| 7 | Land adjoining Dis... River Rd Sandwich, KEN | Land ★★★★★ | - | 2.588 AC | - | - | £1,750,000 | £676,198/AC | - |
| 8 | The Citadel Dover, KEN | Land ★★★★★ | - | 33 AC | - | - | Price Not Dis- closed | - | - |
| 9 | Land Junction Poulton... Barwick Rd Dover, KEN | Land ★★★★★ | - | 6.32 AC | - | - | Price Not Dis- closed | - | - |

Appraisals 10 – Residential Development

The pages in this appendix are not numbered.





Base Cover



Higher Value and Dover Town

Base
Site make up



Number 2 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Large Green 150 150 4.16 36.10 93 13,880 3,340 20,229,193 1,457.43

Locality een/Brown .lternative Use

North Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 5,000 |
| | Net | 4,155 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|----|--------|----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 4 | 40.00 | 160.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 11 | 73.00 | 803.00 | | 1,369 |
| | 3 | 11 | 86.00 | 946.00 | | 1,369 |
| Semi | 2 | 11 | 81.00 | 891.00 | | 1,369 |
| | 3 | 32 | 98.00 | 3,136.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 21 | 120.00 | 2,520.00 | | 1,552 |
| | 5 | 15 | 130.00 | 1,950.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 11 | 39.00 | 429.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 5 | 70.00 | 350.00 | | 1,369 |
| | 3 | 7 | 84.00 | 588.00 | | 1,369 |
| Semi | 2 | 4 | 79.00 | 316.00 | | 1,369 |
| | 3 | 5 | 93.00 | 465.00 | | 1,369 |
| | 4 | 8 | 97.00 | 776.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 5 | 110.00 | 550.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Number 3 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Green 80 80 2.22 35.99 91 7,287 3,278 10,630,345 1,458.81

Locality een/Brown .lternative Use

North Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 2,667 |
| | Net | 2,223 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|----|--------|----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 3 | 40.00 | 120.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 6 | 73.00 | 438.00 | | 1,369 |
| | 3 | 6 | 86.00 | 516.00 | | 1,369 |
| Semi | 2 | 6 | 81.00 | 486.00 | | 1,369 |
| | 3 | 17 | 98.00 | 1,666.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 11 | 120.00 | 1,320.00 | | 1,552 |
| | 5 | 8 | 130.00 | 1,040.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 7 | 39.00 | 273.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 |
| | 3 | 4 | 84.00 | 336.00 | | 1,369 |
| Semi | 2 | 2 | 79.00 | 158.00 | | 1,369 |
| | 3 | 2 | 93.00 | 186.00 | | 1,369 |
| | 4 | 4 | 97.00 | 388.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 2 | 110.00 | 220.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Base
Site make up



Number 4 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Green 40 40 1.11 36.01 91 3,655 3,290 5,342,037 1,461.57

Locality een/Brown .lternative Use

North Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 1.333 |
| | Net | 1.111 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 2 | 40.00 | 80.00 | 10% | 1,502 | 132,176 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 3 | 73.00 | 219.00 | | 1,369 | 299,811 |
| | 3 | 3 | 86.00 | 258.00 | | 1,369 | 353,202 |
| Semi | 2 | 3 | 81.00 | 243.00 | | 1,369 | 332,667 |
| | 3 | 8 | 98.00 | 784.00 | | 1,369 | 1,073,296 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 6 | 120.00 | 720.00 | | 1,552 | 1,117,440 |
| | 5 | 4 | 130.00 | 520.00 | | 1,552 | 807,040 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 3 | 39.00 | 117.00 | 10% | 1,502 | 193,307 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 | 229,992 |
| Semi | 2 | 1 | 79.00 | 79.00 | | 1,369 | 108,151 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 2 | 97.00 | 194.00 | | 1,552 | 301,088 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Green 20 LD 20 0.69 29.18 94 1,882 2,746 2,749,889 1,461.15

Locality een/Brown .lternative Use

North Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 0.800 |
| | Net | 0.685 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 5 | 98.00 | 490.00 | | 1,369 | 670,810 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 3 | 120.00 | 360.00 | | 1,552 | 558,720 |
| | 5 | 2 | 130.00 | 260.00 | | 1,552 | 403,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 2 | 39.00 | 78.00 | 10% | 1,502 | 128,872 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Green 12 12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86

Locality een/Brown .lternative Use

North Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.400 |
| | Net | 0.331 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 3 | 98.00 | 294.00 | | 1,369 | 402,486 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 2 | 120.00 | 240.00 | | 1,552 | 372,480 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 1 | 39.00 | 39.00 | 10% | 1,502 | 64,436 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small 8 8 0.27 30.00 94 753 2,824 1,076,607 1,429.76

Locality een/ Brown .lternative Use

North Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.267 |
| | Net | 0.267 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 1 | 120.00 | 120.00 | | 1,552 | 186,240 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small 6 6 **0.20** **30.00** **98** **586** **2,930** **847,984** **1,447.07**

Locality een/Brown .lternative Use

North Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.200 |
| | Net | 0.200 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|----|--------|--------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 1 | 120.00 | 120.00 | | 1,552 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small 3 3 **0.10** **30.00** **109** **326** **3,260** **470,084** **1,441.98**

Locality een/Brown .lternative Use

North Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.100 |
| | Net | 0.100 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|----|--------|--------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Base
Site make up



| | | | | | | | | | |
|----------------|----|------------|-------------|---------------------------|-----------------|-----------------|------------------|-------------------|-----------------|
| Number | 11 | Units | Area ha | Density erage Units/ha | Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 |
| PDL 300 | | 300 | 5.04 | 59.51 | 87 | 26,193 | 5,196 | 37,674,296 | 1,438.33 |

Locality een/Brown .Iternative Use

| | | |
|-------|-----|------------|
| Dover | PDL | Industrial |
|-------|-----|------------|

| | | |
|------|-------|-------|
| Area | Gross | 6.667 |
| | Net | 5.041 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|------------|
| Market | | | | | | | 0 |
| Flat | 1 | 13 | 40.00 | 520.00 | 10% | 1,502 | 859,144 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 21 | 73.00 | 1,533.00 | | 1,369 | 2,098,677 |
| | 3 | 21 | 86.00 | 1,806.00 | | 1,369 | 2,472,414 |
| Semi | 2 | 21 | 81.00 | 1,701.00 | | 1,369 | 2,328,669 |
| | 3 | 82 | 98.00 | 8,036.00 | | 1,369 | 11,001,284 |
| | 4 | 53 | 115.00 | 6,095.00 | | 1,552 | 9,459,440 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 26 | 39.00 | 1,014.00 | 10% | 1,502 | 1,675,331 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 9 | 70.00 | 630.00 | | 1,369 | 862,470 |
| | 3 | 14 | 84.00 | 1,176.00 | | 1,369 | 1,609,944 |
| Semi | 2 | 7 | 79.00 | 553.00 | | 1,369 | 757,057 |
| | 3 | 18 | 93.00 | 1,674.00 | | 1,369 | 2,291,706 |
| | 4 | 15 | 97.00 | 1,455.00 | | 1,552 | 2,258,160 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 200 HD 200 3.08 65.00 81 16,104 5,234 23,940,571 1,486.62

Locality een/Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 3,419 |
| | Net | 3,077 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|------|--------|----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 28 | 73.00 | 2,044.00 | | 1,369 |
| | 3 | 28.0 | 86.00 | 2,408.00 | | 1,369 |
| Semi | 2 | 28 | 81.00 | 2,268.00 | | 1,369 |
| | 3 | 28 | 98.00 | 2,744.00 | | 1,369 |
| | 4 | 28 | 115.00 | 3,220.00 | | 1,552 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | 0 |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 0.0 | 70.00 | 0.00 | | 1,369 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 18 | 39.00 | 702.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 30 | 61.00 | 1,830.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 12 | 74.00 | 888.00 | 12% | 1,563 |

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 100 100 1.46 68.62 87 8,738 5,996 12,574,602 1,439.07

Locality een/ Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 2,000 |
| | Net | 1,457 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|------|--------|----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 4 | 40.00 | 160.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 7 | 73.00 | 511.00 | | 1,369 |
| | 3 | 7 | 86.00 | 602.00 | | 1,369 |
| Semi | 2 | 7.0 | 81.00 | 567.00 | | 1,369 |
| | 3 | 27.0 | 98.00 | 2,646.00 | | 1,369 |
| | 4 | 18 | 115.00 | 2,070.00 | | 1,552 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | 0 |
| Flat | 1 | 9 | 39.00 | 351.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 3 | 70.00 | 210.00 | | 1,369 |
| | 3 | 5 | 84.00 | 420.00 | | 1,369 |
| Semi | 2 | 2.0 | 79.00 | 158.00 | | 1,369 |
| | 3 | 6 | 93.00 | 558.00 | | 1,369 |
| | 4 | 5 | 97.00 | 485.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Base
Site make up



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 100 HD 100 0.83 120.00 67 6,670 8,004 11,676,235 1,750.56

Locality een/Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.926 |
| | Net | 0.833 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 98.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 4 | 40.00 | 160.00 | 12% | 1,563 | 280,090 |
| Flat 2 High* | 2 | 32 | 65.00 | 2,080.00 | 12% | 1,563 | 3,641,165 |
| Flat 3 High* | 3 | 34 | 80.00 | 2,720.00 | 12% | 1,563 | 4,761,523 |
| Affordable | | | | | | 0 | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 9 | 39.00 | 351.00 | 12% | 1,563 | 614,447 |
| Flat 2 High* | 2 | 15 | 61.00 | 915.00 | 12% | 1,563 | 1,601,762 |
| Flat 3 High* | 3 | 6 | 74.00 | 444.00 | 12% | 1,563 | 777,249 |

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
PDL 30 30 0.69 43.18 87 2,609 3,755 3,756,910 1,439.98

Locality een/Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.857 |
| | Net | 0.695 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 1 | 40.00 | 40.00 | 10% | 1,502 | 66,088 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 | 199,874 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 | 235,468 |
| Semi | 2 | 2 | 81.00 | 162.00 | | 1,369 | 221,778 |
| | 3 | 8 | 98.00 | 784.00 | | 1,369 | 1,073,296 |
| | 4 | 5 | 115.00 | 575.00 | | 1,552 | 892,400 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | 0 | |
| Flat | 1 | 3 | 39.00 | 117.00 | 10% | 1,502 | 193,307 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 1 | 79.00 | 79.00 | | 1,369 | 108,151 |
| | 3 | 2 | 93.00 | 186.00 | | 1,369 | 254,634 |
| | 4 | 2 | 97.00 | 194.00 | | 1,552 | 301,088 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
PDL 30 HD 30 0.30 100.00 68 2,036 6,787 3,564,140 1,750.56

Locality een/Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.333 |
| | Net | 0.300 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 98.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 1 | 40.00 | 40.00 | 12% | 1,563 | 70,022 |
| Flat 2 High* | 2 | 9 | 65.00 | 585.00 | 12% | 1,563 | 1,024,078 |
| Flat 3 High* | 3 | 11 | 80.00 | 880.00 | 12% | 1,563 | 1,540,493 |
| Affordable | | | | | | | 0 |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 2 | 39.00 | 78.00 | 12% | 1,563 | 136,544 |
| Flat 2 High* | 2 | 5 | 61.00 | 305.00 | 12% | 1,563 | 533,921 |
| Flat 3 High* | 3 | 2 | 74.00 | 148.00 | 12% | 1,563 | 259,083 |

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate
PDL 12 12 0.24 50.39 82 984 4,132 1,347,096 1,369.00

Locality een/Brown .lternative Use

Dover PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.300 |
| | Net | 0.238 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 | 199,874 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 | 235,468 |
| Semi | 2 | 2 | 81.00 | 162.00 | | 1,369 | 221,778 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 | 229,992 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



| Number | 19 | Units | Area ha | Density erage Units/ha | Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 |
|------------------|----|-----------|-------------|---------------------------|-----------------|-----------------|------------------|------------------|-----------------|
| PDL 12 HD | | 12 | 0.20 | 60.00 | 58 | 700 | 3,500 | 1,225,392 | 1,750.56 |

Locality een/Brown .Iternative Use

Dover PDL Industrial

| Area | Gross | Net |
|------|-------|-------|
| | | 0.222 |
| | | 0.200 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 98.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 2 | 40.00 | 80.00 | 12% | 1,563 | 140,045 |
| Flat 2 High* | 2 | 4 | 65.00 | 260.00 | 12% | 1,563 | 455,146 |
| Flat 3 High* | 3 | 2 | 80.00 | 160.00 | 12% | 1,563 | 280,090 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 2 | 39.00 | 78.00 | 12% | 1,563 | 136,544 |
| Flat 2 High* | 2 | 2 | 61.00 | 122.00 | 12% | 1,563 | 213,568 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

**Base
For Apps**



| | | | Site 2 | Site 3 | Site 4 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 |
|---------------------------------------|---------------------|---------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | | | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 LD | Small Green 12 | Small 8 | Small 6 | Small 3 | PDL 300 | PDL 200 HD | PDL 100 | PDL 100 HD | PDL 30 | PDL 30 HD | PDL 12 | PDL 12 HD |
| Green/brown field Use Locality | | | Green Agricultural North | Green Agricultural North | Green Agricultural North | Green Agricultural North | Green Paddock North | Green Paddock North | Green Paddock North | Green Paddock North | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover | PDL Industrial Dover |
| Site Area | Gross | ha | 5.00 | 2.67 | 1.33 | 0.80 | 0.40 | 0.27 | 0.20 | 0.10 | 6.67 | 3.42 | 2.00 | 0.93 | 0.86 | 0.33 | 0.30 | 0.22 |
| | Net | ha | 4.16 | 2.22 | 1.11 | 0.69 | 0.33 | 0.27 | 0.20 | 0.10 | 5.04 | 3.08 | 1.46 | 0.83 | 0.69 | 0.30 | 0.24 | 0.20 |
| Units | | | 150 | 80 | 40 | 20 | 12 | 8 | 6 | 3 | 300 | 200 | 100 | 100 | 30 | 30 | 12 | 12 |
| Average Unit Size | | m2 | 92.53 | 91.09 | 91.38 | 94.10 | 93.67 | 94.13 | 97.67 | 108.67 | 87.31 | 80.52 | 87.38 | 66.70 | 86.97 | 67.87 | 82.00 | 58.33 |
| Mix | Intermediate to Buy | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | 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% |
| Price | Market | £/m2 | 3,350 | 3,350 | 3,350 | 3,350 | 3,500 | 3,500 | 3,500 | 3,500 | 2,300 | 2,300 | 2,300 | 2,300 | 2,300 | 2,300 | 2,300 | 2,300 |
| | Intermediate to Buy | £/m2 | 2,345 | 2,345 | 2,345 | 2,345 | 2,450 | 2,450 | 2,450 | 2,450 | 1,610 | 1,610 | 1,610 | 1,610 | 1,610 | 1,610 | 1,610 | 1,610 |
| | Affordable Rent | £/m2 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 |
| | Social Rent | £/m2 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | | | | |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 1,457 | 1,459 | 1,462 | 1,461 | 1,455 | 1,430 | 1,447 | 1,442 | 1,438 | 1,487 | 1,439 | 1,751 | 1,440 | 1,751 | 1,369 | 1,751 |
| FHS | | % | 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 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| Design | | £/m2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/m2 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 |
| Water | | £/m2 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Small Sites | | % | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 10.66% | 10.66% | 10.66% | 10.66% | 15.66% | 15.66% | 15.66% | 10.66% | 15.66% | 5.66% | 10.66% | 5.66% |
| Pre CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| Post CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| | | £/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 |
| Inf Tariff | | % | 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% | 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% |
| | | £/site | | | | | | | | | | | | | | | | |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | 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% |
| | 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% |
| | Misc. | £ | 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% |
| | 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% |

| | | Site 2 | Site 3 | Site 4 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | |
|--------------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------|
| | | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 LD | Small Green 12 | Small 8 | Small 6 | Small 3 | PDL 300 | PDL 200 HD | PDL 100 | PDL 100 HD | PDL 30 | PDL 30 HD | PDL 12 | PDL 12 HD | |
| Green/brown field Use | | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Paddock | Green Paddock | Green Paddock | Green Paddock | PDL Industrial | PDL Industrial | PDL Industrial | PDL Industrial | PDL Industrial | PDL Industrial | PDL Industrial | PDL Industrial | |
| Site Area | Gross | ha | 5.00 | 2.67 | 1.33 | 0.80 | 0.40 | 0.27 | 0.20 | 0.10 | 6.67 | 3.42 | 2.00 | 0.93 | 0.86 | 0.33 | 0.30 | 0.22 |
| | Net | ha | 4.16 | 2.22 | 1.11 | 0.69 | 0.33 | 0.27 | 0.20 | 0.10 | 5.04 | 3.08 | 1.46 | 0.83 | 0.69 | 0.30 | 0.24 | 0.20 |
| Units | | | 150 | 80 | 40 | 20 | 12 | 8 | 6 | 3 | 300 | 200 | 100 | 100 | 30 | 30 | 12 | 12 |
| Mix | Market | | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 100.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% |
| | Intermediate to Buy | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 0.00% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 0.00% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | 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% |
| Existing Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | £ site | 112,500 | 60,000 | 30,000 | 18,000 | 20,000 | 13,333 | 10,000 | 5,000 | 8,000,000 | 4,102,564 | 2,400,000 | 1,111,111 | 1,028,571 | 400,000 | 360,000 | 266,667 |
| Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | | £ site | 2,000,000 | 1,066,667 | 533,333 | 320,000 | 160,000 | 106,667 | 80,000 | 40,000 | 1,600,000 | 820,513 | 480,000 | 222,222 | 205,714 | 80,000 | 72,000 | 53,333 |
| Benchmark Land Value | | £/ha | 422,500 | 422,500 | 422,500 | 422,500 | 450,000 | 450,000 | 450,000 | 450,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | | £ site | 2,112,500 | 1,126,667 | 563,333 | 338,000 | 180,000 | 120,000 | 90,000 | 45,000 | 9,600,000 | 4,923,077 | 2,880,000 | 1,333,333 | 1,234,286 | 480,000 | 432,000 | 320,000 |
| Residual Gross | | £/ha | 711,952 | 701,774 | 686,501 | 633,836 | 1,181,509 | 1,305,384 | 1,395,746 | 2,234,464 | -1,533,039 | -2,192,984 | -1,889,913 | -5,554,759 | -1,325,376 | -4,091,054 | -934,968 | -2,197,074 |
| | Net | £/ha | 856,694 | 841,812 | 824,000 | 739,747 | 1,427,040 | 1,305,384 | 1,395,746 | 2,234,464 | -2,027,525 | -2,436,649 | -2,593,893 | -6,171,955 | -1,635,060 | -4,545,616 | -1,177,880 | -2,441,193 |
| | | £ site | 3,559,760 | 1,871,397 | 915,334 | 507,069 | 472,604 | 348,102 | 279,149 | 223,446 | -10,220,261 | -7,497,383 | -3,779,825 | -5,143,296 | -1,136,037 | -1,363,685 | -280,490 | -488,239 |
| Additional Profit | | £ site | 1,580,397 | 835,794 | 376,508 | 184,805 | 357,669 | 269,740 | 227,965 | 226,997 | -6,032,271 | -2,768,730 | -1,503,211 | 1,140,751 | -853,331 | 460,844 | -147,772 | -8,118 |
| | | £/m2 | 152 | 152 | 138 | 127 | 424 | 471 | 487 | 696 | -308 | -218 | -229 | 230 | -433 | 306 | -208 | -15 |



SITE NAME Site 2 Large Green 150

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------|-----|--------|------------|------------|--------|
| Market Housing | 99.1 | 70% | 105 | 3,350 | 34,860,100 | 10,406 |
| Shared Ownership | 77.2 | 11% | 16 | 2,345 | 2,851,286 | 1,216 |
| Affordable Rent | 77.2 | 20% | 29 | 1,930 | 4,358,133 | 2,258 |
| Social Rent | 77.2 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | |
| Shared Ownership | | | | 0 | 0 | |
| Affordable Rent | | | | 0 | 0 | |
| Social Rent | | | | 0 | 0 | |
| SITE AREA - Net | 4.16 ha | | 36 | /ha | 42,069,519 | 13,880 |
| SITE AREA - Gross | 5.00 ha | | 30 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 3,559,760 | 856,694 | 711,952 |
| Alternative Use Value | 112,500 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 2,000,000 | 400,000 |
| Viability Threshold | 2,112,500 | | 422,500 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 1,580,397 | 152 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 453,778

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | Unit or m2 | Total |
| Land | | 23,732 | 3,559,760 |
| Stamp Duty | | | 167,488 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 53,396 | 220,884 |
| PLANNING | | | |
| Planning Fee | | | 36,900 |
| Architects | 4.00% | 1,021,739 | |
| QS / PM | 0.50% | 127,717 | |
| Planning Consultants | 1.00% | 255,435 | |
| Other Professional | 2.50% | 638,587 | 2,080,378 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1.75% | 24,335,101 | |
| s106 / CIL / IT | | | 600,000 |
| Contingency | 2.50% | 608,378 | |
| Abnormals | | 0 | 25,543,479 |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 3.0% | 1,262,086 | |
| Legals | 0.5% | 210,348 | |
| Misc. | | 0 | 1,472,433 |
| | | | 32,876,934 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 6,100,518 |
| Affordable Housing | 17.50% | | 1,261,648 |

| Planning fee calc | | | |
|-------------------|------|------|--------|
| Planning app fee | dwgs | rate | |
| No dwgs | 150 | | 23,100 |
| No dwgs under 50 | 50 | 462 | 13,800 |
| No dwgs over 50 | 100 | 138 | 36,900 |
| | | | Total |

| Stamp duty calc - Residual | |
|----------------------------|-----------|
| Land payment | Total |
| | 3,559,760 |
| | 167,488 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|-----------|
| Land payment | 0% | 1% | |
| 125,000 | | | 125,000 |
| 250,000 | | | 250,000 |
| 500,000 | | | 500,000 |
| 1,000,000 | | | 1,000,000 |
| above | | | 105,625 |
| | | | Total |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| | | | Total |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Cost | % |
| BCIS | 1,457 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 228 | 16% |
| | 1,753 | |

| | | | |
|-----|-------|-------|---|
| 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 | 15 | 15 | 15 | 15 | | | | | | | | | | | | |
| Market Housing | | | 0 | 0 | 0 | 0 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 3,486,010 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | | 0 | 0 | 0 | 0 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 285,129 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | | 0 | 0 | 0 | 0 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 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 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 167,488 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 53,396 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 36,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 510,870 | | 510,870 | | | | | | | | | | | | | | | | | | | | | |
| QS | 63,859 | | 63,859 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 127,717 | | 127,717 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 319,293 | | 319,293 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 811,170 | 1,622,340 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 1,622,340 | 811,170 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | | 0 | 20,000 | 40,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 40,000 | 20,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | | 0 | 20,279 | 40,559 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 40,559 | 20,279 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 126,209 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 21,035 | 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 | 1,279,524 | 0 | 1,873,188 | 1,702,899 | 2,554,348 | 2,554,348 | 2,701,591 | 2,701,591 | 2,701,591 | 2,701,591 | 2,701,591 | 2,701,591 | 1,850,142 | 998,693 | 147,243 | 147,243 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | | 3,559,760 | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 78,638 | 79,916 | 111,654 | 141,141 | 184,942 | 229,456 | 208,722 | 187,652 | 166,239 | 144,478 | 122,364 | 99,890 | 63,216 | 12,109 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -4,839,283 | -78,638 | -1,953,105 | -1,814,553 | -2,695,489 | -2,739,290 | 1,275,905 | 1,296,638 | 1,317,709 | 1,339,121 | 1,360,882 | 1,382,996 | 2,256,919 | 3,145,044 | 4,047,600 | 4,059,709 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -7,362,166 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -4,839,283 | -4,917,922 | -6,871,026 | -8,685,579 | -11,381,068 | -14,120,358 | -12,844,453 | -11,547,815 | -10,230,106 | -8,890,985 | -7,530,102 | -6,147,106 | -3,890,186 | -745,143 | 3,302,457 | 7,362,166 | 7,362,166 | 7,362,166 | 7,362,166 | 7,362,166 | 7,362,166 | 7,362,166 | 7,362,166 | 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 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 4,206,952 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,112,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 105,625 | 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 | 31,688 | 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 | 36,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | |



Base Site 3

SITE NAME Site 3 Medium Green 80

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, and Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = 242.104

Check on phasing dwgs nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Rows include various cost categories and profit percentages.

Table with columns: Planning fee calc, dwgs, rate. Rows include No dwgs, No dwgs under 5l, No dwgs over 5l.

Table with columns: Stamp duty calc - Residual, Land payment. Total 1,871,397.

Table with columns: Stamp duty calc - Add Profit, Land payment. Total 1,126,667.

Table with columns: Pre CIL s106, 4,000 £/ Unit (all), Total 320,000.

Table with columns: Post CIL s106, 4,000 £/ Unit (all), CIL, Total 320,000.

Table with columns: Build Cost /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs. Total 1,758.

Table with columns: LIT, % GDV, 0.00%, 0.

RESIDUAL CASH FLOW FOR INTEREST. Multi-year table (Year 1-6) with columns Q1-Q4. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT. Multi-year table (Year 1-6) with columns Q1-Q4. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.



Base
Site 4

SITE NAME Site 4 Medium Green 40

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|------------|--------|
| Market Housing | 97.4 | 70% | 28 | 3,350 | 9,134,179 | 2,727 |
| Shared Ownership | 75.5 | 11% | 4 | 2,345 | 744,047 | 317 |
| Affordable Rent | 75.5 | 20% | 8 | 1,930 | 1,137,261 | 589 |
| Social Rent | 75.5 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 1.11 ha | | 36 | /ha | 11,015,488 | 3,633 |
| SITE AREA - Gross | 1.33 ha | | 30 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 915,334 | 824,000 | 686,501 |
| Alternative Use Value | 30,000 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 533,333 | 400,000 |
| Viability Threshold | 563,333 | | 422,500 |

| | | |
|-------------------|---------|-----|
| Additional Profit | 376,506 | 138 |
|-------------------|---------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 116,927

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|--------------------------|-------------|-----------|-----------|
| | /unit or m2 | Total | |
| LAND | | | |
| Land | 22,883 | 35,267 | 915,334 |
| Stamp Duty | | 0 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 13,730 | 48,997 |
| PLANNING | | | |
| Planning Fee | | 18,480 | |
| Architects | 4.00% | 268,295 | |
| QS / PM | 0.50% | 33,537 | |
| Planning Consultants | 1.00% | 67,074 | |
| Other Professional | 2.50% | 167,685 | 555,070 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,758 | 6,387,688 | |
| s106 / CIL / IT | | 160,000 | |
| Contingency | 2.50% | 159,692 | |
| Abnormals | | 0 | 6,707,380 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 330,465 | |
| Legals | 0.5% | 55,077 | |
| Misc. | | 0 | 385,542 |
| | | | 8,612,324 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 1,598,481 |
| Affordable Housing | 17.50% | | 329,229 |

| Planning fee calc | | | |
|-------------------|------|------|--------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 40 | | 18,480 |
| No dwgs under | 40 | 462 | 18,480 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 18,480 |

| Stamp duty calc - Residual | | |
|----------------------------|--|--------------|
| Land payment | | 915,334 |
| | | Total 35,267 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|--------------|
| Land payment | 0% | 1% | |
| 125,000 | | | 2,500 |
| 250,000 | | | 5,000 |
| 500,000 | | | 10,000 |
| 1,000,000 | | | 20,000 |
| above | | | 563,333 |
| | | | Total 22,533 |

| | | | |
|--------------|-------|---------------|---------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 160,000 |
| | | | Total 160,000 |

| | | | |
|---------------|-------|---------------|---------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 160,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 160,000 |

| Build Cost | | /m2 | |
|-------------|-------|-----|-------------|
| BCIS | 1,462 | | 3.10% |
| FHS | 45 | | |
| Energy | 10 | | |
| Design | 0 | | |
| Acc & Adpt | 12 | | |
| Water | 0 | | |
| Small Sites | 0 | | 0% |
| Site Costs | 229 | | 16% |
| | | | Total 1,758 |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 5 | | | | 5 | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 1,141,772 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 93,006 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 142,158 | 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 | 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 | 0 | 0 | 0 | 0 |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 35,267 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 13,730 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 18,480 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 134,148 | | 134,148 | | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | 16,768 | | 16,768 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 33,537 | | 33,537 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 83,842 | | 83,842 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 266,154 | 532,307 | | 798,461 | 798,461 | 798,461 | 798,461 | 798,461 | 798,461 | 532,307 | 266,154 | 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 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 13,333 | 6,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 6,654 | 13,308 | | 19,962 | 19,962 | 19,962 | 19,962 | 19,962 | 19,962 | 13,308 | 6,654 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 41,308 | 41,308 | 41,308 | 41,308 | 41,308 | 41,308 | 41,308 | 41,308 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 6,885 | 6,885 | 6,885 | 6,885 | 6,885 | 6,885 | 6,885 | 6,885 | 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 | 0 | 0 | 0 | 0 |
| COSTS BEFORE LAND INT AND PROFIT | 335,772 | 0 | 547,769 | 558,948 | 838,423 | 838,423 | 886,615 | 886,615 | 886,615 | 886,615 | 607,141 | 327,667 | 48,193 | 48,193 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 915,334 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 20,330 | 20,661 | 29,898 | 39,467 | 53,732 | 68,230 | 61,371 | 54,400 | 47,317 | 40,118 | 28,261 | 11,669 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -1,251,106 | -20,330 | -568,430 | -588,846 | -877,889 | -892,155 | 422,091 | 428,950 | 435,920 | 443,004 | 729,677 | 1,021,008 | 1,317,074 | 1,328,743 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,251,106 | -1,271,437 | -1,839,867 | -2,428,713 | -3,306,602 | -4,198,757 | -3,776,666 | -3,347,716 | -2,911,796 | -2,468,792 | -1,739,115 | -718,107 | 598,967 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 1,927,710 | 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 | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 1,376,936 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 563,333 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 22,533 | 0 | 0 | 0 | 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 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 8,450 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Fee | 18,480 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | |



Base Site 6

SITE NAME Site 6 Medium Green 20 LD

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 57,515

Check on phasing dwgs nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Rows include Land, Stamp Duty, Planning Fee, Build Cost, Finance Fees, Agents, etc.

Table: Planning fee calc. Columns: Planning app fee, dwgs, rate. Rows: No dwgs, No dwgs under, No dwgs over 5l.

Table: Stamp duty calc - Residual. Columns: Land payment, Total. Row: Land payment.

Table: Stamp duty calc - Add Profit. Columns: Land payment, Total. Rows: 125,000, 250,000, 500,000, 1,000,000, above.

Table: Pre CIL s106. Columns: 4,000 £/ Unit (all), Total. Row: Total.

Table: Post CIL s106. Columns: 4,000 £/ Unit (all), CIL, Total. Row: Total.

Table: Build Cost /m2. Columns: BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs. Rows: BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Table: LIT % GDV. Columns: LIT, % GDV. Row: 0.00%.

Table: RESIDUAL CASH FLOW FOR INTEREST. Columns: Year 1-6, Q1-Q4. Rows: INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

Table: CASH FLOW FOR CIL ADDITIONAL PROFIT. Columns: Year 1-6, Q1-Q4. Rows: INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.



Base Site 7

SITE NAME Site 7 Small Green 12

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, and Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -8,630

Check on phasing dwgs ros correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-categories like Land, Stamp Duty, Planning Fee, etc.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5t, No dwgs over 5t.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 472,604.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows a total of 180,000.

Pre CIL s106 table with columns: Pre CIL s106, Total. Shows a total of 48,000.

Post CIL s106 table with columns: Post CIL s106, Total. Shows a total of 48,000.

Build Cost table with columns: Build Cost, /m2. Rows include BCIS, FHS, Energy, Design, etc.

LIT % GDV table with columns: LIT, % GDV. Shows 0.00%.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.



Base Site 8

SITE NAME Site 8 Small 8

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+r Closing balance = -5,706

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-categories like Land, Stamp Duty, Planning Fee, etc.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5, No dwgs over 5.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 348,102.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows a total of 120,000.

Pre CIL s106 table with columns: Pre CIL s106, £/Unit (all), Total. Shows a total of 32,000.

Post CIL s106 table with columns: Post CIL s106, £/Unit (all), CIL, £/m2, Total. Shows a total of 32,000.

Build Cost table with columns: /m2, 3.10%, 0%, 11%. Rows include BCIS, FHS, Energy, Design, etc.

LIT % GDV table with columns: LIT, % GDV. Shows 0.00%.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and For Residual Valuation sections.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and For CIL calculation sections.



Base Site 9

SITE NAME Site 9 Small 6

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-categories like Stamp Duty, Planning Fee, Build Cost, etc.

Planning fee calc table with columns: Planning app fee, No dwgs, No dwgs under, No dwgs over 5l, dwgs, rate, Total.

Build Cost table with columns: /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Stamp duty calc - Residual table with columns: Land payment, Total.

Stamp duty calc - Add Profit table with columns: Land payment, 125,000, 250,000, 500,000, 1,000,000, above, 0%, 1%, 3%, 4%, 5%, Total.

Pre CIL s106 table with columns: 4,000 £/ Unit (all), Total, 24,000.

LIT % GDV table with columns: LIT, % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 £/ Unit (all), 24,000, CIL, 0 £/m2, Total, 24,000.

Sales per Quarter, Unit Build Time table.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -4,630

Check on phasing dwgs nos correct

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Values: 279,149, 1,395,746, 1,395,746.

Additional Profit table with columns: £/m2, 227,965, 487.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow Opening Balance, Closing Balance.



| SITE NAME Site 11 PDL 300 | | | | | | |
|---------------------------|------------------|-----|--------|------------|------------|--------|
| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
| Market Housing | 93.3 | 70% | 210 | 2,300 | 45,074,659 | 19,598 |
| Shared Ownership | 73.1 | 11% | 32 | 1,610 | 3,705,044 | 2,301 |
| Affordable Rent | 73.1 | 20% | 59 | 1,930 | 8,248,408 | 4,274 |
| Social Rent | 73.1 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 5.04 ha | | 60 | /ha | 57,028,111 | 26,173 |
| SITE AREA - Gross | 6.67 ha | | 45 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|-------------|------------|--------------|
| Residual Land Value | -10,220,261 | -2,027,525 | -1,533,039 |
| Alternative Use Value | 8,000,000 | | 1,200,000 |
| Uplift | 20% | 1,600,000 | 240,000 |
| Plus /ha | 0 | 0 | 0 |
| Viability Threshold | 9,600,000 | | 1,440,000 |

| | | |
|-------------------|------------|------|
| Additional Profit | -6,032,271 | -308 |
|-------------------|------------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = -23,518,372

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|-------------|
| LAND | | Unit or m2 | Total |
| Land | | -34,068 | -10,220,261 |
| Stamp Duty | | 0 | 0 |
| Easements etc. | | 0 | 0 |
| Legals Acquisition | 1.50% | -153,304 | -153,304 |
| PLANNING | | | |
| Planning Fee | | 57,600 | 57,600 |
| Architects | 4.00% | 2,040,920 | 2,040,920 |
| QS / PM | 0.50% | 255,115 | 255,115 |
| Planning Consultants | 1.00% | 510,230 | 510,230 |
| Other Professional | 2.50% | 1,275,575 | 4,139,441 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1.731 | 45,293,645 | 45,293,645 |
| s106 / CIL / IT | | 1,200,000 | 1,200,000 |
| Contingency | 5.00% | 2,264,682 | 2,264,682 |
| Abnormals | | 51,023,010 | 51,023,010 |
| FINANCE | | | |
| Fees | | 0 | 0 |
| Interest | 6.50% | 0 | 0 |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 1,710,843 | 1,710,843 |
| Legals | 0.5% | 285,141 | 285,141 |
| Misc. | | 0 | 1,995,984 |
| | | | 46,784,870 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 7,888,065 |
| Affordable Housing | 17.50% | | 2,091,854 |

| Planning fee calc | | | |
|-------------------|------|------|--------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 300 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 250 | 138 | 34,500 |
| | | | Total 57,600 |

| Stamp duty calc - Residual | |
|----------------------------|-------------|
| Land payment | Total |
| | -10,220,261 |
| | 0 |

| Stamp duty calc - Add Profit | | |
|------------------------------|---------|-----------------|
| Land payment | 0% | 0% |
| 125,000 | 250,000 | 500,000 |
| 1,000,000 | above | |
| | 0% | 0% |
| | 1% | 0% |
| | 3% | 0% |
| | 4% | 0% |
| | 5% | 0% |
| | | Total 9,600,000 |

| | | | |
|--------------|-------|---------------|-----------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 1,200,000 |
| | | Total | 1,200,000 |

| | | | |
|---------------|-------|---------------|-----------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 1,200,000 |
| CIL | 0 | £/m2 | 0 |
| | | Total | 1,200,000 |

| Build Cost /m2 | |
|----------------|-------|
| BCIS | 1,438 |
| FHS | 45 |
| Energy | 10 |
| Design | 0 |
| Acc & Adpt | 12 |
| Water | 0 |
| Small Sites | 0 |
| Site Costs | 225 |
| | 1,731 |

| | | | |
|-----|-------|-------|---|
| 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 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 17 | 11 |
| Market Housing | | | 0 | 0 | 0 | 0 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 2,554,231 | 1,652,737 |
| Shared Ownership | | | 0 | 0 | 0 | 0 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 209,953 | 135,852 |
| Affordable Rent | | | 0 | 0 | 0 | 0 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 467,410 | 302,442 |
| 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 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 2,091,031 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -153,304 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 57,600 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,020,460 | | 1,020,460 | | | | | | | | | | | | | | | | | | | | | |
| QS | 127,558 | | 127,558 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 255,115 | | 255,115 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 637,788 | | 637,788 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 855,547 | 1,711,093 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,566,640 | 2,264,682 | 1,409,136 | 553,589 | 0 | 0 |
| s106/CIL | | 0 | 22,667 | 45,333 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 37,333 | 14,667 | 0 | 0 |
| Contingency | | 0 | 42,777 | 85,555 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 113,234 | 70,457 | 27,679 | 0 | 0 |
| Abnormals | | 0 | 42,777 | 85,555 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 128,332 | 113,234 | 70,457 | 27,679 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 96,948 | 62,731 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 16,158 | 10,455 |
| 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 | 1,945,216 | 0 | 3,004,688 | 1,927,536 | 2,891,304 | 2,891,304 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 3,004,410 | 2,664,256 | 1,700,488 | 736,720 | 113,106 | 73,186 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | | -10,220,261 | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | 0 | 0 | 0 | 0 | 39,647 | 38,599 | 33,502 | 30,355 | 27,156 | 23,906 | 20,603 | 17,246 | 13,834 | 10,367 | 6,844 | 3,263 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | 8,275,044 | 0 | -3,004,688 | -1,927,536 | -2,891,304 | -2,891,304 | 187,537 | 190,584 | 193,681 | 196,829 | 200,027 | 203,277 | 206,581 | 209,938 | 213,349 | 216,816 | 220,339 | 223,920 | 227,183 | 567,337 | 1,531,105 | 2,494,873 | 3,118,487 | -7,962,075 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 8,275,044 | 8,275,044 | 5,270,356 | 3,342,820 | 451,516 | -2,430,788 | -2,252,251 | -2,061,667 | -1,867,986 | -1,671,157 | -1,471,130 | -1,267,853 | -1,061,272 | -851,334 | -637,985 | -421,169 | -200,830 | 23,090 | 250,274 | 817,610 | 2,348,715 | 4,843,588 | 7,962,075 | 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 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 3,231,593 | 2,091,031 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 9,600,000 | | | | | | | | | | | | | | | | | | | | | | | |



Base Site 13

SITE NAME Site 13 PDL 200 HD

Table with columns: INCOME, Av Size, %, Number, Price, GDV, GIA. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS LAND Table with columns: Land, unit or m2, Total. Rows include Stamp Duty, Easements etc., Legals Acquisition.

DEVELOPMENT COSTS PLANNING Table with columns: Planning Fee, Architects, QS / PM, Planning Consultants, Other Professional.

DEVELOPMENT COSTS CONSTRUCTION Table with columns: Build Cost - BCIS Based, s106 / CIL / IT, Contingency, Abnormals.

DEVELOPMENT COSTS FINANCE Table with columns: Fees, Interest, Legal and Valuation.

DEVELOPMENT COSTS SALES Table with columns: Agents, Legals, Misc.

Developers Profit Table with columns: Market Housing, Affordable Housing.

Planning fee calc Table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 50, No dwgs over 50.

Stamp duty calc - Residual Table with columns: Land payment, Total.

Stamp duty calc - Add Profit Table with columns: Land payment, Total.

Pre CIL s106 Table with columns: 4,000 E/ Unit (all), Total.

Post CIL s106 Table with columns: 4,000 E/ Unit (all), CIL, Total.

Build Cost Table with columns: /m2, 3.10%, 0%, 16%. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT % GDV Table with columns: 0.00%, 0.

Sales per Quarter Table with columns: 0, 3 Quarters.

Residual Land Value Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+i Closing balance = -15,131,438

Check on phasing dwgs nos correct

Additional Profit Table with columns: E/m2, -2,768,730, -218.

RESIDUAL CASH FLOW FOR INTEREST

Large table showing Residual Cash Flow for Interest from Year 1 to Year 6, including Income, Expenditure, and Costs.

CASH FLOW FOR CIL ADDITIONAL PROFIT

Large table showing Cash Flow for CIL Additional Profit from Year 1 to Year 6, including Income, Expenditure, and Costs.



SITE NAME Site 14 PDL 100

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------|-----|--------|------------|------------|--------|
| Market Housing | 93.7 | 70% | 70 | 2,300 | 15,078,800 | 6,556 |
| Shared Ownership | 72.7 | 11% | 11 | 1,610 | 1,229,557 | 764 |
| Affordable Rent | 72.7 | 20% | 20 | 1,930 | 2,737,319 | 1,418 |
| Social Rent | 72.7 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 |
| | | | | | 0 | 0 |
| | | | | | 0 | 0 |
| SITE AREA - Net | 1.46 ha | | 69 | /ha | 19,045,676 | 8,738 |
| SITE AREA - Gross | 2.00 ha | | 50 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | -3,779,825 | -2,593,893 | -1,889,913 |
| Alternative Use Value | 2,400,000 | | 1,200,000 |
| Uplift | 480,000 | | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 2,880,000 | | 1,440,000 |

| | | |
|-------------------|------------|------|
| Additional Profit | -1,503,211 | -229 |
|-------------------|------------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -7,840,349

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|-------------|------------|
| LAND | | /unit or m2 | Total |
| Land | | -37,798 | -3,779,825 |
| Stamp Duty | | 0 | 0 |
| Easements etc. | | 0 | 0 |
| Legals Acquisition | 1.50% | -56,697 | -56,697 |
| PLANNING | | | |
| Planning Fee | | 30,000 | 30,000 |
| Architects | 4.00% | 681,690 | 681,690 |
| QS / PM | 0.50% | 85,211 | 85,211 |
| Planning Consultants | 1.00% | 170,423 | 170,423 |
| Other Professional | 2.50% | 426,057 | 1,393,381 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,731 | 15,129,329 | 15,129,329 |
| s106 / CIL / IT | | 400,000 | 400,000 |
| Contingency | 5.00% | 756,466 | 756,466 |
| Abnormals | | 756,466 | 17,042,262 |
| FINANCE | | | |
| Fees | | 0 | 0 |
| Interest | 6.50% | 0 | 0 |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 571,370 | 571,370 |
| Legals | 0.5% | 95,228 | 95,228 |
| Misc. | | 0 | 666,599 |
| | | | 15,265,719 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 2,638,790 |
| Affordable Housing | 17.50% | | 694,203 |

| Planning fee calc | | | |
|-------------------|------|------|--------|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | 23,100 |
| No dwgs under 50 | 50 | 462 | 6,900 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | | 30,000 |

| Stamp duty calc - Residual | |
|----------------------------|------------|
| Land payment | Total |
| | -3,779,825 |
| | 0 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|-------|----|-----------|
| Land payment | Total | | |
| 125,000 | 0% | 0% | 0 |
| 250,000 | 1% | 0% | 2,500 |
| 500,000 | 3% | 0% | 15,000 |
| 1,000,000 | 4% | 0% | 40,000 |
| above | 5% | 0% | 0 |
| | | | 2,880,000 |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 400,000 |
| | | | 400,000 |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 400,000 |
| CIL | 0 | £/m2 | 0 |
| | | | 400,000 |

| Build Cost | | /m2 | |
|-------------|-------|-----|-------|
| BCIS | 1,439 | | 3.10% |
| FHS | 45 | | |
| Energy | 10 | | |
| Design | 0 | | |
| Acc & Adpt | 12 | | |
| Water | 0 | | |
| Small Sites | 0 | | 0% |
| Site Costs | 225 | | 16% |
| | | | 1,731 |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 10 | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 2,261,820 | 2,261,820 | 2,261,820 | 2,261,820 | 2,261,820 | 2,261,820 | 1,507,880 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 184,434 | 184,434 | 184,434 | 184,434 | 184,434 | 184,434 | 122,956 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 410,598 | 410,598 | 410,598 | 410,598 | 410,598 | 410,598 | 273,732 | 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 | 0 | 0 | 0 | 0 | 0 | 2,856,851 | 2,856,851 | 2,856,851 | 2,856,851 | 2,856,851 | 2,856,851 | 1,904,568 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -56,697 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 340,845 | | 340,845 | | | | | | | | | | | | | | | | | | | | | |
| QS | 42,606 | | 42,606 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 85,211 | | 85,211 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 213,028 | | 213,028 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 756,466 | 1,512,933 | 2,269,399 | 2,269,399 | 2,269,399 | 2,269,399 | 2,017,244 | 1,260,777 | 504,311 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 20,000 | 40,000 | 60,000 | 60,000 | 60,000 | 60,000 | 53,333 | 33,333 | 13,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 37,823 | 75,647 | 113,470 | 113,470 | 113,470 | 113,470 | 100,862 | 63,039 | 25,216 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 37,823 | 75,647 | 113,470 | 113,470 | 113,470 | 113,470 | 100,862 | 63,039 | 25,216 | 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 | 85,706 | 85,706 | 85,706 | 85,706 | 85,706 | 85,706 | 57,137 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 14,284 | 14,284 | 14,284 | 14,284 | 14,284 | 14,284 | 9,523 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Misc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| COSTS BEFORE LAND INT AND PROFIT | 654,993 | 0 | 1,533,804 | 1,704,226 | 2,556,339 | 2,556,339 | 2,656,329 | 2,656,329 | 2,372,291 | 1,520,178 | 668,065 | 99,990 | 66,660 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | -3,779,825 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | 0 | 0 | 0 | 0 | 1,839 | 43,410 | 85,856 | 83,789 | 81,892 | 75,349 | 54,852 | 20,176 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | 3,124,832 | 0 | -1,533,804 | -1,704,226 | -2,558,179 | -2,599,749 | 114,867 | 116,733 | 402,668 | 1,261,324 | 2,133,934 | 2,736,686 | 1,837,908 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -3,332,993 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 3,124,832 | 3,124,832 | 1,591,029 | -113,198 | -2,671,376 | -5,271,125 | -5,156,259 | -5,039,526 | -4,636,858 | -3,375,534 | -1,241,600 | 1,495,086 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 3,332,993 | 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 | 0 | | | | 2,856,851 | | | | 2,856,851 | | | | 2,856,851 | | | | 1,904,568 | | | | 0 | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,880,000 | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 43,200 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 30,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 340,845 | | 340,845 | | | | | | | | | | | | | | | | | | | | | |
| QS | 42,606 | | 42,606 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 85,211 | | 85,211 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 213,028 | | 213,028 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 756,466 | 1,512,933 | 2,269,399 | 2,269,399 | 2,269,399 | 2,269,399 | 2,017,244 | 1,260,777 | 504,311 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -300,642 | -300,642 | -300,642 | -300,642 | -300,642 | -300,642 | | | | | | | | | | | | | | | | |
| Post CIL s106 | 0 | 0 | 37,823 | 75,647 | 113,470 | 113,470 | 113,470 | 113,470 | 100 | | | | | | | | | | | | | | | |



SITE NAME Site 15 PDL 100 HD

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|--|-----|--------|-------------|-------------|--------|
| Market Housing | 70.9 | 70% | 70 | 2,300 | 11,408,000 | 4,960 |
| Shared Ownership | 57.0 | 11% | 11 | 1,610 | 963,585 | 599 |
| Affordable Rent | 57.0 | 20% | 20 | 1,930 | 2,145,195 | 1,112 |
| Social Rent | 57.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership Affordable Rent Social Rent | | | 0 0 0 | 0 0 0 | |
| SITE AREA - Net | 0.83 ha | | 120 | /ha | 14,516,780 | 6,670 |
| SITE AREA - Gross | 0.93 ha | | 108 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | -5,143,296 | -6,171,955 | -5,554,759 |
| Alternative Use Value | 1,111,111 | | 1,200,000 |
| Uplift | 222,222 | | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 1,333,333 | | 1,440,000 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 1,140,751 | 230 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = -11,632,706

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | Unit or m2 | Total |
| Land | | -51,433 | -5,143,296 |
| Stamp Duty | | | 0 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | -77,149 | -77,149 |
| PLANNING | | | |
| Planning Fee | | 30,000 | 30,000 |
| Architects | 4.00% | 607,021 | 607,021 |
| QS / PM | 0.50% | 75,878 | 75,878 |
| Planning Consultants | 1.00% | 151,755 | 151,755 |
| Other Professional | 2.50% | 379,388 | 1,244,042 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 2,014 | 13,432,293 | 13,432,293 |
| s106 / CIL / IT | | 400,000 | 400,000 |
| Contingency | 5.00% | 671,615 | 671,615 |
| Abnormals | | 15,175,522 | 15,175,522 |
| FINANCE | | | |
| Fees | | 0 | 0 |
| Interest | 6.50% | | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 435,503 | 435,503 |
| Legals | 0.5% | 72,584 | 72,584 |
| Misc. | | 0 | 508,087 |
| | | | 11,707,206 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 1,996,400 |
| Affordable Housing | 17.50% | | 544,037 |

| Planning fee calc | | | |
|-------------------|------|------|--------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 100 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 50 | 138 | 6,900 |
| | | | Total 30,000 |

| Stamp duty calc - Residual | |
|----------------------------|------------|
| Land payment | Total |
| | -5,143,296 |
| | 0 |

| Stamp duty calc - Add Profit | |
|------------------------------|-----------------|
| Land payment | Total |
| 125,000 | 0% |
| 250,000 | 1% |
| 500,000 | 3% |
| 1,000,000 | 4% |
| above | 5% |
| | Total 1,333,333 |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 400,000 |
| | | Total | 400,000 |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 400,000 |
| CIL | 0 | £/m2 | 0 |
| | | Total | 400,000 |

| Build Cost | | /m2 | |
|-------------|-------|-----|-------|
| BCIS | 1,751 | | |
| FHS | 54 | | 3.10% |
| Energy | 10 | | |
| Design | 0 | | |
| Acc & Adpt | 12 | | |
| Water | 0 | | |
| Small Sites | 0 | | 0% |
| Site Costs | 187 | | 11% |
| | 2,014 | | |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 10 | | | | 0 | | | | 0 | | | | 0 | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,711,200 | 1,711,200 | 1,711,200 | 1,711,200 | 1,711,200 | 1,711,200 | 1,711,200 | 1,711,200 | 1,140,800 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 144,538 | 144,538 | 144,538 | 144,538 | 144,538 | 144,538 | 144,538 | 144,538 | 96,359 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 321,779 | 321,779 | 321,779 | 321,779 | 321,779 | 321,779 | 321,779 | 321,779 | 214,520 | 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 | 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 | 0 | 0 | 0 | 0 |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 1,451,678 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 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 | 0 | 0 | 0 | 0 |
| Legals Acquisition | -77,149 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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 | 0 | 0 | 0 | 0 |
| Architects | 303,510 | 0 | 303,510 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 37,939 | 0 | 37,939 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 75,878 | 0 | 75,878 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 189,694 | 0 | 189,694 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 671,615 | 1,343,229 | 2,014,844 | 2,014,844 | 2,014,844 | 2,014,844 | 1,790,972 | 1,119,358 | 447,743 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 20,000 | 40,000 | 60,000 | 60,000 | 60,000 | 60,000 | 53,333 | 33,333 | 13,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 33,581 | 67,161 | 100,742 | 100,742 | 100,742 | 100,742 | 89,549 | 55,968 | 22,387 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 33,581 | 67,161 | 100,742 | 100,742 | 100,742 | 100,742 | 89,549 | 55,968 | 22,387 | 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 | 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 | 0 | 0 | 0 | 0 |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 65,326 | 65,326 | 65,326 | 65,326 | 65,326 | 65,326 | 43,550 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 10,888 | 10,888 | 10,888 | 10,888 | 10,888 | 10,888 | 7,258 | 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 | 0 | 0 | 0 | 0 |
| COSTS BEFORE LAND INT AND PROFIT | 558,871 | 0 | 1,365,797 | 1,517,552 | 2,276,328 | 2,276,328 | 2,352,541 | 2,352,541 | 2,099,616 | 1,340,840 | 582,064 | 76,213 | 50,809 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | -5,143,296 | 0 | 0 | 0 | 0 | 9,364 | 46,507 | 50,107 | 53,765 | 53,373 | 40,644 | 15,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash Flow | 4,583,424 | 0 | -1,365,797 | -1,517,552 | -2,276,328 | -2,285,692 | -221,531 | -225,131 | 24,136 | 783,304 | 1,554,809 | 2,085,926 | 1,400,869 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,540,437 |
| Opening Balance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Closing Balance | 4,583,424 | 4,583,424 | 3,217,627 | 1,700,075 | -576,253 | -2,861,946 | -3,083,477 | -3,308,608 | -3,284,472 | -2,501,168 | -946,358 | 1,139,567 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 2,540,437 | 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 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 2,177,517 | 1,451,678 | | | | | | | |



SITE NAME Site 16 PDL 30

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 94.0 | 70% | 21 | 2,300 | 4,537,785 | 1,973 |
| Shared Ownership | 73.0 | 11% | 3 | 1,610 | 370,220 | 230 |
| Affordable Rent | 73.0 | 20% | 6 | 1,930 | 824,207 | 427 |
| Social Rent | 73.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.69 ha | | 43 | /ha | 5,732,211 | 2,630 |
| SITE AREA - Gross | 0.86 ha | | 35 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | -1,136,037 | -1,635,060 | -1,325,376 |
| Alternative Use Value | 1,028,571 | | 1,200,000 |
| Uplift | 205,714 | | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 1,234,286 | | 1,440,000 |

| | | |
|-------------------|----------|------|
| Additional Profit | -853,331 | -433 |
|-------------------|----------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -2,373,479

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | Unit or m2 | Total |
| Land | | | -1,136,037 |
| Stamp Duty | | -37,868 | 0 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | -17,041 | -17,041 |
| PLANNING | | | |
| Planning Fee | | | 13,860 |
| Architects | 4.00% | 205,284 | |
| QS / PM | 0.50% | 25,660 | |
| Planning Consultants | 1.00% | 51,321 | |
| Other Professional | 2.50% | 128,302 | 424,427 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,733 | 4,556,445 | |
| s106 / CIL / IT | | 120,000 | |
| Contingency | 5.00% | 227,822 | |
| Abnormals | | 227,822 | 5,132,089 |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 3.0% | 171,966 | |
| Legals | 0.5% | 28,661 | |
| Misc. | | 0 | 200,627 |
| | | | 4,604,066 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 794,112 |
| Affordable Housing | 17.50% | | 209,025 |

| Planning fee calc | | | |
|-------------------|------|------|--------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 30 | | 13,860 |
| No dwgs under | 30 | 462 | 13,860 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 13,860 |

| Stamp duty calc - Residual | |
|----------------------------|------------|
| Land payment | Total |
| | -1,136,037 |
| | 0 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|-----------------|
| Land payment | 0% | 0% | |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | | Total 1,234,286 |

| | | | |
|--------------|-------|---------------|---------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 120,000 |
| | | | Total 120,000 |

| | | | |
|---------------|-------|---------------|---------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 120,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 120,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Cost | % |
| BCIS | 1,440 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 226 | 16% |
| | 1,733 | |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 2 | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 605,038 | 605,038 | 605,038 | 605,038 | 605,038 | 605,038 | 605,038 | 302,519 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 49,363 | 49,363 | 49,363 | 49,363 | 49,363 | 49,363 | 49,363 | 24,681 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 54,947 | 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 | 0 | 0 | 0 | 0 | 0 | 764,295 | 764,295 | 764,295 | 764,295 | 764,295 | 764,295 | 764,295 | 382,147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -17,041 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 13,860 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 102,642 | | 102,642 | | | | | | | | | | | | | | | | | | | | | |
| QS | 12,830 | | 12,830 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 25,660 | | 25,660 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 64,151 | | 64,151 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 202,509 | 405,017 | 607,526 | 607,526 | 607,526 | 607,526 | 607,526 | 506,272 | 303,763 | 101,254 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 5,333 | 10,667 | 10,667 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 13,333 | 8,000 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 10,125 | 20,251 | 30,376 | 30,376 | 30,376 | 30,376 | 30,376 | 25,314 | 15,188 | 5,063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 10,125 | 20,251 | 30,376 | 30,376 | 30,376 | 30,376 | 30,376 | 25,314 | 15,188 | 5,063 | 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 | 22,929 | 22,929 | 22,929 | 22,929 | 22,929 | 22,929 | 22,929 | 11,464 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 3,821 | 3,821 | 3,821 | 3,821 | 3,821 | 3,821 | 3,821 | 1,911 | 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 | 202,103 | 0 | 433,376 | 456,186 | 684,279 | 684,279 | 711,029 | 711,029 | 711,029 | 596,982 | 368,890 | 140,797 | 26,750 | 13,375 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | -1,136,037 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | 0 | 0 | 0 | 0 | 0 | 10,398 | 21,687 | 21,174 | 20,652 | 20,122 | 17,731 | 11,593 | 1,650 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 794,112 |
| | | | | | | | | | | | | | | | | | | | | | | | | 209,025 |
| Cash Flow | 933,934 | 0 | -433,376 | -456,186 | -684,279 | -694,677 | 31,579 | 32,092 | 32,614 | 147,190 | 377,675 | 611,905 | 735,895 | 368,772 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1,003,137 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 933,934 | 933,934 | 500,557 | 44,372 | -639,907 | -1,334,584 | -1,303,005 | -1,270,913 | -1,238,299 | -1,091,109 | -713,435 | -101,530 | 634,365 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 1,003,137 | 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 | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,234,286 | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 18,514 | 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 | 102,642 | 0 | 102,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 12,830 | 0 | 12,830 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 25,660 | 0 | 25,660 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 64,151 | 0 | 64,151 | 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 | 202,509 | 405,017 | 607,526 | 607,526 | 607,526 | 607,526 | 607,526 | 506,272 | 303,763 | 101,254 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -142,222 | -142,222 | -142,222 | -142 | | | | | | | | | | | | | | | | | | |



| | | |
|-----------|---------|--------|
| SITE NAME | Site 18 | PDL 12 |
|-----------|---------|--------|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 84.5 | 70% | 8 | 2,300 | 1,632,540 | 710 |
| Shared Ownership | 77.0 | 11% | 1 | 1,610 | 156,202 | 97 |
| Affordable Rent | 77.0 | 20% | 2 | 1,930 | 347,747 | 180 |
| Social Rent | 77.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.24 ha | | 50 | /ha | 2,136,490 | 987 |
| SITE AREA - Gross | 0.30 ha | | 40 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | -280,490 | -1,177,880 | -934,968 |
| Alternative Use Value | 360,000 | | 1,200,000 |
| Uplift | 20% | 72,000 | 240,000 |
| Plus /ha | 0 | 0 | 0 |
| Viability Threshold | 432,000 | | 1,440,000 |

| | | |
|-------------------|----------|------|
| Additional Profit | -147,772 | -208 |
|-------------------|----------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -856,929

Check on phasing dwgs ros
correct

| DEVELOPMENT COSTS | Unit or m2 | Total |
|--------------------------|------------|-----------|
| LAND | | |
| Land | -23,374 | -280,490 |
| Stamp Duty | | 0 |
| Easements etc. | | 0 |
| Legals Acquisition | 1.50% | -4,207 |
| PLANNING | | |
| Planning Fee | 5,544 | 5,544 |
| Architects | 4.00% | 70,526 |
| QS / PM | 0.50% | 8,816 |
| Planning Consultants | 1.00% | 17,632 |
| Other Professional | 2.50% | 44,079 |
| CONSTRUCTION | | |
| Build Cost - BCIS Based | 1,580 | 1,559,237 |
| s106 / CIL / IT | | 48,000 |
| Contingency | 5.00% | 77,962 |
| Abnormals | | 77,962 |
| FINANCE | | |
| Fees | | 0 |
| Interest | 6.50% | 0 |
| Legal and Valuation | | 0 |
| SALES | | |
| Agents | 3.0% | 64,095 |
| Legals | 0.5% | 10,682 |
| Misc. | | 0 |
| Developers Profit | | |
| Market Housing | 17.50% | 285,695 |
| Affordable Housing | 17.50% | 88,191 |

| Planning fee calc | dwgs | rate | |
|-------------------|------|------|--------------|
| Planning app fee | 12 | | 5,544 |
| No dwgs | 12 | 462 | 5,544 |
| No dwgs under | 0 | 138 | 0 |
| No dwgs over 5t | 0 | | 0 |
| Total | | | 5,544 |

| Stamp duty calc - Residual | | |
|----------------------------|--|----------|
| Land payment | | -280,490 |
| Total | | 0 |

| Stamp duty calc - Add Profit | | |
|------------------------------|----|----------|
| Land payment | | 432,000 |
| 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 | 4,000 | £/ Unit (all) | 48,000 |
| Total | | | 48,000 |

| | | | |
|---------------|-------|---------------|---------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| CIL | 0 | £/m2 | 0 |
| Total | | | 48,000 |

| Build Cost | /m2 | |
|--------------|--------------|-------|
| BCIS | 1,369 | |
| FHS | 42 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 146 | 11% |
| Total | 1,580 | |

| | | |
|-----|-------|---|
| LIT | % GDV | 0 |
| | 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 | 3 | 2 | 3 | 2 | | | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 272,090 | 408,135 | 272,090 | 408,135 | 272,090 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 26,034 | 39,051 | 26,034 | 39,051 | 26,034 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 57,958 | 86,937 | 57,958 | 86,937 | 57,958 | 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 | 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 | 0 | 0 | 0 | 0 | 0 | 356,082 | 534,122 | 356,082 | 534,122 | 356,082 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | -4,207 | 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 | 35,263 | 0 | 35,263 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 4,408 | 0 | 4,408 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 8,816 | 0 | 8,816 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 22,040 | 0 | 22,040 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | 0 | 0 | 86,624 | 216,561 | 303,185 | 346,497 | 303,185 | 216,561 | 86,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 2,667 | 6,667 | 9,333 | 10,667 | 9,333 | 6,667 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 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 | 10,682 | 16,024 | 10,682 | 16,024 | 10,682 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,780 | 2,671 | 1,780 | 2,671 | 1,780 | 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 | 71,863 | 0 | 168,480 | 244,883 | 342,837 | 391,814 | 355,300 | 263,578 | 110,416 | 18,694 | 12,463 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | -280,490 | 0 | 0 | 0 | 3,327 | 8,952 | 15,465 | 15,703 | 11,562 | 7,758 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash Flow | 208,627 | 0 | -168,480 | -244,883 | -346,164 | -400,766 | -14,683 | 254,841 | 234,103 | 507,670 | 343,619 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -373,886 |
| Opening Balance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Closing Balance | 208,627 | 208,627 | 40,147 | -204,736 | -550,900 | -951,666 | -966,348 | -711,507 | -477,403 | 30,267 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 373,886 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 356,082 | 534,122 | 356,082 | 534,122 | 356,082 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 432,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 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 | 6,480 | 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 | | | | | | | |



SITE NAME Site 19 PDL 12 HD

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 62.5 | 70% | 8 | 2,300 | 1,207,500 | 525 |
| Shared Ownership | 50.0 | 11% | 1 | 1,610 | 101,430 | 63 |
| Affordable Rent | 50.0 | 20% | 2 | 1,930 | 225,810 | 117 |
| Social Rent | 50.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.20 ha | | 60 | /ha | 1,534,740 | 705 |
| SITE AREA - Gross | 0.22 ha | | 54 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | -488,239 | -2,441,193 | -2,197,074 |
| Alternative Use Value | 266,667 | | 1,200,000 |
| Uplift | 53,333 | | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 320,000 | | 1,440,000 |

| | | |
|-------------------|--------|-----|
| Additional Profit | -8,118 | -15 |
|-------------------|--------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -1,231,685

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|-------------|-----------|
| LAND | | /unit or m2 | Total |
| Land | | -40,687 | -488,239 |
| Stamp Duty | | | 0 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | -7,324 | -7,324 |
| PLANNING | | | |
| Planning Fee | | 5,544 | 5,544 |
| Architects | 4.00% | 61,674 | 61,674 |
| QS / PM | 0.50% | 7,709 | 7,709 |
| Planning Consultants | 1.00% | 15,419 | 15,419 |
| Other Professional | 2.50% | 38,546 | 128,892 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,926 | 1,358,048 | |
| s106 / CIL / IT | | 48,000 | |
| Contingency | 5.00% | 67,902 | 1,541,853 |
| Abnormals | | 67,902 | |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 46,042 | |
| Legals | 0.5% | 7,674 | |
| Misc. | | 0 | 53,716 |
| | | | 1,228,899 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 211,313 |
| Affordable Housing | 17.50% | | 57,267 |

| Planning fee calc | | | |
|-------------------|------|------|-------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 12 | | 5,544 |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 5,544 |

| Stamp duty calc - Residual | |
|----------------------------|----------|
| Land payment | Total |
| | -488,239 |
| | 0 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------------|
| Land payment | | | |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| | | | Total 320,000 |

| | | | |
|--------------|-------|---------------|--------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| | | | Total 48,000 |

| | | | |
|---------------|-------|---------------|--------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 48,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| | | |
| BCIS | 1,751 | |
| FHS | 54 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 99 | 6% |
| | 1,926 | |

| | | |
|-----|-------|-------|
| LIT | % GDV | 0 |
| | | 0.00% |

| 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 | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Shared Ownership | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Rent | | | | | | | | | | | | | | | | | | | | | | | | |
| Social Rent | | | | | | | | | | | | | | | | | | | | | | | | |
| Grant and Subsidy | | | | | | | | | | | | | | | | | | | | | | | | |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 255,790 | 383,685 | 255,790 | 383,685 | 255,790 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | | | | | | | | | | | | | | | | | | | | | | |
| s106/CIL | | | | | | | | | | | | | | | | | | | | | | | | |
| Contingency | | | | | | | | | | | | | | | | | | | | | | | | |
| Abnormals | | | | | | | | | | | | | | | | | | | | | | | | |
| Finance Fees | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals | | | | | | | | | | | | | | | | | | | | | | | | |
| Misc. | | | | | | | | | | | | | | | | | | | | | | | | |
| COSTS BEFORE LAND INT AND PROFIT | 59,895 | 0 | 147,333 | 214,146 | 299,805 | 342,634 | 308,757 | 227,575 | 94,611 | 13,429 | 8,953 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | | | | | | | | | | | | | | | | | | | | | | | | |
| Opening Balance | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 428,344 | 0 | -147,333 | -214,146 | -299,805 | -346,419 | -62,382 | 145,682 | 153,118 | 364,683 | 246,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -268,580 |

| 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 | 255,790 | 383,685 | 255,790 | 383,685 | 255,790 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | | | | | | | | | | | | | | | | | | | | | | |
| POTENTIAL CIL | | | | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | | | | | | | | | | | | | | | | | | | | |
| Contingency | | | | | | | | | | | | | | | | | | | | | | | | |
| Abnormals | | | | | | | | | | | | | | | | | | | | | | | | |
| Finance Fees | | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals | | | | | | | | | | | | | | | | | | | | | | | | |
| Misc. | | | | | | | | | | | | | | | | | | | | | | | | |
| COSTS BEFORE LAND INT AND PROFIT | 392,018 | 0 | 141,960 | 204,773 | 295,765 | 343,967 | 307,424 | 232,309 | 99,944 | 13,429 | 8,953 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For CIL calculation | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | | | | | | | | | | | | | | | | | | | | | | | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | | | | | | | | | | | | | | | | | | | | | | | | |
| Opening Balance | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -392,018 | -6,370 | -148,434 | -213,659 | -308,123 | -361,332 | -74,870 | 126,323 | 133,445 | 350,024 | 232,293 | -10,769 | -10,944 | -11,122 | -11,303 | -11,486 | -11,673 | -11,863 | -12,056 | -12,251 | -12,451 | -12,653 | -12,858 | -427,534 |

Base Cover



Medium Area and Strategic Sites

Base
Site make up



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
Large Green 400 400 11.12 35.98 91 36,389 3,273 53,149,835 1,460.60

Locality een/ Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|--------|
| Area | Gross | 13.333 |
| | Net | 11.116 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|------------|
| Market | | | | | | | 0 |
| Flat | 1 | 17 | 40.00 | 680.00 | 10% | 1,502 | 1,123,496 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 28 | 73.00 | 2,044.00 | | 1,369 | 2,798,236 |
| | 3 | 28 | 86.00 | 2,408.00 | | 1,369 | 3,296,552 |
| Semi | 2 | 28 | 81.00 | 2,268.00 | | 1,369 | 3,104,892 |
| | 3 | 84 | 98.00 | 8,232.00 | | 1,369 | 11,269,608 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 56 | 120.00 | 6,720.00 | | 1,552 | 10,429,440 |
| | 5 | 39 | 130.00 | 5,070.00 | | 1,552 | 7,868,640 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 35 | 39.00 | 1,365.00 | 10% | 1,502 | 2,255,253 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 12 | 70.00 | 840.00 | | 1,369 | 1,149,960 |
| | 3 | 19 | 84.00 | 1,596.00 | | 1,369 | 2,184,924 |
| Semi | 2 | 10 | 79.00 | 790.00 | | 1,369 | 1,081,510 |
| | 3 | 12 | 93.00 | 1,116.00 | | 1,369 | 1,527,804 |
| | 4 | 20 | 97.00 | 1,940.00 | | 1,552 | 3,010,880 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 12 | 110.00 | 1,320.00 | | 1,552 | 2,048,640 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate
Large Green 150 150 4.16 36.10 93 13,880 3,340 20,229,193 1,457.43

Locality een/Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 5.000 |
| | Net | 4.155 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 4 | 40.00 | 160.00 | 10% | 1,502 | 264,352 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 11 | 73.00 | 803.00 | | 1,369 | 1,099,307 |
| | 3 | 11 | 86.00 | 946.00 | | 1,369 | 1,295,074 |
| Semi | 2 | 11 | 81.00 | 891.00 | | 1,369 | 1,219,779 |
| | 3 | 32 | 98.00 | 3,136.00 | | 1,369 | 4,293,184 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 21 | 120.00 | 2,520.00 | | 1,552 | 3,911,040 |
| | 5 | 15 | 130.00 | 1,950.00 | | 1,552 | 3,026,400 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 11 | 39.00 | 429.00 | 10% | 1,502 | 708,794 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 5 | 70.00 | 350.00 | | 1,369 | 479,150 |
| | 3 | 7 | 84.00 | 588.00 | | 1,369 | 804,972 |
| Semi | 2 | 4 | 79.00 | 316.00 | | 1,369 | 432,604 |
| | 3 | 5 | 93.00 | 465.00 | | 1,369 | 636,585 |
| | 4 | 8 | 97.00 | 776.00 | | 1,552 | 1,204,352 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 5 | 110.00 | 550.00 | | 1,552 | 853,600 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 3 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 80 80 2.22 35.99 91 7,287 3,278 10,630,345 1,458.81

Locality een/Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 2.667 |
| | Net | 2.223 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 3 | 40.00 | 120.00 | 10% | 1,502 | 198,264 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 6 | 73.00 | 438.00 | | 1,369 | 599,622 |
| | 3 | 6 | 86.00 | 516.00 | | 1,369 | 706,404 |
| Semi | 2 | 6 | 81.00 | 486.00 | | 1,369 | 665,334 |
| | 3 | 17 | 98.00 | 1,666.00 | | 1,369 | 2,280,754 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 11 | 120.00 | 1,320.00 | | 1,552 | 2,048,640 |
| | 5 | 8 | 130.00 | 1,040.00 | | 1,552 | 1,614,080 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 7 | 39.00 | 273.00 | 10% | 1,502 | 451,051 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 4 | 84.00 | 336.00 | | 1,369 | 459,984 |
| Semi | 2 | 2 | 79.00 | 158.00 | | 1,369 | 216,302 |
| | 3 | 2 | 93.00 | 186.00 | | 1,369 | 254,634 |
| | 4 | 4 | 97.00 | 388.00 | | 1,552 | 602,176 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 2 | 110.00 | 220.00 | | 1,552 | 341,440 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 4 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 40 40 1.11 36.01 91 3,655 3,290 5,342,037 1,461.57

Locality een/Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 1.333 |
| | Net | 1.111 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 2 | 40.00 | 80.00 | 10% | 1,502 | 132,176 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 3 | 73.00 | 219.00 | | 1,369 | 299,811 |
| | 3 | 3 | 86.00 | 258.00 | | 1,369 | 353,202 |
| Semi | 2 | 3 | 81.00 | 243.00 | | 1,369 | 332,667 |
| | 3 | 8 | 98.00 | 784.00 | | 1,369 | 1,073,296 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 6 | 120.00 | 720.00 | | 1,552 | 1,117,440 |
| | 5 | 4 | 130.00 | 520.00 | | 1,552 | 807,040 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 3 | 39.00 | 117.00 | 10% | 1,502 | 193,307 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 | 229,992 |
| Semi | 2 | 1 | 79.00 | 79.00 | | 1,369 | 108,151 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 2 | 97.00 | 194.00 | | 1,552 | 301,088 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Green 20 20 0.56 36.03 91 1,824 3,286 2,681,815 1,470.29

Locality een/Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 0.667 |
| | Net | 0.555 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 1 | 40.00 | 40.00 | 10% | 1,502 | 66,088 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 4 | 98.00 | 392.00 | | 1,369 | 536,648 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 3 | 120.00 | 360.00 | | 1,552 | 558,720 |
| | 5 | 2 | 130.00 | 260.00 | | 1,552 | 403,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 2 | 39.00 | 78.00 | 10% | 1,502 | 128,872 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Green 20 LD 20 0.69 29.18 94 1,882 2,746 2,749,889 1,461.15

Locality een/Brown .lternative Use

Coast & Sou Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 0.800 |
| | Net | 0.685 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 5 | 98.00 | 490.00 | | 1,369 | 670,810 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 3 | 120.00 | 360.00 | | 1,552 | 558,720 |
| | 5 | 2 | 130.00 | 260.00 | | 1,552 | 403,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 2 | 39.00 | 78.00 | 10% | 1,502 | 128,872 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Green 12

12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86

Locality een/Brown .lternative Use

Coast & Sou Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.400 |
| | Net | 0.331 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 3 | 98.00 | 294.00 | | 1,369 | 402,486 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 2 | 120.00 | 240.00 | | 1,552 | 372,480 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 1 | 39.00 | 39.00 | 10% | 1,502 | 64,436 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small 6

6 0.20 30.00 98 586 2,930 847,984 1,447.07

Locality een/Brown .lternative Use

Coast & Sou Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.200 |
| | Net | 0.200 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 1 | 120.00 | 120.00 | | 1,552 | 186,240 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

PDL 30 30 0.69 43.18 87 2,609 3,755 1,439.98

Locality een/Brown .lternative Use
Coast & Sou PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.857 |
| | Net | 0.695 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 1 | 40.00 | 40.00 | 10% | 1,502 | 66,088 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 | 199,874 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 | 235,468 |
| Semi | 2 | 2 | 81.00 | 162.00 | | 1,369 | 221,778 |
| | 3 | 8 | 98.00 | 784.00 | | 1,369 | 1,073,296 |
| | 4 | 5 | 115.00 | 575.00 | | 1,552 | 892,400 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | 0 |
| Flat | 1 | 3 | 39.00 | 117.00 | 10% | 1,502 | 193,307 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 1 | 79.00 | 79.00 | | 1,369 | 108,151 |
| | 3 | 2 | 93.00 | 186.00 | | 1,369 | 254,634 |
| | 4 | 2 | 97.00 | 194.00 | | 1,552 | 301,088 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 18 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

PDL 12 12 0.24 50.39 82 984 4,132 1,347.096 1,369.00

Locality een/Brown .lternative Use
Coast & Sou PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.300 |
| | Net | 0.238 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 | 199,874 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 | 235,468 |
| Semi | 2 | 2 | 81.00 | 162.00 | | 1,369 | 221,778 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | 0 |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 | 229,992 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

PDL 12 HD 12 0.20 60.00 58 700 3,500 1,225,392 1,750.56

Locality een/Brown .lternative Use

Coast & Sou PDL Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.222 |
| | Net | 0.200 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 86.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 98.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 2 | 40.00 | 80.00 | 12% | 1,563 | 140,045 |
| Flat 2 High* | 2 | 4 | 65.00 | 260.00 | 12% | 1,563 | 455,146 |
| Flat 3 High* | 3 | 2 | 80.00 | 160.00 | 12% | 1,563 | 280,090 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 2 | 39.00 | 78.00 | 12% | 1,563 | 136,544 |
| Flat 2 High* | 2 | 2 | 61.00 | 122.00 | 12% | 1,563 | 213,568 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

PDL 6 6 0.10 60.00 86 514 5,140 703,666 1,369.00

Locality een/Brown .lternative Use

Coast & Sou Mixed Industrial

| | | |
|------|-------|-------|
| Area | Gross | 0.100 |
| | Net | 0.100 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 | 199,874 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 | 235,468 |
| Semi | 2 | 0 | 81.00 | 0.00 | | 1,369 | 0 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 22 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Sth Aylesham 650 20.31 32.00 91 59,380 2,923 86,691,187 1,459.94

Locality een/Brown .lternative Use
Aylesham Green Agricultural

| | | |
|------|-------|--------|
| Area | Gross | 26.200 |
| | Net | 20.313 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|-----|--------|-----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 25 | 40.00 | 1,000.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 46 | 73.00 | 3,358.00 | | 1,369 |
| | 3 | 46 | 86.00 | 3,956.00 | | 1,369 |
| Semi | 2 | 46 | 81.00 | 3,726.00 | | 1,369 |
| | 3 | 137 | 98.00 | 13,426.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 91 | 120.00 | 10,920.00 | | 1,552 |
| | 5 | 64 | 130.00 | 8,320.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 55 | 39.00 | 2,145.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 20 | 70.00 | 1,400.00 | | 1,369 |
| | 3 | 31 | 84.00 | 2,604.00 | | 1,369 |
| Semi | 2 | 16 | 79.00 | 1,264.00 | | 1,369 |
| | 3 | 20 | 93.00 | 1,860.00 | | 1,369 |
| | 4 | 33 | 97.00 | 3,201.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 20 | 110.00 | 2,200.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Nth Aylesham 500 15.63 32.00 91 45,558 2,916 66,548,102 1,460.73

Locality een/Brown .lternative Use
Aylesham Green Agricultural

| | | |
|------|-------|--------|
| Area | Gross | 26.042 |
| | Net | 15.625 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|-----|--------|-----------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 21 | 40.00 | 840.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 35 | 73.00 | 2,555.00 | | 1,369 |
| | 3 | 35 | 86.00 | 3,010.00 | | 1,369 |
| Semi | 2 | 35 | 81.00 | 2,835.00 | | 1,369 |
| | 3 | 105 | 98.00 | 10,290.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 70 | 120.00 | 8,400.00 | | 1,552 |
| | 5 | 49 | 130.00 | 6,370.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 43 | 39.00 | 1,677.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 15 | 70.00 | 1,050.00 | | 1,369 |
| | 3 | 24 | 84.00 | 2,016.00 | | 1,369 |
| Semi | 2 | 12 | 79.00 | 948.00 | | 1,369 |
| | 3 | 15 | 93.00 | 1,395.00 | | 1,369 |
| | 4 | 26 | 97.00 | 2,522.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 15 | 110.00 | 1,650.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Base
Site make up



Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Whitfield 4,017 125.53 32.00 91 365,858 2,914 534,407,089 1,460.70

Locality een/Brown .lternative Use

| Whitfield | Mixed | Mixed |
|-----------|-------|---------|
| Area | Gross | 209,219 |
| | Net | 125,531 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|-----|--------|-----------|-------|-------------|
| Market | | | | | | 0 |
| Flat | 1 | 169 | 40.00 | 6,760.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 281 | 73.00 | 20,513.00 | 1,369 | 28,082,297 |
| | 3 | 281 | 86.00 | 24,166.00 | 1,369 | 33,083,254 |
| Semi | 2 | 281 | 81.00 | 22,761.00 | 1,369 | 31,159,809 |
| | 3 | 844 | 98.00 | 82,712.00 | 1,369 | 113,232,728 |
| | 4 | 0 | 115.00 | 0.00 | 1,552 | 0 |
| Det | 4 | 562 | 120.00 | 67,440.00 | 1,552 | 104,666,880 |
| | 5 | 394 | 130.00 | 51,220.00 | 1,552 | 79,493,440 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 348 | 39.00 | 13,572.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 121 | 70.00 | 8,470.00 | 1,369 | 11,595,430 |
| | 3 | 193 | 84.00 | 16,212.00 | 1,369 | 22,194,228 |
| Semi | 2 | 96 | 79.00 | 7,584.00 | 1,369 | 10,382,496 |
| | 3 | 121 | 93.00 | 11,253.00 | 1,369 | 15,405,357 |
| | 4 | 205 | 97.00 | 19,885.00 | 1,552 | 30,861,520 |
| Det | 4 | 0 | 106.00 | 0.00 | 1,552 | 0 |
| | 5 | 121 | 110.00 | 13,310.00 | 1,552 | 20,657,120 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Number 25 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Whitfield Plus 4,617 144.28 32.00 91 420,477 2,914 614,157,360 1,460.62

Locality een/Brown .lternative Use

| Whitfield | Green | Agricultural |
|-----------|-------|--------------|
| Area | Gross | 240,469 |
| | Net | 144,281 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|-----|--------|-----------|-------|-------------|
| Market | | | | | | 0 |
| Flat | 1 | 194 | 40.00 | 7,760.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 323 | 73.00 | 23,579.00 | 1,369 | 32,279,651 |
| | 3 | 323 | 86.00 | 27,778.00 | 1,369 | 38,028,082 |
| Semi | 2 | 323 | 81.00 | 26,163.00 | 1,369 | 35,817,147 |
| | 3 | 971 | 98.00 | 95,158.00 | 1,369 | 130,271,302 |
| | 4 | 0 | 115.00 | 0.00 | 1,552 | 0 |
| Det | 4 | 646 | 120.00 | 77,520.00 | 1,552 | 120,311,040 |
| | 5 | 452 | 130.00 | 58,760.00 | 1,552 | 91,195,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 400 | 39.00 | 15,600.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 139 | 70.00 | 9,730.00 | 1,369 | 13,320,370 |
| | 3 | 222 | 84.00 | 18,648.00 | 1,369 | 25,529,112 |
| Semi | 2 | 111 | 79.00 | 8,769.00 | 1,369 | 12,004,761 |
| | 3 | 139 | 93.00 | 12,927.00 | 1,369 | 17,697,063 |
| | 4 | 235 | 97.00 | 22,795.00 | 1,552 | 35,377,840 |
| Det | 4 | 0 | 106.00 | 0.00 | 1,552 | 0 |
| | 5 | 139 | 110.00 | 15,290.00 | 1,552 | 23,730,080 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |

Base
Site make up



| | | | | | | | | | |
|-----------------------|----|--------------|--------------|---------------|-----------|----------------|--------------|--------------------|-----------------|
| Number | 26 | Units | Area | Density erage | Unit Size | Developed | Density | Total Cost | Rate |
| | | | ha | Units/ha | m2 | m2 | m2/ha | | £/m2 |
| Potential Deal | | 2,500 | 78.13 | 32.00 | 91 | 227,674 | 2,914 | 332,568,296 | 1,460.72 |

Locality een/Brown .Iternative Use

| Deal | Green | Agricultural |
|------|-------|--------------|
| Area | Gross | 130.208 |
| | Net | 78.125 |

| | Beds | No | | m2 | Total | | BCIS | COST |
|-------------------|------|-----|--|--------|-----------|-----|-------|------------|
| Market | | | | | | | | 0 |
| Flat | 1 | 105 | | 40.00 | 4,200.00 | 10% | 1,502 | 6,939,240 |
| | 2 | 0 | | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 175 | | 73.00 | 12,775.00 | | 1,369 | 17,488,975 |
| | 3 | 175 | | 86.00 | 15,050.00 | | 1,369 | 20,603,450 |
| Semi | 2 | 175 | | 81.00 | 14,175.00 | | 1,369 | 19,405,575 |
| | 3 | 525 | | 98.00 | 51,450.00 | | 1,369 | 70,435,050 |
| | 4 | 0 | | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 350 | | 120.00 | 42,000.00 | | 1,552 | 65,184,000 |
| | 5 | 245 | | 130.00 | 31,850.00 | | 1,552 | 49,431,200 |
| Flat 1 High* | 1 | 0 | | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | | |
| Flat | 1 | 217 | | 39.00 | 8,463.00 | 10% | 1,502 | 13,982,569 |
| | 2 | 0 | | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 75 | | 70.00 | 5,250.00 | | 1,369 | 7,187,250 |
| | 3 | 120 | | 84.00 | 10,080.00 | | 1,369 | 13,799,520 |
| Semi | 2 | 60 | | 79.00 | 4,740.00 | | 1,369 | 6,489,060 |
| | 3 | 75 | | 93.00 | 6,975.00 | | 1,369 | 9,548,775 |
| | 4 | 128 | | 97.00 | 12,416.00 | | 1,552 | 19,269,632 |
| Det | 4 | 0 | | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 75 | | 110.00 | 8,250.00 | | 1,552 | 12,804,000 |
| Flat 1 High* | 1 | 0 | | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
For Apps



| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 9 | Site 16 | Site 18 | Site 19 | Site 20 | Site 22 | Site 23 | Site 24 | Site 25 | Site 26 |
|--------------------------------|---------------------|--------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----------------------------|-----------------------------|------------------------------|------------------------------|------------------------------|--------------------------------|-----------------------------|-----------------------------|-----------------|-----------------|-------------------------|
| | | | Large Green 400 | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 | Medium Green 20 LD | Small Green 12 | Small 6 | PDL 30 | PDL 12 | PDL 12 HD | PDL 6 | Sth Aylesham | Nth Aylesham | Whitfield | Whitfield Plus | Potential Deal |
| Green/brown field Use Locality | | | Green Agricultural Coast & South | Green Agricultural Coast & South | Green Agricultural Coast & South | Green Agricultural Coast & South | Green Agricultural Coast & South | Green Agricultural Coast & South | Green Paddock Coast & South | Green Paddock Coast & South | PDL Industrial Coast & South | PDL Industrial Coast & South | PDL Industrial Coast & South | Mixed Industrial Coast & South | Green Agricultural Aylesham | Green Agricultural Aylesham | Mixed Whitfield | Green Whitfield | Green Agricultural Deal |
| Site Area | Gross | ha | 13.33 | 5.00 | 2.67 | 1.33 | 0.67 | 0.80 | 0.40 | 0.20 | 0.86 | 0.30 | 0.22 | 0.10 | 26.20 | 26.04 | 209.22 | 240.47 | 130.21 |
| | Net | ha | 11.12 | 4.16 | 2.22 | 1.11 | 0.56 | 0.69 | 0.33 | 0.20 | 0.69 | 0.24 | 0.20 | 0.10 | 20.31 | 15.63 | 125.53 | 144.28 | 78.13 |
| Units | | | 400 | 150 | 80 | 40 | 20 | 20 | 12 | 6 | 30 | 12 | 12 | 6 | 650 | 500 | 4,017 | 4,617 | 2,500 |
| Average Unit Size | | m2 | 90.97 | 92.53 | 91.09 | 91.38 | 91.20 | 94.10 | 93.67 | 97.67 | 86.97 | 82.00 | 58.33 | 85.67 | 91.35 | 91.12 | 91.08 | 91.07 | 91.07 |
| Mix | Intermediate to Buy | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | 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% |
| Price | Market | £/m2 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,300 | 3,500 | 3,500 | 3,350 | 3,350 | 4,250 | 3,350 | 3,100 | 3,100 | 3,100 | 3,100 | 3,300 |
| | Intermediate to Buy | £/m2 | 2,310 | 2,310 | 2,310 | 2,310 | 2,310 | 2,310 | 2,450 | 2,450 | 2,345 | 2,345 | 2,975 | 2,345 | 2,170 | 2,170 | 2,170 | 2,170 | 2,310 |
| | Affordable Rent | £/m2 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 |
| | Social Rent | £/m2 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 25,000 | 22,500 | 22,500 | 22,500 | 22,500 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | | | | | |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 1,461 | 1,457 | 1,459 | 1,462 | 1,470 | 1,461 | 1,455 | 1,447 | 1,440 | 1,369 | 1,751 | 1,369 | 1,460 | 1,461 | 1,461 | 1,461 | 1,461 |
| FHS | | % | 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 Design | | £/m2 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| Acc & Adpt | | £/m2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Water | | £/m2 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 |
| Small Sites | | % | | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 10.66% | 10.66% | 15.66% | 10.66% | 5.66% | 10.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% |
| Pre CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Post CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| | | £/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 |
| Inf Tariff | | % | 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% | 5.00% | 5.00% | 5.00% | 5.00% | 2.50% | 2.50% | 2.50% | 2.50% | 2.50% |
| Abnormals | | % | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | | | | | |
| | | £/site | | | | | | | | | | | | | | | | | |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | 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% |
| | 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% |
| | Misc. | £ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Developers Profit | 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% |
| | 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% |

| | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 9 | Site 16 | Site 18 | Site 19 | Site 20 | Site 22 | Site 23 | Site 24 | Site 25 | Site 26 |
|--------------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------|------------------|-------------------|-------------------|-------------------|---------------------|-----------------------|-----------------------|----------------|-----------------------|-----------------------|
| | | Large Green 400 | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 | Medium Green 20 LD | Small Green 12 | Small 6 | PDL 30 | PDL 12 | PDL 12 HD | PDL 6 | Sth Aylesham | Nth Aylesham | Whitfield | Whitfield Plus | Potential Deal |
| Green/brown field Use | | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Paddock | Green Paddock | PDL Industrial | PDL Industrial | PDL Industrial | Mixed Industrial | Green Agricultural | Green Agricultural | Mixed Mixed | Green Agricultural | Green Agricultural |
| Site Are Gross | ha | 13.33 | 5.00 | 2.67 | 1.33 | 0.67 | 0.80 | 0.40 | 0.20 | 0.86 | 0.30 | 0.22 | 0.10 | 26.20 | 26.04 | 209.22 | 240.47 | 130.21 |
| Net | ha | 11.12 | 4.16 | 2.22 | 1.11 | 0.56 | 0.69 | 0.33 | 0.20 | 0.69 | 0.24 | 0.20 | 0.10 | 20.31 | 15.63 | 125.53 | 144.28 | 78.13 |
| Units | | 400 | 150 | 80 | 40 | 20 | 20 | 12 | 6 | 30 | 12 | 12 | 6 | 650 | 500 | 4017 | 4617 | 2500 |
| Mix | Market | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 100.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% |
| | Intermediate to Buy | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 0.00% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 0.00% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | 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% |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 25,000 | 22,500 | 22,500 | 22,500 | 22,500 |
| | £ site | 300,000 | 112,500 | 60,000 | 30,000 | 15,000 | 18,000 | 20,000 | 10,000 | 1,028,571 | 360,000 | 266,667 | 120,000 | 655,000 | 585,938 | 4,707,422 | 5,410,547 | 2,929,688 |
| Uplift | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 |
| | £ site | 5,333,333 | 2,000,000 | 1,066,667 | 533,333 | 266,667 | 320,000 | 160,000 | 80,000 | 205,714 | 72,000 | 53,333 | 24,000 | 10,480,000 | 10,416,667 | 83,687,500 | 96,187,500 | 52,083,333 |
| Benchmark Land Value | £/ha | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 450,000 | 450,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 425,000 | 422,500 | 422,500 | 422,500 | 422,500 |
| | £ site | 5,633,333 | 2,112,500 | 1,126,667 | 563,333 | 281,667 | 338,000 | 180,000 | 90,000 | 1,234,286 | 432,000 | 320,000 | 144,000 | 11,135,000 | 11,002,604 | 88,394,922 | 101,598,047 | 101,598,047 |
| Residua Gross | £/ha | 578,253 | 640,371 | 632,236 | 615,283 | 613,013 | 570,910 | 1,181,509 | 1,395,746 | 479,326 | 951,788 | 1,309,643 | 2,746,061 | 37,724 | 32,499 | -38,545 | -45,710 | 115,510 |
| Net | £/ha | 693,580 | 770,561 | 758,397 | 738,518 | 736,198 | 666,306 | 1,427,040 | 1,395,746 | 591,324 | 1,199,070 | 1,455,159 | 2,746,061 | 48,659 | 54,166 | -64,242 | -76,183 | 192,516 |
| | £ site | 7,710,035 | 3,201,855 | 1,685,962 | 820,378 | 408,676 | 456,728 | 472,604 | 279,149 | 410,851 | 285,536 | 291,032 | 274,606 | 988,378 | 846,338 | -8,064,368 | -10,991,767 | 15,040,344 |
| Additional Profit | £ site | 3,478,569 | 1,580,397 | 835,794 | 376,508 | 186,122 | 184,805 | 357,669 | 227,965 | -853,331 | -147,772 | -8,118 | 193,891 | -46,635,468 | -12,000,095 | -140,101,792 | -178,188,189 | -59,492,457 |
| | £/m2 | 127 | 152 | 152 | 138 | 134 | 127 | 424 | 487 | -433 | -208 | -15 | 377 | -1,043 | -350 | -508 | -563 | -347 |



| SITE NAME Site 1 Large Green 400 | | | | | | |
|----------------------------------|------------------|-----|--------|------------|-------------|--------|
| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
| Market Housing | 97.9 | 70% | 280 | 3,300 | 90,492,600 | 27,422 |
| Shared Ownership | 74.7 | 11% | 42 | 2,310 | 7,249,820 | 3,138 |
| Affordable Rent | 74.7 | 20% | 78 | 1,930 | 11,249,102 | 5,829 |
| Social Rent | 74.7 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 11.12 ha | | 36 | /ha | 108,991,521 | 36,389 |
| SITE AREA - Gross | 13.33 ha | | 30 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 7,710,035 | 693,580 | 578,253 |
| Alternative Use Value | 300,000 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 5,333,333 | 400,000 |
| Viability Threshold | 5,633,333 | | 422,500 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 3,478,569 | 127 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -307,845

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | unit or m2 | Total |
| Land | | 19,275 | 7,710,035 |
| Stamp Duty | | | 375,002 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 115,651 | 490,652 |
| PLANNING | | | |
| Planning Fee | | | 71,400 |
| Architects | 4.00% | | 2,685,370 |
| QS / PM | 0.50% | | 335,671 |
| Planning Consultants | 1.00% | | 671,343 |
| Other Professional | 2.50% | 1,678,356 | 5,442,140 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,757 | | 63,935,858 |
| s106 / CIL / IT | | | 1,600,000 |
| Contingency | 2.50% | | 1,598,396 |
| Abnormals | | | 0 |
| | | | 67,134,254 |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 3.0% | | 3,269,746 |
| Legals | 0.5% | | 544,958 |
| Misc. | | | 0 |
| | | | 3,814,703 |
| Developers Profit | | | 15,836,205 |
| Market Housing | 17.50% | | 3,237,311 |
| Affordable Housing | 17.50% | | |

| Planning fee calc | | | |
|-------------------|------|------|--------|
| Planning app fee | dwgs | rate | |
| No dwgs | 400 | | 23,100 |
| No dwgs under 5l | 50 | 462 | 23,100 |
| No dwgs over 5l | 350 | 138 | 48,300 |
| | | | 71,400 |

| Stamp duty calc - Residual | |
|----------------------------|-----------|
| Land payment | Total |
| | 7,710,035 |
| | 375,002 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------|
| Land payment | 0% | 1% | |
| 125,000 | | 3% | |
| 250,000 | | 3% | |
| 500,000 | | 4% | |
| 1,000,000 | | 5% | |
| above | | 5% | |
| | | | 281,667 |

| | | | |
|--------------|-------|---------------|-----------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 1,600,000 |
| | | | 0 |
| | | | 1,600,000 |

| | | | |
|---------------|-------|---------------|-----------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 1,600,000 |
| CIL | 0 | £/m2 | 0 |
| | | | 1,600,000 |

| Build Cost /m2 | |
|----------------|-------|
| Item | Cost |
| BCIS | 1,461 |
| FHS | 45 |
| Energy | 10 |
| Design | 0 |
| Acc & Adpt | 12 |
| Water | 0 |
| Small Sites | 0 |
| Site Costs | 229 |
| | 1,757 |

| | | | |
|-----|-------|-------|---|
| 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 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 17 | 17 | | | 111 | |
| Market Housing | | | 0 | 0 | | | 0 | 0 | | | 3,845,936 | 3,845,936 | | | 3,845,936 | 3,845,936 | | | 3,845,936 | 3,845,936 | | | 25,111,697 | |
| Shared Ownership | | | 0 | 0 | | | 0 | 0 | | | 308,117 | 308,117 | | | 308,117 | 308,117 | | | 308,117 | 308,117 | | | 2,011,825 | |
| Affordable Rent | | | 0 | 0 | | | 0 | 0 | | | 478,087 | 478,087 | | | 478,087 | 478,087 | | | 478,087 | 478,087 | | | 3,121,626 | |
| Social Rent | | | 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 | |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 30,245,147 | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 375,002 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 115,651 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 71,400 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 1,342,685 | | 1,342,685 | | | | | | | | | | | | | | | | | | | | | |
| QS | 167,836 | | 167,836 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 335,671 | | 335,671 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 839,178 | | 839,178 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | 0 | 905,758 | 1,811,516 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | 2,717,274 | |
| s106/CIL | | 0 | 22,667 | 45,333 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | 68,000 | |
| Contingency | | 0 | 22,644 | 45,288 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | 67,932 | |
| Abnormals | | 0 | 0 | 0 | 0 | 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 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 907,354 | |
| Legal and Valuation | | 0 | 0 | 0 | 0 | 0 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 151,226 | |
| Agents | | 0 | 0 | 0 | 0 | 0 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 138,964 | 907,354 | |
| Legals | | 0 | 0 | 0 | 0 | 0 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 23,161 | 151,226 | |
| Misc. | | 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 | 3,247,422 | 0 | 3,636,439 | 1,902,137 | 2,853,206 | 2,853,206 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 3,015,331 | 1,058,580 | |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | | 7,710,035 | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 178,059 | 180,952 | 242,985 | 277,843 | 328,723 | 380,429 | 360,338 | 339,920 | 319,171 | 298,084 | 276,655 | 254,877 | 232,746 | 210,255 | 187,398 | 164,170 | 140,565 | 116,576 | 92,197 | 152,879 | 199,091 | 230,600 | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | 161,709 |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | 15,836,205 |
| Cash Flow | -10,957,458 | -178,059 | -3,817,391 | -2,145,122 | -3,131,049 | -3,181,928 | 1,236,380 | 1,256,471 | 1,276,889 | 1,297,638 | 1,318,725 | 1,340,154 | 1,361,932 | 1,384,063 | 1,406,554 | 1,429,411 | 1,452,639 | 1,476,244 | 1,500,233 | -3,734,238 | -2,843,851 | -1,938,995 | 4,239,415 | |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | 9,951,341 |
| Closing Balance | -10,957,458 | -11,135,516 | -14,952,907 | -17,098,029 | -20,229,078 | -23,411,006 | -22,174,626 | -20,918,155 | -19,641,266 | -18,343,627 | -17,024,902 | -15,684,748 | -14,322,816 | -12,938,753 | -11,532,199 | -10,102,788 | -8,650,150 | -7,173,906 | -5,673,673 | -4,407,911 | -3,251,762 | -1,490,756 | -9,951,341 | |

| 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 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 4,632,140 | 30,245,147 | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 5,633,333 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 281,667 | 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 | |
| Legals Acquisition | 84,500 | | | | | | | | | | | | | | | | | | | | | | | |



| SITE NAME Site 2 Large Green 150 | | | | | | |
|----------------------------------|------------------|-----|--------|------------|------------|--------|
| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
| Market Housing | 99.1 | 70% | 105 | 3,300 | 34,339,800 | 10,406 |
| Shared Ownership | 77.2 | 11% | 16 | 2,310 | 2,808,729 | 1,216 |
| Affordable Rent | 77.2 | 20% | 29 | 1,930 | 4,358,133 | 2,258 |
| Social Rent | 77.2 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 4.16 ha | | 36 | /ha | 41,506,662 | 13,880 |
| SITE AREA - Gross | 5.00 ha | | 30 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 3,201,855 | 770,561 | 640,371 |
| Alternative Use Value | 112,500 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 2,000,000 | 400,000 |
| Viability Threshold | 2,112,500 | | 422,500 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 1,580,397 | 152 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -111,493

Check on phasing dwgs ros
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|------------|------------|------------|
| LAND | Unit or m2 | Total | |
| Land | 21,346 | 149,593 | 3,201,855 |
| Stamp Duty | | 0 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 48,028 | 197,621 |
| PLANNING | | | |
| Planning Fee | | 36,900 | |
| Architects | 4.00% | 1,021,739 | |
| QS / PM | 0.50% | 127,717 | |
| Planning Consultants | 1.00% | 255,435 | |
| Other Professional | 2.50% | 638,587 | 2,080,378 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,753 | 24,335,101 | |
| s106 / CIL / IT | | 600,000 | |
| Contingency | 2.50% | 608,378 | |
| Abnormals | | 0 | 25,543,479 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 1,245,200 | |
| Legals | 0.5% | 207,533 | |
| Misc. | | 0 | 1,452,733 |
| | | 32,476,066 | |
| Developers Profit | | | |
| Market Housing | 17.50% | | 6,009,465 |
| Affordable Housing | 17.50% | | 1,254,201 |

| Planning fee calc | | | |
|-------------------|------|-------|--------|
| Planning app fee | dwgs | rate | |
| No dwgs | 150 | | |
| No dwgs under | 50 | 462 | 23,100 |
| No dwgs over 5t | 100 | 138 | 13,800 |
| | | Total | 36,900 |

| Stamp duty calc - Residual | |
|----------------------------|-----------|
| Land payment | Total |
| | 3,201,855 |
| | 149,593 |

| Stamp duty calc - Add Profit | | |
|------------------------------|---------|-----------|
| Land payment | 0% | 1% |
| 125,000 | 250,000 | 500,000 |
| 1,000,000 | above | |
| | 5% | 5% |
| | | Total |
| | | 2,112,500 |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| | | Total | 600,000 |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| CIL | 0 | £/m2 | 0 |
| | | Total | 600,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Cost | % |
| BCIS | 1,457 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 228 | 16% |
| | | 1,753 |

| | | | |
|-----|-------|-------|---|
| 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 | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 | 3,433,980 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 | 280,873 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 |
| 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 149,593 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 48,028 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 36,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 510,870 | | 510,870 | | | | | | | | | | | | | | | | | | | | | |
| QS | 63,859 | | 63,859 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 127,717 | | 127,717 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 319,293 | | 319,293 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 811,170 | 1,622,340 | | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 |
| s106/CIL | 0 | 20,000 | 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 | 60,000 | 60,000 | 60,000 |
| Contingency | 0 | 20,279 | 40,559 | | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 |
| Abnormals | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 | 124,520 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 | 20,753 |
| 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 | 1,256,260 | 0 | 1,873,188 | 1,702,899 | 2,554,348 | 2,554,348 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 2,699,621 | 1,848,172 | 996,723 | 145,273 | 145,273 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 3,201,855 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 72,444 | 73,622 | 105,257 | 134,640 | 178,336 | 222,742 | 202,782 | 182,498 | 161,884 | 140,935 | 119,646 | 98,010 | 62,188 | 11,947 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -4,458,115 | -72,444 | -1,946,810 | -1,808,156 | -2,688,988 | -2,732,684 | 1,228,303 | 1,248,263 | 1,268,547 | 1,289,161 | 1,310,110 | 1,331,399 | 2,204,484 | 3,091,756 | 3,993,446 | 4,005,393 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -4,458,115 | -4,530,560 | -6,477,370 | -8,285,525 | -10,974,513 | -13,707,197 | -12,478,894 | -11,230,631 | -9,962,084 | -8,672,922 | -7,362,812 | -6,031,413 | -3,826,929 | -735,173 | 3,258,273 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 | 7,263,666 |

| 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 | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 | 4,150,666 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,112,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 105,625 | 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 | 31,688 | 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 | 36,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 510,870 | 0 | 510,870 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | |



Base Site 3

SITE NAME Site 3 Medium Green 80

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, and Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = -59,104

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals and grand totals.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5l, No dwgs over 5l.

Stamp duty calc - Residual table with columns: Land payment, Total. Total is 1,685,962.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Total is 1,126,667.

Pre CIL s106 table with columns: 4,000 £/Unit (all), Total. Total is 320,000.

Post CIL s106 table with columns: 4,000 £/Unit (all), CIL, Total. Total is 320,000.

Build Cost table with columns: /m2, 3.10%, 0%, 16%. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT % GDV table with columns: % GDV, 0.00%, 0.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For CIL calculation.



Base Site 4

SITE NAME Site 4 Medium Green 40

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, No dwgs, No dwgs under 5l, No dwgs over 5l, dwgs, rate, Total.

Build Cost table with columns: /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs, Total.

Stamp duty calc - Residual table with columns: Land payment, Total.

Stamp duty calc - Add Profit table with columns: Land payment, 0%, 1%, 250,000, 1%, 3%, 500,000, 3%, 4%, 1,000,000, 4%, 0%, above, 5%, 4%, Total.

Pre CIL s106 table with columns: 4,000 £/ Unit (all), Total, 160,000.

LIT % GDV table with columns: LIT, % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 £/ Unit (all), 160,000, CIL, 0 £/m2, Total, 160,000.

Sales per Quarter, Unit Build Time table.

RUN Residual MACRO ctrl+r Closing balance = 0

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Values: 820,378, 738,518, 615,283.

RUN CIL MACRO ctrl+l Closing balance = -28,739

Check on phasing dwgs nos correct

Additional Profit table with columns: £/m2, 376,506, 138.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.



Base Site 5

SITE NAME Site 5 Medium Green 20

Table with columns: INCOME, Av Size, %, Number, Price, GDV, GIA. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, No dwgs, No dwgs under, No dwgs over 5l. Includes rates and totals.

Build Cost table with columns: /m2, 3.10%, 0%, 16%. Includes items like BCIS, FHS, Energy, Design, etc.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 408,676.

Stamp duty calc - Add Profit table with columns: Land payment, 0%, 1%, 250,000, 500,000, 1,000,000, above. Shows a total of 281,667.

Pre CIL s106 table with columns: 4,000 E/ Unit (all), Total, 80,000.

LIT % GDV table with columns: % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 E/ Unit (all), CIL, Total, 80,000.

Sales per Quarter, Unit Build Time table.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -14,594

Check on phasing dwgs nos correct

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Includes Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Additional Profit table with columns: E/m2, 134.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.



Base Site 6

SITE NAME Site 6 Medium Green 20 LD

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -15,088

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals and grand totals.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5t, No dwgs over 5t.

Stamp duty calc - Residual table with columns: Land payment, Total. Includes a visual representation of a site area.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Includes a visual representation of a site area.

Pre CIL s106 table with columns: Pre CIL s106, £/Unit (all), Total.

Post CIL s106 table with columns: Post CIL s106, £/Unit (all), CIL, £/m2, Total.

Build Cost table with columns: Build Cost, /m2. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT table with columns: LIT, % GDV.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For CIL calculation.



Base Site 7

SITE NAME Site 7 Small Green 12

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, and Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = -8,630

Check on phasing dwgs ros correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5t, No dwgs over 5t.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 472,604.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows a total of 180,000.

Pre CIL s106 table with columns: Pre CIL s106, £/ Unit (all), Total. Shows a total of 48,000.

Post CIL s106 table with columns: Post CIL s106, £/ Unit (all), CIL, £/m2, Total. Shows a total of 48,000.

Build Cost table with columns: /m2, 3.10%, 0%, 11%. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT table with columns: % GDV, 0.00%, 0.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For CIL calculation.



Base Site 9

SITE NAME Site 9 Small 6

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows: No dwgs, No dwgs under 6, No dwgs over 5l.

Build Cost table with columns: /m2, 3.10%, 0%, 11%. Rows: BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 279,149.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows a total of 90,000.

Pre CIL s106 table with columns: 4,000 £/ Unit (all), Total. Shows a total of 24,000.

LIT % GDV table with columns: % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 £/ Unit (all), 24,000, CIL, 0 £/m2, Total. Shows a total of 24,000.

Sales per Quarter table with columns: 0, 3 Quarters.

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Shows values for 279,149 and 1,395,746.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -4,630

Check on phasing dwgs nos correct

Additional Profit table with columns: £/m2, 227,965, 487.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.



SITE NAME Site 16 PDL 30

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 94.0 | 70% | 21 | 3,350 | 6,609,383 | 1,973 |
| Shared Ownership | 73.0 | 11% | 3 | 2,345 | 539,233 | 230 |
| Affordable Rent | 73.0 | 20% | 6 | 1,930 | 824,207 | 427 |
| Social Rent | 73.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.69 ha | | 43 | /ha | 7,972,822 | 2,630 |
| SITE AREA - Gross | 0.86 ha | | 35 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 410,851 | 591,324 | 479,326 |
| Alternative Use Value | 1,028,571 | | 1,200,000 |
| Uplift | 20% | 205,714 | 240,000 |
| Plus /ha | 0 | 0 | 0 |
| Viability Threshold | 1,234,286 | | 1,440,000 |

| | | |
|-------------------|----------|------|
| Additional Profit | -853,331 | -433 |
|-------------------|----------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -22,391

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | Unit or m2 | Total |
|--------------------------|--------|------------|-----------|
| LAND | | | |
| Land | | 13,695 | 410,851 |
| Stamp Duty | | | 10,043 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 6,163 | 16,205 |
| PLANNING | | | |
| Planning Fee | | | 13,860 |
| Architects | 4.00% | 205,284 | |
| QS / PM | 0.50% | 25,660 | |
| Planning Consultants | 1.00% | 51,321 | |
| Other Professional | 2.50% | 128,302 | 424,427 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,733 | 4,556,445 | |
| s106 / CIL / IT | | 120,000 | |
| Contingency | 5.00% | 227,822 | |
| Abnormals | | 5,132,069 | |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 3.0% | 239,185 | |
| Legals | 0.5% | 39,864 | |
| Misc. | | 0 | 279,049 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 1,156,642 |
| Affordable Housing | 17.50% | | 238,602 |

| Planning fee calc | dwgs | rate | |
|-------------------|------|------|--------|
| Planning app fee | 30 | | 13,860 |
| No dwgs | 30 | 462 | 13,860 |
| No dwgs under | 0 | 138 | 0 |
| No dwgs over 5t | 0 | | 0 |
| Total | | | 13,860 |

| Stamp duty calc - Residual | | Total |
|----------------------------|--|---------|
| Land payment | | 410,851 |
| | | 10,043 |
| Total | | 10,043 |

| Stamp duty calc - Add Profit | | Total |
|------------------------------|----|-----------|
| Land payment | | 1,234,286 |
| 125,000 | 0% | 1% |
| 250,000 | 1% | 3% |
| 500,000 | 3% | 0% |
| 1,000,000 | 4% | 0% |
| above | 5% | 3% |
| Total | | 37,029 |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 120,000 |
| Total | | | 120,000 |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 120,000 |
| CIL | 0 | £/m2 | 0 |
| Total | | | 120,000 |

| Build Cost | /m2 | |
|--------------|-------|-------|
| BCIS | 1,440 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 226 | 16% |
| Total | 1,733 | |

| | | |
|-----|-------|---|
| LIT | % GDV | 0 |
| | 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 | 4 | | | 4 | 4 | | | 4 | 4 | | | 4 | 4 | | | 4 | 4 |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 881,251 | 881,251 | 881,251 | 881,251 | 881,251 | 881,251 | 881,251 | 440,626 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 71,898 | 71,898 | 71,898 | 71,898 | 71,898 | 71,898 | 71,898 | 35,949 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 109,894 | 54,947 | 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 | 0 | 0 | 0 | 0 | 0 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 531,521 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 10,043 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 6,163 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 13,860 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 102,642 | | 102,642 | | | | | | | | | | | | | | | | | | | | | |
| QS | 12,830 | | 12,830 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 25,660 | | 25,660 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 64,151 | | 64,151 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 202,509 | 405,017 | 607,526 | 607,526 | 607,526 | 607,526 | 607,526 | 506,272 | 303,763 | 101,254 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 5,333 | 10,667 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 16,000 | 13,333 | 8,000 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 10,125 | 20,251 | 30,376 | 30,376 | 30,376 | 30,376 | 30,376 | 25,314 | 15,188 | 5,063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 10,125 | 20,251 | 30,376 | 30,376 | 30,376 | 30,376 | 30,376 | 25,314 | 15,188 | 5,063 | 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 | 31,891 | 31,891 | 31,891 | 31,891 | 31,891 | 31,891 | 31,891 | 15,946 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 5,315 | 5,315 | 5,315 | 5,315 | 5,315 | 5,315 | 5,315 | 2,658 | 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 | 235,349 | 0 | 433,376 | 456,186 | 684,279 | 684,279 | 721,485 | 721,485 | 721,485 | 607,439 | 379,346 | 151,253 | 37,207 | 18,603 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 410,851 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 10,501 | 10,671 | 17,887 | 25,591 | 37,126 | 48,849 | 44,093 | 39,259 | 34,346 | 27,501 | 16,838 | 2,295 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -646,200 | -10,501 | -444,048 | -474,073 | -709,869 | -721,405 | 292,709 | 297,465 | 302,299 | 421,258 | 656,196 | 894,952 | 1,023,542 | 512,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -646,200 | -656,701 | -1,100,749 | -1,574,821 | -2,284,691 | -3,006,096 | -2,713,387 | -2,415,921 | -2,113,622 | -1,692,364 | -1,036,168 | -141,216 | 882,326 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 1,395,244 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 1,063,043 | 531,521 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,234,286 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 37,029 | 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 | 18,514 | 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 | 102,642 | 0 | 102,642 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 12,830 | 0 | 12,830 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | |



SITE NAME Site 18 PDL 12

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------|-----|--------|------------|-----------|--------|
| Market Housing | 84.5 | 70% | 8 | 3,350 | 2,377,830 | 710 |
| Shared Ownership | 77.0 | 11% | 1 | 2,345 | 227,512 | 97 |
| Affordable Rent | 77.0 | 20% | 2 | 1,930 | 347,747 | 180 |
| Social Rent | 77.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | | | | 0 | 0 | |
| | | | | 0 | 0 | |
| | | | | 0 | 0 | |
| SITE AREA - Net | 0.24 ha | | 50 | /ha | 2,953,089 | 987 |
| SITE AREA - Gross | 0.30 ha | | 40 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 285,536 | 1,199,070 | 951,788 |
| Alternative Use Value | 360,000 | | 1,200,000 |
| Uplift | 20% | 72,000 | 240,000 |
| Plus /ha | 0 | 0 | 0 |
| Viability Threshold | 432,000 | | 1,440,000 |

| | | |
|-------------------|----------|------|
| Additional Profit | -147,772 | -208 |
|-------------------|----------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -8,189

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|-------------|-----------|
| LAND | | /unit or m2 | Total |
| Land | | 23,795 | 285,536 |
| Stamp Duty | | | 3,777 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 4,283 | 8,060 |
| PLANNING | | | |
| Planning Fee | | 5,544 | 5,544 |
| Architects | 4.00% | 70,526 | 70,526 |
| QS / PM | 0.50% | 8,816 | 8,816 |
| Planning Consultants | 1.00% | 17,632 | 17,632 |
| Other Professional | 2.50% | 44,079 | 146,597 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,580 | 1,559,237 | 1,559,237 |
| s106 / CIL / IT | | 48,000 | 48,000 |
| Contingency | 5.00% | 77,962 | 77,962 |
| Abnormals | | 1,763,161 | 1,763,161 |
| FINANCE | | | |
| Fees | | 0 | 0 |
| Interest | 6.50% | 0 | 0 |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 88,593 | 88,593 |
| Legals | 0.5% | 14,765 | 14,765 |
| Misc. | | 0 | 103,358 |
| | | | 2,306,712 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 416,120 |
| Affordable Housing | 17.50% | | 100,670 |

| Planning fee calc | | | |
|-------------------|------|------|-------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 12 | | 5,544 |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 5,544 |

| Stamp duty calc - Residual | |
|----------------------------|---------|
| Land payment | Total |
| | 285,536 |
| | 3,777 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------------|
| Land payment | 0% | 1% | |
| 125,000 | | | 12,500 |
| 250,000 | | | 25,000 |
| 500,000 | | | 50,000 |
| 1,000,000 | | | 100,000 |
| above | | | 12,960 |
| | | | Total 432,000 |

| | | | |
|--------------|-------|---------------|--------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| | | | Total 48,000 |

| | | | |
|---------------|-------|---------------|--------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 48,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| | | |
| BCIS | 1,369 | |
| FHS | 42 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 146 | 11% |
| | 1,580 | |

| | | |
|-----|-------|-------|
| LIT | % GDV | 0 |
| | | 0.00% |

| 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 | 3 | | 2 | 3 | 2 | | | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 396,305 | 594,458 | 396,305 | 594,458 | 396,305 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 37,919 | 56,878 | 37,919 | 56,878 | 37,919 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 57,958 | 86,937 | 57,958 | 86,937 | 57,958 | 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 | 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 | 0 | 0 | 0 | 0 | 0 | 492,182 | 738,272 | 492,182 | 738,272 | 492,182 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 3,777 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 4,283 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 35,263 | | 35,263 | | | | | | | | | | | | | | | | | | | | | |
| QS | 4,408 | | 4,408 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 8,816 | | 8,816 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 22,040 | | 22,040 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 86,624 | 216,561 | 303,185 | 346,497 | 303,185 | 216,561 | 86,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 2,667 | 6,667 | 9,333 | 10,667 | 9,333 | 6,667 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 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 | 14,765 | 22,148 | 14,765 | 22,148 | 14,765 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,461 | 3,691 | 2,461 | 3,691 | 2,461 | 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 | 84,130 | 0 | 168,480 | 244,883 | 342,837 | 391,814 | 360,063 | 270,723 | 115,180 | 25,840 | 17,226 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 285,536 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 6,007 | 6,105 | 8,942 | 13,066 | 18,850 | 25,523 | 23,791 | 16,580 | 10,723 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -369,667 | -6,007 | -174,585 | -253,825 | -355,903 | -410,663 | 106,595 | 443,758 | 360,422 | 701,710 | 474,955 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -516,791 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -369,667 | -375,674 | -550,258 | -804,083 | -1,159,987 | -1,570,650 | -1,464,055 | -1,020,296 | -659,874 | 41,835 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 516,791 | 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 | 492,182 | 738,272 | 492,182 | 738,272 | 492,182 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 432,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 12,960 | 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 | 6,480 | 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 | 35,263 | 0 | 35,263 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 4,408 | 0 | 4,408 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 8,816 | 0 | 8,816 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 22,040 | 0 | 22,040 | 0 | | | | | | | | | | | | | | | | | | | | |



SITE NAME Site 19 PDL 12 HD

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 62.5 | 70% | 8 | 4,250 | 2,231,250 | 525 |
| Shared Ownership | 50.0 | 11% | 1 | 2,975 | 187,425 | 63 |
| Affordable Rent | 50.0 | 20% | 2 | 1,930 | 225,810 | 117 |
| Social Rent | 50.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.20 ha | | 60 | /ha | 2,644,485 | 705 |
| SITE AREA - Gross | 0.22 ha | | 54 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 291,032 | 1,455,159 | 1,309,643 |
| Alternative Use Value | 266,667 | | 1,200,000 |
| Uplift | 53,333 | | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 320,000 | | 1,440,000 |

| | | |
|-------------------|--------|-----|
| Additional Profit | -8,118 | -15 |
|-------------------|--------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -5,850

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|------------|-----------|-----------|
| LAND | Unit or m2 | Total | |
| Land | 24,253 | 4,052 | 291,032 |
| Stamp Duty | | 0 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 4,365 | 8,417 |
| PLANNING | | | |
| Planning Fee | | 5,544 | |
| Architects | 4.00% | 61,674 | |
| QS / PM | 0.50% | 7,709 | |
| Planning Consultants | 1.00% | 15,419 | |
| Other Professional | 2.50% | 38,546 | 128,892 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,926 | 1,358,048 | |
| s106 / CIL / IT | | 48,000 | |
| Contingency | 5.00% | 67,902 | |
| Abnormals | | 67,902 | 1,541,853 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 79,335 | |
| Legals | 0.5% | 13,222 | |
| Misc. | | 0 | 92,557 |
| | | | 2,062,751 |
| Developers Profit | | | |
| Market Housing | | 17.50% | 390,469 |
| Affordable Housing | | 17.50% | 72,316 |

| Planning fee calc | | | |
|-------------------|------|------|-------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 12 | | 5,544 |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 5,544 |

| Stamp duty calc - Residual | |
|----------------------------|---------|
| Land payment | Total |
| | 291,032 |
| | 4,052 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|-------------|
| Land payment | 0% | 1% | |
| 125,000 | | | 320,000 |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 3% | |
| | | | Total 9,600 |

| | | | |
|--------------|-------|---------------|--------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | |
| | | | Total 48,000 |

| | | | |
|---------------|-------|---------------|--------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 48,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Value | % |
| BCIS | 1,751 | |
| FHS | 54 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 99 | 6% |
| | 1,926 | |

| | | |
|-----|-------|-------|
| LIT | % GDV | 0 |
| | | 0.00% |

| 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 3 | | | | 2 3 2 | | | | | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 371,875 | 557,813 | 371,875 | 557,813 | 371,875 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 31,238 | 46,856 | 31,238 | 46,856 | 31,238 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 37,635 | 56,453 | 37,635 | 56,453 | 37,635 | 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 | 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 | 0 | 0 | 0 | 0 | 0 | 440,748 | 661,121 | 440,748 | 661,121 | 440,748 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 4,052 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 4,365 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 30,837 | | 30,837 | | | | | | | | | | | | | | | | | | | | | |
| QS | 3,855 | | 3,855 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 7,709 | | 7,709 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 19,273 | | 19,273 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 75,447 | 188,618 | 264,065 | 301,788 | 264,065 | 188,618 | 75,447 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 2,667 | 6,667 | 6,667 | 9,333 | 10,667 | 9,333 | 6,667 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 3,772 | 9,431 | 9,431 | 13,203 | 15,089 | 13,203 | 9,431 | 3,772 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 3,772 | 9,431 | 9,431 | 13,203 | 15,089 | 13,203 | 9,431 | 3,772 | 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 | 13,222 | 19,834 | 13,222 | 19,834 | 13,222 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,204 | 3,306 | 2,204 | 3,306 | 2,204 | 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 | 75,635 | 0 | 147,333 | 214,146 | 299,805 | 342,634 | 315,231 | 237,285 | 101,085 | 23,139 | 15,426 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 291,032 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 5,958 | 6,055 | 8,548 | 12,166 | 17,236 | 23,084 | 21,419 | 14,880 | 9,602 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -366,667 | -5,958 | -153,388 | -222,694 | -311,971 | -359,870 | 102,433 | 402,416 | 324,783 | 628,380 | 425,321 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -462,785 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -366,667 | -372,625 | -526,013 | -748,707 | -1,060,678 | -1,420,548 | -1,318,115 | -915,699 | -590,916 | 37,464 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 462,785 | 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 | 0 0 0 0 | | | | 0 0 440,748 661,121 | | | | 440,748 661,121 440,748 0 | | | | 0 0 0 0 | | | | 0 0 0 0 | | | | 0 0 0 0 | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 320,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 9,600 | 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 | 4,800 | 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 | 30,837 | 0 | 30,837 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 3,855 | 0 | 3,855 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 7,709 | 0 | 7,709 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 19,273 | 0 | 19,273 | 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 | 75,447 | 188,618 | 264,065 | 301,788 | 264,065 | 188,618 | 75,447 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| POTENTIAL CIL | | | -2,706 | -2,706 | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | 8,000 | 12,000 | 8,000 | 12,000 | 8,000 | 12,000 | 8,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 3,772 | 9,431 | 13,203 | 15,089 | 13,20 | | | | | | | | | | | | | | | | | |



SITE NAME Site 20 PDL 6

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|------|--------|------------|-----------|--------|
| Market Housing | 85.7 | 100% | 6 | 3,350 | 1,721,900 | 514 |
| Shared Ownership | 85.7 | 0% | 0 | 2,345 | 0 | 0 |
| Affordable Rent | 85.7 | 0% | 0 | 1,930 | 0 | 0 |
| Social Rent | 85.7 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.10 ha | | 60 | /ha | 1,721,900 | 514 |
| SITE AREA - Gross | 0.10 ha | | 60 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 274,606 | 2,746,061 | 2,746,061 |
| Alternative Use Value | 120,000 | | 1,200,000 |
| Uplift | 20% | 24,000 | 240,000 |
| Plus /ha | 0 | | 0 |
| Viability Threshold | 144,000 | | 1,440,000 |

| | | |
|-------------------|---------|-----|
| Additional Profit | 193,891 | 377 |
|-------------------|---------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = -4,357

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|------------|---------|-----------|
| LAND | Unit or m2 | Total | |
| Land | 45,768 | 274,606 | |
| Stamp Duty | | 3,230 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 4,119 | 7,349 |
| PLANNING | | | |
| Planning Fee | | 2,772 | |
| Architects | 4.00% | 36,688 | |
| QS / PM | 0.50% | 4,586 | |
| Planning Consultants | 1.00% | 9,172 | |
| Other Professional | 2.50% | 22,930 | 76,148 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,580 | 812,004 | |
| s106 / CIL / IT | | 24,000 | |
| Contingency | 5.00% | 40,600 | |
| Abnormals | | 40,600 | 917,204 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 51,657 | |
| Legals | 0.5% | 8,610 | |
| Misc. | | 0 | 60,267 |
| | | | 1,335,575 |
| Developers Profit | | | |
| Market Housing | | 17.50% | 301,333 |
| Affordable Housing | | 17.50% | 0 |

| Planning fee calc | | | |
|-------------------|------|------|-------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 6 | | 2,772 |
| No dwgs under | 6 | 462 | 2,772 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 2,772 |

| Stamp duty calc - Residual | |
|----------------------------|---------------|
| Land payment | Total |
| | 274,606 |
| | 3,230 |
| | Total 277,836 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|-------------|
| Land payment | 0% | 1% | |
| 125,000 | | | 1,250 |
| 250,000 | | | 2,500 |
| 500,000 | | | 5,000 |
| 1,000,000 | | | 10,000 |
| above | | | 12,800 |
| | | | Total 4,320 |

| | | | |
|--------------|-------|---------------|--------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 24,000 |
| | | | Total 24,000 |

| | | | |
|---------------|-------|---------------|--------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 24,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 24,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| | | |
| BCIS | 1,369 | |
| FHS | 42 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 146 | 11% |
| | 1,580 | |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 1 | | | | 1 | | | | 1 | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 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 | 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 | 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 | 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 | 0 | 0 | 0 | 0 |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 286,983 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 3,230 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 4,119 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 2,772 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 18,344 | | 18,344 | | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | 2,293 | | 2,293 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 4,586 | | 4,586 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 11,465 | | 11,465 | | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 45,111 | 90,223 | 135,334 | 135,334 | 135,334 | 135,334 | 90,223 | 45,111 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| s106/CIL | 0 | 1,333 | 2,667 | | 4,000 | 4,000 | 4,000 | 4,000 | 2,667 | 1,333 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Contingency | 0 | 2,256 | 4,511 | | 6,767 | 6,767 | 6,767 | 6,767 | 4,511 | 2,256 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Abnormals | 0 | 2,256 | 4,511 | | 6,767 | 6,767 | 6,767 | 6,767 | 4,511 | 2,256 | 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 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 8,610 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 1,435 | 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 | 0 | 0 | 0 | |
| COSTS BEFORE LAND INT AND PROFIT | 46,810 | 0 | 87,644 | 101,912 | 152,867 | 152,867 | 162,912 | 162,912 | 111,956 | 61,000 | 10,044 | 10,044 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 274,606 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 5,223 | 5,308 | 6,818 | 8,585 | 11,209 | 13,875 | 12,084 | 10,265 | 7,587 | 4,038 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -321,416 | -5,223 | -92,952 | -108,730 | -161,453 | -164,076 | 110,196 | 111,967 | 164,763 | 218,396 | 272,901 | 276,939 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -321,416 | -326,639 | -419,591 | -528,321 | -689,773 | -853,849 | -743,653 | -631,666 | -466,903 | -248,507 | 24,394 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 301,333 | 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 | 0 | | | | 286,983 | | | | 286,983 | | | | 286,983 | | | | 286,983 | | | | 286,983 | | | | | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 144,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 4,320 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Easements etc. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals Acquisition | 2,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 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 | 0 | 0 | 0 | 0 |
| Architects | 18,344 | 0 | 18,344 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 2,293 | 0 | 2,293 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 4,586 | 0 | 4,586 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | | | | | | |



| SITE NAME Site 22 Sth Aylesham | | | | | | |
|--------------------------------|------------------|-----|--------|------------|-------------|--------|
| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
| Market Housing | 98.3 | 70% | 455 | 3,100 | 138,586,600 | 44,706 |
| Shared Ownership | 75.3 | 11% | 68 | 2,170 | 11,144,903 | 5,136 |
| Affordable Rent | 75.3 | 20% | 127 | 1,930 | 18,408,533 | 9,538 |
| Social Rent | 75.3 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 20.31 ha | | 32 | /ha | 168,142,036 | 59,380 |
| SITE AREA - Gross | 26.20 ha | | 25 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 988,378 | 48,659 | 37,724 |
| Alternative Use Value | 655,000 | | 25,000 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 10,480,000 | 400,000 |
| Viability Threshold | 11,135,000 | | 425,000 |

| | | |
|-------------------|-------------|--------|
| Additional Profit | -46,635,468 | -1,043 |
|-------------------|-------------|--------|

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 42,756,901

Check on phasing dwgs nos correct

| DEVELOPMENT COSTS | | | |
|-------------------------|------------|-------------|-------------|
| LAND | Unit or m2 | Total | |
| Land | 1,521 | 988,378 | |
| Stamp Duty | | 38,919 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 14,826 | 53,745 |
| PLANNING | | | |
| Planning Fee | | 105,900 | |
| Architects | 4.00% | 4,795,667 | |
| QS / PM | 0.50% | 599,458 | |
| Planning Consultants | 1.00% | 1,198,917 | |
| Other Professional | 2.50% | 2,997,292 | 9,697,234 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,756 | 104,284,566 | |
| s106 / CIL / IT | | 13,000,000 | |
| Contingency | 2.50% | 2,607,114 | |
| Abnormals | | 0 | 119,891,680 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 5,044,261 | |
| Legals | 0.5% | 840,710 | |
| Misc. | | 0 | 5,884,971 |
| | | | 136,516,008 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 24,253,005 |
| Affordable Housing | 17.50% | | 5,171,851 |

| Planning fee calc | | | |
|-------------------|------|------|---------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 650 | | 23,100 |
| No dwgs under | 50 | 462 | 82,800 |
| No dwgs over 5l | 600 | 138 | 82,800 |
| | | | Total 105,900 |

| Stamp duty calc - Residual | |
|----------------------------|---------|
| Land payment | Total |
| | 988,378 |
| | 38,919 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------------|
| Land payment | 0% | 1% | Total |
| 125,000 | | | 11,135,000 |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 4% | |
| | | | Total 445,400 |

| | | | |
|--------------|--------|---------------|------------------|
| Pre CIL s106 | 20,000 | £/ Unit (all) | 13,000,000 |
| | | | Total 13,000,000 |

| | | | |
|---------------|--------|---------------|------------------|
| Post CIL s106 | 20,000 | £/ Unit (all) | 13,000,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 13,000,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Cost | % |
| BCIS | 1,460 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 229 | 16% |
| | 1,756 | |

| | | | |
|-----|-------|-------|---|
| 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 | 25 | 25 | 75 | 75 | 100 | 100 | 100 | 100 | 50 | | | | | | | | | | | | | | | |
| Market Housing | | 5,330,331 | 5,330,331 | 15,990,992 | 15,990,992 | 21,321,323 | 21,321,323 | 21,321,323 | 21,321,323 | 10,660,662 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | | 428,650 | 428,650 | 1,285,950 | 1,285,950 | 1,714,600 | 1,714,600 | 1,714,600 | 1,714,600 | 857,300 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | | 708,021 | 708,021 | 2,124,062 | 2,124,062 | 2,832,082 | 2,832,082 | 2,832,082 | 2,832,082 | 1,416,041 | 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 | 6,467,001 | 6,467,001 | 19,401,004 | 19,401,004 | 25,868,006 | 25,868,006 | 25,868,006 | 25,868,006 | 12,934,003 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 38,919 | 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 | 14,826 | 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 | 105,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 4,795,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 599,458 | 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 | 1,198,917 | 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 | 2,997,292 | 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 | 4,010,945 | 4,010,945 | 12,032,835 | 12,032,835 | 16,043,779 | 16,043,779 | 16,043,779 | 16,043,779 | 16,043,779 | 8,021,890 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 500,000 | 500,000 | 1,500,000 | 1,500,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 1,000,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 100,274 | 100,274 | 300,821 | 300,821 | 401,094 | 401,094 | 401,094 | 401,094 | 401,094 | 200,547 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 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 | 194,010 | 194,010 | 582,030 | 582,030 | 776,040 | 776,040 | 776,040 | 776,040 | 388,020 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 32,335 | 32,335 | 97,005 | 97,005 | 129,340 | 129,340 | 129,340 | 129,340 | 64,670 | 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 | 9,750,979 | 4,837,564 | 4,837,564 | 14,512,691 | 14,512,691 | 19,350,254 | 19,350,254 | 19,350,254 | 19,350,254 | 9,675,127 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 988,378 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest | 0 | 698,058 | 637,519 | 573,044 | 292,551 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on GDV | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash Flow | -10,739,357 | 931,380 | 991,919 | 4,315,270 | 4,595,762 | 6,517,752 | 6,517,752 | 6,517,752 | 6,517,752 | 3,258,876 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Closing Balance | -10,739,357 | -9,807,977 | -8,816,058 | -4,500,788 | 94,974 | 6,612,726 | 13,130,477 | 18,648,229 | 26,165,981 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 | 29,424,856 |

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 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------|
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------|



Base Site 24

Table with columns: Av Size, %, Number, Price, GDV, GIA. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, E/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -3,295,903

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-rows for Land, Stamp Duty, Planning Fee, etc.

Planning fee calc table with columns: No dwgs, dwgs, rate. Rows include Planning app fee, No dwgs under 50, No dwgs over 50.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a residual value of -8,064,368.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows an add profit of 88,394,922.

Pre CIL s106 table with columns: 20,000 E/ Unit (all), Total. Shows a total of 80,340,000.

Post CIL s106 table with columns: 20,000 E/ Unit (all), Total. Shows a total of 80,340,000.

Build Cost table with columns: /m2, 3.10%, 0%, 16%. Rows include BCIS, FHS, Energy, Design, etc.

LIT % GDV table with columns: LIT, % GDV. Shows 0.00%.

RESIDUAL CASH FLOW FOR INTEREST

Large table showing Residual Cash Flow for Interest from Year 1 to Year 24. Includes columns for INCOME, EXPENDITURE, and CASH FLOW.

CASH FLOW FOR CIL ADDITIONAL PROFIT

Large table showing Cash Flow for CIL Additional Profit from Year 1 to Year 24. Includes columns for INCOME, EXPENDITURE, and CASH FLOW.



Base Site 25

Table with columns: SITE NAME, Av Size, %, Number, Price, GDV, GIA. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, and Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, No dwgs, No dwgs under, No dwgs over 5l. Includes a rate column.

Build Cost table with columns: /m2, 3.10%, 0%, 16%. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a residual value of -10,991,767.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows an add profit of 101,598,047.

Pre CIL s106 table with columns: 20,000, E/ Unit (all), Total. Shows a total of 92,340,000.

Post CIL s106 table with columns: 20,000, E/ Unit (all), Total. Shows a total of 92,340,000.

LIT table with columns: % GDV, 0.00%, 0.

Sales per Quarter table with columns: 0, 3 Quarters.

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Shows values of -10,991,767 and -45,710.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -3,885,475

Check on phasing dwgs nos correct

Additional Profit table with columns: -176,188,189, -563.

RESIDUAL CASH FLOW FOR INTEREST

Large table showing cash flow for interest from Year 1 to Year 24. Includes columns for INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.

CASH FLOW FOR CIL ADDITIONAL PROFIT

Large table showing cash flow for CIL additional profit from Year 1 to Year 24. Includes columns for INCOME, EXPENDITURE, and COSTS BEFORE LAND INT AND PROFIT.

Base Cover



Lower Area

Base
Site make up



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
Large Green 400 400 11.12 35.98 91 36,389 3,273 53,149,835 1,460.60

Locality een/ Brown .lternative Use
Aylesham & Green Agricultural

| | | |
|------|-------|--------|
| Area | Gross | 13.333 |
| | Net | 11.116 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|------------|
| Market | | | | | | | 0 |
| Flat | 1 | 17 | 40.00 | 680.00 | 10% | 1,502 | 1,123,496 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 28 | 73.00 | 2,044.00 | | 1,369 | 2,798,236 |
| | 3 | 28 | 86.00 | 2,408.00 | | 1,369 | 3,296,552 |
| Semi | 2 | 28 | 81.00 | 2,268.00 | | 1,369 | 3,104,892 |
| | 3 | 84 | 98.00 | 8,232.00 | | 1,369 | 11,269,608 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 56 | 120.00 | 6,720.00 | | 1,552 | 10,429,440 |
| | 5 | 39 | 130.00 | 5,070.00 | | 1,552 | 7,868,640 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 35 | 39.00 | 1,365.00 | 10% | 1,502 | 2,255,253 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 12 | 70.00 | 840.00 | | 1,369 | 1,149,960 |
| | 3 | 19 | 84.00 | 1,596.00 | | 1,369 | 2,184,924 |
| Semi | 2 | 10 | 79.00 | 790.00 | | 1,369 | 1,081,510 |
| | 3 | 12 | 93.00 | 1,116.00 | | 1,369 | 1,527,804 |
| | 4 | 20 | 97.00 | 1,940.00 | | 1,552 | 3,010,880 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 12 | 110.00 | 1,320.00 | | 1,552 | 2,048,640 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate
Large Green 150 150 4.16 36.10 93 13,880 3,340 20,229,193 1,457.43

Locality een/Brown .lternative Use
Aylesham & Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 5.000 |
| | Net | 4.155 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 4 | 40.00 | 160.00 | 10% | 1,502 | 264,352 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 11 | 73.00 | 803.00 | | 1,369 | 1,099,307 |
| | 3 | 11 | 86.00 | 946.00 | | 1,369 | 1,295,074 |
| Semi | 2 | 11 | 81.00 | 891.00 | | 1,369 | 1,219,779 |
| | 3 | 32 | 98.00 | 3,136.00 | | 1,369 | 4,293,184 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 21 | 120.00 | 2,520.00 | | 1,552 | 3,911,040 |
| | 5 | 15 | 130.00 | 1,950.00 | | 1,552 | 3,026,400 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 11 | 39.00 | 429.00 | 10% | 1,502 | 708,794 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 5 | 70.00 | 350.00 | | 1,369 | 479,150 |
| | 3 | 7 | 84.00 | 588.00 | | 1,369 | 804,972 |
| Semi | 2 | 4 | 79.00 | 316.00 | | 1,369 | 432,604 |
| | 3 | 5 | 93.00 | 465.00 | | 1,369 | 636,585 |
| | 4 | 8 | 97.00 | 776.00 | | 1,552 | 1,204,352 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 5 | 110.00 | 550.00 | | 1,552 | 853,600 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 3 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 80 80 2.22 35.99 91 7,287 3,278 10,630,345 1,458.81

Locality een/Brown .lternative Use

Aylesham & Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 2.667 |
| | Net | 2.223 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|----------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 3 | 40.00 | 120.00 | 10% | 1,502 | 198,264 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 6 | 73.00 | 438.00 | | 1,369 | 599,622 |
| | 3 | 6 | 86.00 | 516.00 | | 1,369 | 706,404 |
| Semi | 2 | 6 | 81.00 | 486.00 | | 1,369 | 665,334 |
| | 3 | 17 | 98.00 | 1,666.00 | | 1,369 | 2,280,754 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 11 | 120.00 | 1,320.00 | | 1,552 | 2,048,640 |
| | 5 | 8 | 130.00 | 1,040.00 | | 1,552 | 1,614,080 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 7 | 39.00 | 273.00 | 10% | 1,502 | 451,051 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 4 | 84.00 | 336.00 | | 1,369 | 459,984 |
| Semi | 2 | 2 | 79.00 | 158.00 | | 1,369 | 216,302 |
| | 3 | 2 | 93.00 | 186.00 | | 1,369 | 254,634 |
| | 4 | 4 | 97.00 | 388.00 | | 1,552 | 602,176 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 2 | 110.00 | 220.00 | | 1,552 | 341,440 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 4 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 40 40 1.11 36.01 91 3,655 3,290 5,342,037 1,461.57

Locality een/Brown .lternative Use

Aylesham & Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 1.333 |
| | Net | 1.111 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|-----------|
| Market | | | | | | | 0 |
| Flat | 1 | 2 | 40.00 | 80.00 | 10% | 1,502 | 132,176 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 3 | 73.00 | 219.00 | | 1,369 | 299,811 |
| | 3 | 3 | 86.00 | 258.00 | | 1,369 | 353,202 |
| Semi | 2 | 3 | 81.00 | 243.00 | | 1,369 | 332,667 |
| | 3 | 8 | 98.00 | 784.00 | | 1,369 | 1,073,296 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 6 | 120.00 | 720.00 | | 1,552 | 1,117,440 |
| | 5 | 4 | 130.00 | 520.00 | | 1,552 | 807,040 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 3 | 39.00 | 117.00 | 10% | 1,502 | 193,307 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 | 229,992 |
| Semi | 2 | 1 | 79.00 | 79.00 | | 1,369 | 108,151 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 2 | 97.00 | 194.00 | | 1,552 | 301,088 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 20 20 0.56 36.03 91 1,824 3,286 2,681,815 1,470.29

Locality een/Brown .lternative Use

Aylesham & Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 0.667 |
| | Net | 0.555 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 1 | 40.00 | 40.00 | 10% | 1,502 | 66,088 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 4 | 98.00 | 392.00 | | 1,369 | 536,648 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 3 | 120.00 | 360.00 | | 1,552 | 558,720 |
| | 5 | 2 | 130.00 | 260.00 | | 1,552 | 403,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 2 | 39.00 | 78.00 | 10% | 1,502 | 128,872 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 20 LD 20 0.69 29.18 94 1,882 2,746 2,749,889 1,461.15

Locality een/Brown .lternative Use

Aylesham & Green Agricultural

| | | |
|------|-------|-------|
| Area | Gross | 0.800 |
| | Net | 0.685 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 5 | 98.00 | 490.00 | | 1,369 | 670,810 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 3 | 120.00 | 360.00 | | 1,552 | 558,720 |
| | 5 | 2 | 130.00 | 260.00 | | 1,552 | 403,520 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 2 | 39.00 | 78.00 | 10% | 1,502 | 128,872 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 70.00 | 70.00 | | 1,369 | 95,830 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 93.00 | 93.00 | | 1,369 | 127,317 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 1 | 110.00 | 110.00 | | 1,552 | 170,720 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Green 12

12 0.33 36.23 94 1,124 3,394 1,635,262 1,454.86

Locality een/Brown .lternative Use

Aylesham & Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.400 |
| | Net | 0.331 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 1 | 73.00 | 73.00 | | 1,369 | 99,937 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 3 | 98.00 | 294.00 | | 1,369 | 402,486 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 2 | 120.00 | 240.00 | | 1,552 | 372,480 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 1 | 39.00 | 39.00 | 10% | 1,502 | 64,436 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 70.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 84.00 | 84.00 | | 1,369 | 114,996 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 1 | 97.00 | 97.00 | | 1,552 | 150,544 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small 8

8 0.27 30.00 94 753 2,824 1,076,607 1,429.76

Locality een/ Brown .lternative Use

Aylesham & Green Paddock

| | | |
|------|-------|-------|
| Area | Gross | 0.267 |
| | Net | 0.267 |

| | Beds | No | m2 | Total | | BCIS | COST |
|-------------------|------|----|--------|--------|-----|-------|---------|
| Market | | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 0 | 73.00 | 0.00 | | 1,369 | 0 |
| | 3 | 1 | 86.00 | 86.00 | | 1,369 | 117,734 |
| Semi | 2 | 1 | 81.00 | 81.00 | | 1,369 | 110,889 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 | 268,324 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 1 | 120.00 | 120.00 | | 1,552 | 186,240 |
| | 5 | 1 | 130.00 | 130.00 | | 1,552 | 201,760 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 | 0 |
| Affordable | | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 | 0 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 | 0 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 | 191,660 |
| | 3 | 0 | 84.00 | 0.00 | | 1,369 | 0 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 | 0 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 | 0 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 | 0 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 | 0 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 | 0 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 | 0 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 | 0 |

Base
Site make up



| Number | 18 | Units | Area ha | Density erage Units/ha | Unit Size m2 | Developed m2 | Density m2/ha | Total Cost | Rate £/m2 |
|---------------|----|-----------|-------------|---------------------------|-----------------|-----------------|------------------|------------------|-----------------|
| PDL 12 | | 12 | 0.24 | 50.39 | 82 | 984 | 4,132 | 1,347,096 | 1,369.00 |

Locality een/Brown .Iternative Use
Aylesham & PDL Industrial

| Area | Gross | Net |
|------|-------|-------|
| | | 0.300 |
| | | 0.238 |

| | Beds | No | m2 | Total | BCIS | COST |
|-------------------|------|----|--------|--------|------|-------|
| Market | | | | | | 0 |
| Flat | 1 | 0 | 40.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 65.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 2 | 73.00 | 146.00 | | 1,369 |
| | 3 | 2 | 86.00 | 172.00 | | 1,369 |
| Semi | 2 | 2 | 81.00 | 162.00 | | 1,369 |
| | 3 | 2 | 98.00 | 196.00 | | 1,369 |
| | 4 | 0 | 115.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 120.00 | 0.00 | | 1,552 |
| | 5 | 0 | 130.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 40.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 65.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 80.00 | 0.00 | 12% | 1,563 |
| Affordable | | | | | | |
| Flat | 1 | 0 | 39.00 | 0.00 | 10% | 1,502 |
| | 2 | 0 | 61.00 | 0.00 | 10% | 1,502 |
| Terrace | 2 | 2 | 70.00 | 140.00 | | 1,369 |
| | 3 | 2 | 84.00 | 168.00 | | 1,369 |
| Semi | 2 | 0 | 79.00 | 0.00 | | 1,369 |
| | 3 | 0 | 93.00 | 0.00 | | 1,369 |
| | 4 | 0 | 97.00 | 0.00 | | 1,552 |
| Det | 4 | 0 | 106.00 | 0.00 | | 1,552 |
| | 5 | 0 | 110.00 | 0.00 | | 1,552 |
| Flat 1 High* | 1 | 0 | 39.00 | 0.00 | 12% | 1,563 |
| Flat 2 High* | 2 | 0 | 61.00 | 0.00 | 12% | 1,563 |
| Flat 3 High* | 3 | 0 | 74.00 | 0.00 | 12% | 1,563 |



| | | | Base For Apps | | | | | | | | |
|--------------------------------|---------------------|--------|---|---|---|---|---|---|------------------------------------|------------------------------------|-------------------------------------|
| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 18 |
| | | | Large Green 400 | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 | Medium Green 20 LD | Small Green 12 | Small 8 | PDL 12 |
| Green/brown field Use Locality | | | Green Agricultural Aylesham & N&W Dover | Green Agricultural Aylesham & N&W Dover | Green Agricultural Aylesham & N&W Dover | Green Agricultural Aylesham & N&W Dover | Green Agricultural Aylesham & N&W Dover | Green Agricultural Aylesham & N&W Dover | Green Paddock Aylesham & N&W Dover | Green Paddock Aylesham & N&W Dover | PDL Industrial Aylesham & N&W Dover |
| Site Area | Gross | ha | 13.33 | 5.00 | 2.67 | 1.33 | 0.67 | 0.80 | 0.40 | 0.27 | 0.30 |
| | Net | ha | 11.12 | 4.16 | 2.22 | 1.11 | 0.56 | 0.69 | 0.33 | 0.27 | 0.24 |
| Units | | | 400 | 150 | 80 | 40 | 20 | 20 | 12 | 8 | 12 |
| Average Unit Size | | m2 | 90.97 | 92.53 | 91.09 | 91.38 | 91.20 | 94.10 | 93.67 | 94.13 | 82.00 |
| Mix | Intermediate to Buy | | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | Social Rent | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Price | Market | £/m2 | 3,100 | 3,100 | 3,100 | 3,100 | 3,100 | 3,100 | 3,100 | 3,100 | 3,300 |
| | Intermediate to Buy | £/m2 | 2,170 | 2,170 | 2,170 | 2,170 | 2,170 | 2,170 | 2,170 | 2,170 | 2,310 |
| | Affordable Rent | £/m2 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 | 1,930 |
| | Social Rent | £/m2 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 | 1,270 |
| Grant and Subsidy | 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 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | |
| 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 | 1,461 | 1,457 | 1,459 | 1,462 | 1,470 | 1,461 | 1,455 | 1,430 | 1,369 |
| FHS | | % | 3.10% | 3.10% | 3.10% | 3.10% | 3.10% | 3.10% | 3.10% | 3.10% | 3.10% |
| Energy | | £/m2 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 |
| Design | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/m2 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 |
| Water | | £/m2 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Small Sites | | % | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 10.66% | 10.66% | 10.66% |
| Pre CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| Post CIL s106 | | £/Unit | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 | 4,000 |
| | | £/m2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Inf Tariff | | % | 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% | 5.00% |
| Abnormals | | % | | | | | | | | | 5.00% |
| | | £/site | | | | | | | | | |
| FINANCE | Fees | £ | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | 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 18 |
|--------------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------|------------------|-------------------|
| | | Large Green 400 | Large Green 150 | Medium Green 80 | Medium Green 40 | Medium Green 20 | Medium Green 20 LD | Small Green 12 | Small 8 | PDL 12 |
| Green/brown field Use | | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Agricultural | Green Paddock | Green Paddock | PDL Industrial |
| Site Are Gross | ha | 13.33 | 5.00 | 2.67 | 1.33 | 0.67 | 0.80 | 0.40 | 0.27 | 0.30 |
| Net | ha | 11.12 | 4.16 | 2.22 | 1.11 | 0.56 | 0.69 | 0.33 | 0.27 | 0.24 |
| Units | | 400 | 150 | 80 | 40 | 20 | 20 | 12 | 8 | 12 |
| Mix | Market | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% | 70.00% |
| | Intermediate to Buy | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% | 10.50% |
| | Affordable Rent | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% | 19.50% |
| | Social Rent | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 50,000 | 50,000 | 1,200,000 |
| | £ site | 300,000 | 112,500 | 60,000 | 30,000 | 15,000 | 18,000 | 20,000 | 13,333 | 360,000 |
| Uplift | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 |
| | £ site | 5,333,333 | 2,000,000 | 1,066,667 | 533,333 | 266,667 | 320,000 | 160,000 | 106,667 | 72,000 |
| Benchmark Land Value | £/ha | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 450,000 | 450,000 | 1,440,000 |
| | £ site | 5,633,333 | 2,112,500 | 1,126,667 | 563,333 | 281,667 | 338,000 | 180,000 | 120,000 | 432,000 |
| Residua Gross | £/ha | 318,715 | 354,048 | 354,084 | 330,413 | 321,514 | 319,207 | 587,643 | 688,055 | 866,677 |
| Net | £/ha | 382,280 | 426,027 | 424,740 | 396,591 | 386,122 | 372,545 | 709,762 | 688,055 | 1,091,846 |
| | £ site | 4,249,534 | 1,770,238 | 944,223 | 440,550 | 214,343 | 255,366 | 235,057 | 183,481 | 260,003 |
| Additional Profit | £ site | 3,478,569 | 1,580,397 | 835,794 | 376,508 | 186,122 | 184,805 | 357,669 | 269,740 | -147,772 |
| | £/m2 | 127 | 152 | 152 | 138 | 134 | 127 | 424 | 471 | -208 |



Base Site 1

SITE NAME Site 1 Large Green 400

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -6,570,843

Check on phasing dwgs nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Rows include Land, Stamp Duty, Legal Acquisition, Planning Fee, Architects, QS, Planning Consultants, Other Professional, Build Cost - BCIS Based, s106 / CIL / IT, Contingency, Abnormals, Finance Fees, Interest, Legal and Valuation, Agents, Legals, Misc.

Table with columns: Planning fee calc, dwgs, rate. Rows include Planning app fee, No dwgs, No dwgs under 5l, No dwgs over 5l.

Table with columns: Stamp duty calc - Residual, Land payment. Row includes Land payment.

Table with columns: Stamp duty calc - Add Profit, Land payment. Rows include Land payment, 125,000, 250,000, 500,000, 1,000,000, above.

Table with columns: Pre CIL s106, 4,000 £/ Unit (all), Total, 1,600,000.

Table with columns: Post CIL s106, 4,000 £/ Unit (all), 1,600,000, CIL, 0 £/m2, Total, 1,600,000.

Table with columns: Build Cost /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Table with columns: LIT, % GDV, 0.00%, 0.

Table with columns: RESIDUAL CASH FLOW FOR INTEREST, Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow, Opening Balance, Closing Balance.

Table with columns: CASH FLOW FOR CIL ADDITIONAL PROFIT, Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow, Opening Balance, Closing Balance.



SITE NAME Site 2 Large Green 150

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------|-----|--------|------------|------------|--------|
| Market Housing | 99.1 | 70% | 105 | 3,100 | 32,256,600 | 10,406 |
| Shared Ownership | 77.2 | 11% | 16 | 2,170 | 2,638,503 | 1,216 |
| Affordable Rent | 77.2 | 20% | 29 | 1,930 | 4,358,133 | 2,258 |
| Social Rent | 77.2 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | | | | | 0 | 0 |
| | | | | | 0 | 0 |
| | | | | | 0 | 0 |
| SITE AREA - Net | 4.16 ha | | 36 | /ha | 39,255,236 | 13,880 |
| SITE AREA - Gross | 5.00 ha | | 30 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 1,770,238 | 426,027 | 354,048 |
| Alternative Use Value | 112,500 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 2,000,000 | 400,000 |
| Viability Threshold | 2,112,500 | | 422,500 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 1,580,397 | 152 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -2,372,577

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | Unit or m2 | Total |
| Land | | 11,802 | 1,770,238 |
| Stamp Duty | | | 78,012 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 26,554 | 104,566 |
| PLANNING | | | |
| Planning Fee | | | 36,900 |
| Architects | 4.00% | 1,021,739 | |
| QS / PM | 0.50% | 127,717 | |
| Planning Consultants | 1.00% | 255,435 | |
| Other Professional | 2.50% | 638,587 | 2,080,378 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1.753 | 24,335,101 | |
| s106 / CIL / IT | | 600,000 | |
| Contingency | 2.50% | 608,378 | |
| Abnormals | | 0 | 25,543,479 |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 3.0% | 1,177,657 | |
| Legals | 0.5% | 196,276 | |
| Misc. | | 0 | 1,373,933 |
| | | | 30,872,594 |
| Developers Profit | | | |
| Market Housing | 17.50% | | 5,645,255 |
| Affordable Housing | 17.50% | | 1,224,411 |

| Planning fee calc | | | |
|-------------------|------|------|--------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 150 | | |
| No dwgs under 50 | 50 | 462 | 23,100 |
| No dwgs over 50 | 100 | 138 | 13,800 |
| | | | Total 36,900 |

| Stamp duty calc - Residual | |
|----------------------------|-----------|
| Land payment | Total |
| | 1,770,238 |
| | 78,012 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------------|
| Land payment | 0% | 1% | |
| 125,000 | | | |
| 250,000 | 1% | 3% | |
| 500,000 | 3% | 4% | |
| 1,000,000 | 4% | 5% | |
| above | 5% | 5% | |
| | | | Total 105,625 |

| | | | |
|--------------|-------|---------------|---------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| | | | Total 600,000 |

| | | | |
|---------------|-------|---------------|---------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 600,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 600,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| | | |
| BCIS | 1,457 | |
| FHS | 45 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 228 | 16% |
| | 1,753 | |

| | | | |
|-----|-------|-------|---|
| 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 | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 3,225,860 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 263,850 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 435,813 | 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 | 0 | 0 | 0 | 0 | 0 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 3,925,524 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 78,012 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 26,554 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 36,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 510,870 | | 510,870 | | | | | | | | | | | | | | | | | | | | | |
| QS | 63,859 | | 63,859 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 127,717 | | 127,717 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 319,293 | | 319,293 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 811,170 | 1,622,340 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 2,433,510 | 1,622,340 | 811,170 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 20,000 | 40,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 60,000 | 40,000 | 20,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 20,279 | 40,559 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 60,838 | 40,559 | 20,279 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 117,766 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 19,628 | 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 | 1,163,205 | 0 | 1,873,188 | 1,702,899 | 2,554,348 | 2,554,348 | 2,691,741 | 2,691,741 | 2,691,741 | 2,691,741 | 2,691,741 | 2,691,741 | 1,840,292 | 988,843 | 137,393 | 137,393 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 1,770,238 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 47,668 | 48,443 | 79,670 | 108,636 | 151,910 | 195,886 | 179,021 | 161,881 | 144,462 | 126,761 | 108,772 | 90,490 | 58,076 | 11,299 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -2,933,443 | -47,668 | -1,921,632 | -1,782,568 | -2,662,984 | -2,706,258 | 1,037,896 | 1,054,762 | 1,071,902 | 1,089,320 | 1,107,021 | 1,125,011 | 1,994,741 | 2,878,605 | 3,776,832 | 3,788,130 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -2,933,443 | -2,981,112 | -4,902,743 | -6,685,311 | -9,348,295 | -12,054,553 | -11,016,657 | -9,961,896 | -8,889,994 | -7,800,674 | -6,693,653 | -5,568,642 | -3,573,901 | -695,296 | 3,081,536 | 6,869,666 | 6,869,666 | 6,869,666 | 6,869,666 | 6,869,666 | 6,869,666 | 6,869,666 | 6,869,666 | 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 | 0 | | | | 3,925,524 | | | | 3,925,524 | | | | 3,925,524 | | | | 3,925,524 | | | | 3,925,524 | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 2,112,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 105,625 | 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 | 31,688 | 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 | 36,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Architects | 510,870 | 0 | 510,870 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 63,859 | 0 | 63,859 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 127,717 | 0 | 127,717 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 319,293 | 0 | 319,293 | 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 | 811,170 | 1,622,340 | 2 | | | | | | | | | | | | | | | | | | | |



Base Site 3

SITE NAME Site 3 Medium Green 80

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = -1,249,748

Check on phasing dwgs nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit.

Table with columns: Planning fee calc, Planning app fee, No dwgs, No dwgs under 5l, No dwgs over 5l.

Table with columns: Stamp duty calc - Residual, Land payment.

Table with columns: Stamp duty calc - Add Profit, Land payment.

Table with columns: Pre CIL s106, 4,000 £/ Unit (all), Total.

Table with columns: Post CIL s106, 4,000 £/ Unit (all), CIL, Total.

Table with columns: Build Cost /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Table with columns: LIT, % GDV, 0.00%, 0.

RESIDUAL CASH FLOW FOR INTEREST. Multi-year table with columns for Year 1-6 and rows for INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow Opening Balance, Closing Balance.

CASH FLOW FOR CIL ADDITIONAL PROFIT. Multi-year table with columns for Year 1-6 and rows for INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow Opening Balance, Closing Balance.



Base Site 4

SITE NAME Site 4 Medium Green 40

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and SITE AREA - Net/Gross.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, and Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, No dwgs, No dwgs under, No dwgs over 5l, dwgs, rate, Total.

Build Cost table with columns: /m2, BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs, Total.

Stamp duty calc - Residual table with columns: Land payment, Total.

Stamp duty calc - Add Profit table with columns: Land payment, Total.

Pre CIL s106 table with columns: 4,000 £/Unit (all), Total, 160,000.

LIT % GDV table with columns: LIT, % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 £/Unit (all), 160,000, CIL, 0 £/m2, Total, 160,000.

Sales per Quarter, Unit Build Time table.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -603,922

Check on phasing dwgs nos correct

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Includes Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Additional Profit table with columns: £/m2, 376,506, 138.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and CASH FLOW sections.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, and CASH FLOW sections.



Base Site 5

SITE NAME Site 5 Medium Green 20

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals for each category.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows: No dwgs, No dwgs under 20, No dwgs over 50.

Build Cost table with columns: /m2, 3.10%, 0%, 16%. Rows: BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

Stamp duty calc - Residual table with columns: Land payment, Total. Total value: 214,343.

Stamp duty calc - Add Profit table with columns: Land payment, 0%, 1%, 250,000, 500,000, 1,000,000, above. Total value: 281,667.

Pre CIL s106 table with columns: 4,000 £/ Unit (all), Total. Total value: 80,000.

LIT % GDV table with columns: % GDV, 0.00%, 0.

Post CIL s106 table with columns: 4,000 £/ Unit (all), 80,000, CIL, 0, £/m2, Total. Total value: 80,000.

Sales per Quarter table with columns: 0, 3 Quarters.

Residual Land Value table with columns: Whole Site, Per ha NET, Per ha GROSS. Values: 214,343, 386,122, 321,514.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -305,662

Check on phasing dwgs nos correct

Additional Profit table with columns: £/m2, 186,122, 134.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For CIL calculation.



Base Site 6

SITE NAME Site 6 Medium Green 20 LD

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -326,781

Check on phasing dwgs nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Rows include Land, Stamp Duty, Planning Fee, Build Cost, Finance Fees, Agents, Legals, Misc.

Table: Planning fee calc. Columns: Planning app fee, dwgs, rate. Rows: No dwgs, No dwgs under, No dwgs over 5l.

Table: Stamp duty calc - Residual. Columns: Land payment, Total. Row: Land payment.

Table: Stamp duty calc - Add Profit. Columns: Land payment, Total. Rows: 125,000, 250,000, 500,000, 1,000,000, above.

Table: Pre CIL s106. Columns: 4,000 £/Unit (all), Total. Row: Total.

Table: Post CIL s106. Columns: 4,000 £/Unit (all), CIL, Total. Row: Total.

Table: Build Cost /m2. Columns: BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs. Row: Site Costs.

Table: LIT % GDV. Row: LIT.

Table: RESIDUAL CASH FLOW FOR INTEREST. Columns: Year 1-6, Q1-Q4. Rows: INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation, Cash Flow Opening Balance, Closing Balance.

Table: CASH FLOW FOR CIL ADDITIONAL PROFIT. Columns: Year 1-6, Q1-Q4. Rows: INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation, Cash Flow Opening Balance, Closing Balance.



Base Site 7

SITE NAME Site 7 Small Green 12

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = -361,969

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-rows for various costs like Land, Stamp Duty, Planning Fee, etc.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under 5t, No dwgs over 5t.

Stamp duty calc - Residual table with columns: Land payment, Total. Shows a total of 235,057.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Shows a total of 180,000.

Pre CIL s106 table with columns: Pre CIL s106, 4,000 £/ Unit (all), Total. Shows a total of 48,000.

Post CIL s106 table with columns: Post CIL s106, 4,000 £/ Unit (all), CIL, £/m2, Total. Shows a total of 48,000.

Build Cost table with columns: Build Cost, /m2. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT % GDV table with columns: LIT, % GDV. Shows 0.00%.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1, Year 2, Year 3, Year 4, Year 5, Year 6. Rows include INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, For CIL calculation.



Base Site 8

SITE NAME Site 8 Small 8

Table with columns: INCOME, Av Size m2, %, Number, Price £/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Plus /ha, Viability Threshold.

Table with columns: Additional Profit, £/m2.

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = -238,285

Check on phasing dwgs nos correct

DEVELOPMENT COSTS table with columns: LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Includes sub-totals and grand totals.

Planning fee calc table with columns: Planning app fee, dwgs, rate. Rows include No dwgs, No dwgs under, No dwgs over 5l.

Stamp duty calc - Residual table with columns: Land payment, Total. Total value is 183,481.

Stamp duty calc - Add Profit table with columns: Land payment, Total. Total value is 120,000.

Pre CIL s106 table with columns: 4,000 £/ Unit (all), Total. Total value is 32,000.

Post CIL s106 table with columns: 4,000 £/ Unit (all), CIL, Total. Total value is 32,000.

Build Cost table with columns: /m2, 3.10%, 0%, 11%. Rows include BCIS, FHS, Energy, Design, Acc & Adpt, Water, Small Sites, Site Costs.

LIT table with columns: % GDV, 0.00%, 0.

RESIDUAL CASH FLOW FOR INTEREST table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For Residual Valuation.

CASH FLOW FOR CIL ADDITIONAL PROFIT table with columns: Year 1-6, Q1-Q4. Includes INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND PROFIT, and For CIL calculation.



SITE NAME Site 18 PDL 12

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|-----------|--------|
| Market Housing | 84.5 | 70% | 8 | 3,300 | 2,342,340 | 710 |
| Shared Ownership | 77.0 | 11% | 1 | 2,310 | 224,116 | 97 |
| Affordable Rent | 77.0 | 20% | 2 | 1,930 | 347,747 | 180 |
| Social Rent | 77.0 | 0% | 0 | 1,270 | 0 | 0 |
| Grant and Subsidy | Shared Ownership | | | 0 | 0 | |
| | Affordable Rent | | | 0 | 0 | |
| | Social Rent | | | 0 | 0 | |
| SITE AREA - Net | 0.24 ha | | 50 | /ha | 2,914,204 | 987 |
| SITE AREA - Gross | 0.30 ha | | 40 | /ha | | |

| | |
|-------------------|------------|
| Sales per Quarter | 0 |
| Unit Build Time | 3 Quarters |

| | Whole Site | Per ha NET | Per ha GROSS |
|-----------------------|------------|------------|--------------|
| Residual Land Value | 260,003 | 1,091,846 | 866,677 |
| Alternative Use Value | 360,000 | | 1,200,000 |
| Uplift | 20% | 72,000 | 240,000 |
| Plus /ha | 0 | 0 | 0 |
| Viability Threshold | 432,000 | | 1,440,000 |

| | | |
|-------------------|----------|------|
| Additional Profit | -147,772 | -208 |
|-------------------|----------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = -45,747

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|------------|-----------|-----------|
| LAND | Unit or m2 | Total | |
| Land | 21,667 | 260,003 | |
| Stamp Duty | | 2,500 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | 3,900 | 6,400 |
| PLANNING | | | |
| Planning Fee | | 5,544 | |
| Architects | 4.00% | 70,526 | |
| QS / PM | 0.50% | 8,816 | |
| Planning Consultants | 1.00% | 17,632 | |
| Other Professional | 2.50% | 44,079 | 146,597 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 1,580 | 1,559,237 | |
| s106 / CIL / IT | | 48,000 | |
| Contingency | 5.00% | 77,962 | |
| Abnormals | | 77,962 | 1,763,161 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 3.0% | 87,426 | |
| Legals | 0.5% | 14,571 | |
| Misc. | | 0 | 101,997 |
| | | | 2,278,158 |
| Developers Profit | | | |
| Market Housing | | 17.50% | 409,910 |
| Affordable Housing | | 17.50% | 100,076 |

| Planning fee calc | | | |
|-------------------|------|------|-------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 12 | | 5,544 |
| No dwgs under | 12 | 462 | 5,544 |
| No dwgs over 5t | 0 | 138 | 0 |
| | | | Total 5,544 |

| Stamp duty calc - Residual | |
|----------------------------|---------|
| Land payment | Total |
| | 260,003 |
| | 2,500 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|---------------|
| Land payment | 0% | 1% | |
| 125,000 | | | 125,000 |
| 250,000 | | 1% | 2,500 |
| 500,000 | | 3% | 15,000 |
| 1,000,000 | | 4% | 40,000 |
| above | | 5% | 3,544 |
| | | | Total 432,000 |

| | | | |
|--------------|-------|---------------|--------------|
| Pre CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| | | | Total 48,000 |

| | | | |
|---------------|-------|---------------|--------------|
| Post CIL s106 | 4,000 | £/ Unit (all) | 48,000 |
| CIL | 0 | £/m2 | 0 |
| | | | Total 48,000 |

| Build Cost /m2 | | |
|----------------|-------|-------|
| Item | Cost | % |
| BCIS | 1,369 | |
| FHS | 42 | 3.10% |
| Energy | 10 | |
| Design | 0 | |
| Acc & Adpt | 12 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 146 | 11% |
| | 1,580 | |

| | | |
|-----|-------|-------|
| LIT | % GDV | 0 |
| | | 0.00% |

| 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 | 3 | 2 | 3 | 2 | | | | | | | | | | | | | | | | | |
| Market Housing | 0 | 0 | 0 | 0 | 0 | 0 | 390,390 | 585,585 | 390,390 | 585,585 | 390,390 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Ownership | 0 | 0 | 0 | 0 | 0 | 0 | 37,353 | 56,029 | 37,353 | 56,029 | 37,353 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Affordable Rent | 0 | 0 | 0 | 0 | 0 | 0 | 57,958 | 86,937 | 57,958 | 86,937 | 57,958 | 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 | 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 | 0 | 0 | 0 | 0 | 0 | 485,701 | 728,551 | 485,701 | 728,551 | 485,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 2,500 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 3,900 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 5,544 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 35,263 | | 35,263 | | | | | | | | | | | | | | | | | | | | | |
| QS | 4,408 | | 4,408 | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 8,816 | | 8,816 | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 22,040 | | 22,040 | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | 0 | 86,624 | 216,561 | 303,185 | 346,497 | 303,185 | 216,561 | 86,624 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| s106/CIL | 0 | 0 | 2,667 | 6,667 | 9,333 | 10,667 | 9,333 | 6,667 | 2,667 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contingency | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Abnormals | 0 | 0 | 4,331 | 10,828 | 15,159 | 17,325 | 15,159 | 10,828 | 4,331 | 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 | 14,571 | 21,857 | 14,571 | 21,857 | 14,571 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 2,429 | 3,643 | 2,429 | 3,643 | 2,429 | 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 | 82,471 | 0 | 168,480 | 244,883 | 342,837 | 391,814 | 358,836 | 270,383 | 114,953 | 25,499 | 17,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 260,003 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | | 5,565 | 5,566 | 8,485 | 12,603 | 18,378 | 25,044 | 23,406 | 16,341 | 10,582 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Market Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Housing | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -342,474 | -5,565 | -174,135 | -253,369 | -355,439 | -410,192 | 100,820 | 434,762 | 354,407 | 692,470 | 468,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -509,986 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -342,474 | -348,039 | -522,174 | -775,543 | -1,130,983 | -1,541,175 | -1,440,354 | -1,005,592 | -451,185 | 41,285 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 509,986 | 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 | 485,701 | 728,551 | 485,701 | 728,551 | 485,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 432,000 | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 12,960 | 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 | 6,480 | 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 | 35,263 | 0 | 35,263 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 4,408 | 0 | 4,408 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 8,816 | 0 | 8,816 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 22,040 | 0 | 22,040 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0</ | | | | | | | | | | | | |

Residential Development – Residual Values v BLV
Lower and Dover Built-up Area – Recommended Policy Mix
Varied Sales Values

| | Value | EUV | BLV | -15% | -10% | -5% | 0% | +5% | +10% | +15% |
|---------|--------------------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|
| Site 1 | Large Green 400 | 22,500 | 422,500 | -277,444 | -64,019 | 140,867 | 342,009 | 543,151 | 744,292 | 945,434 |
| Site 2 | Large Green 150 | 22,500 | 422,500 | -305,095 | -69,167 | 157,953 | 379,854 | 601,754 | 823,655 | 1,045,555 |
| Site 3 | Medium Green 80 | 22,500 | 422,500 | -287,383 | -58,615 | 163,402 | 378,970 | 594,538 | 810,106 | 1,025,674 |
| Site 4 | Medium Green 40 | 22,500 | 422,500 | -332,928 | -97,404 | 133,826 | 356,112 | 576,887 | 797,661 | 1,018,436 |
| Site 5 | Medium Green 20 | 22,500 | 422,500 | -361,283 | -120,834 | 114,982 | 348,367 | 573,861 | 798,606 | 1,023,350 |
| Site 6 | Medium Green 20 LD | 22,500 | 422,500 | -271,218 | -63,768 | 140,911 | 341,690 | 536,759 | 731,829 | 926,899 |
| Site 7 | Small Green 12 | 50,000 | 450,000 | -103,454 | 137,577 | 378,539 | 614,913 | 844,912 | 1,074,627 | 1,304,343 |
| Site 8 | Small 8 | 50,000 | 450,000 | -25,461 | 222,681 | 470,823 | 715,942 | 958,675 | 1,195,168 | 1,431,660 |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | 26,491 | 321,194 | 613,657 | 900,712 | 1,181,579 | 1,462,446 | 1,743,313 |
| | | | | | | | | | | |
| | Value | EUV | BLV | -15% | -10% | -5% | 0% | +5% | +10% | +15% |
| Site 11 | PDL 300 | 1,200,000 | 1,440,000 | -2,302,420 | -2,017,671 | -1,744,678 | -1,491,088 | -1,242,163 | -994,699 | -750,632 |
| Site 13 | PDL 200 HD | 1,200,000 | 1,440,000 | -3,113,771 | -2,788,561 | -2,463,352 | -2,141,358 | -1,821,349 | -1,502,069 | -1,187,196 |
| Site 14 | PDL 100 | 1,200,000 | 1,440,000 | -2,728,614 | -2,432,205 | -2,135,797 | -1,840,915 | -1,549,246 | -1,257,578 | -968,053 |
| Site 15 | PDL 100 HD | 1,200,000 | 1,440,000 | -6,942,886 | -6,449,304 | -5,958,640 | -5,472,951 | -4,987,261 | -4,501,571 | -4,015,881 |
| Site 16 | PDL 30 | 1,200,000 | 1,440,000 | -1,911,914 | -1,704,853 | -1,497,792 | -1,290,731 | -1,086,606 | -882,856 | -680,174 |
| Site 17 | PDL 30 HD | 1,200,000 | 1,440,000 | -5,257,150 | -4,842,541 | -4,430,066 | -4,022,086 | -3,614,106 | -3,206,127 | -2,798,541 |
| Site 18 | PDL 12 | 1,200,000 | 1,440,000 | -1,544,340 | -1,328,764 | -1,113,188 | -897,613 | -683,896 | -471,767 | -259,638 |
| Site 19 | PDL 12 HD | 1,200,000 | 1,440,000 | -2,809,889 | -2,593,466 | -2,377,043 | -2,160,620 | -1,944,198 | -1,730,368 | -1,517,426 |

Source: HDH (September 2020)



Appendix 12 – Appraisals – Older People’s Housing

The pages in this appendix are not numbered.



Sheltered Deal Cover



Older People's

24/10/2020
14:03

**Sheltered Deal
For Apps**



| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|---------------------------------------|---------------------|--------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered |
| Green/brown field Use Locality | | | Green Paddock 30% | Green Paddock 0% | Green Paddock 5% | Green Paddock 10% | Green Paddock 15% | Green Paddock 20% | Green Paddock 25% | Green Paddock 30% | Brown Industrial Base | Brown Industrial 0% | Brown Industrial 5% | Brown Industrial 10% | Brown Industrial 15% | Brown Industrial 20% | Brown Industrial 25% | Brown Industrial 30% |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Average Unit Size | | m2 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 |
| Mix | Intermediate to Buy | | | 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% |
| | Affordable Rent | | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Price | Market | £/m2 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| | Intermediate to Buy | £/m2 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 | 2,795 |
| | Affordable Rent | £/m2 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 |
| | Social Rent | £/m2 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | | | | |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 |
| Over Extra | | % | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Design | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/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 | 0.0 | 0.0 | 0.0 |
| Water | | £/m2 | 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 |
| Small Sites | | % | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% |
| Pre CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Post CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| | | £/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 |
| 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% |
| Contingency | | % | 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% |
| Abnormals | | % | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | |
| SALES | Agents | % | 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% |
| | 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% |
| | Misc. | £ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Developers Profit | % Market DV | | 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 DV | | 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 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|------------------------|---------------------|----|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered |
| Green/brown field Use | | | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Mix | Market | | 80.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 80.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% |
| | Intermediate to Buy | | 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% |
| | Affordable Rent | | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Alternative Land Value | £/ha | | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | £ site | | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 |
| Uplift | £/ha | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | £ site | | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| Viability Threshold | £/ha | | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | £ site | | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 |
| Residua Gross Net | £/ha | | 1,442,607 | 3,417,856 | 2,924,044 | 2,430,232 | 1,936,419 | 1,442,607 | 948,795 | 453,678 | 265,511 | 2,248,013 | 1,754,201 | 1,260,388 | 766,576 | 265,511 | -252,627 | -770,765 |
| | £/ha | | 1,442,607 | 3,417,856 | 2,924,044 | 2,430,232 | 1,936,419 | 1,442,607 | 948,795 | 453,678 | 265,511 | 2,248,013 | 1,754,201 | 1,260,388 | 766,576 | 265,511 | -252,627 | -770,765 |
| | £ site | | 721,304 | 1,708,928 | 1,462,022 | 1,215,116 | 968,210 | 721,304 | 474,397 | 226,839 | 132,755 | 1,124,006 | 877,100 | 630,194 | 383,288 | 132,755 | -126,314 | -385,382 |
| Additional Profit | £ site | | 1,039,291 | 2,612,018 | 2,239,532 | 1,866,329 | 1,493,880 | 1,119,132 | 746,577 | 376,217 | -415,012 | 978,407 | 630,615 | 274,938 | 256,605 | -415,012 | -764,383 | -1,121,638 |
| | £/m2 | | 346 | 697 | 629 | 553 | 469 | 373 | 265 | 143 | -138 | 261 | 177 | 81 | 81 | -138 | -272 | -427 |

Sheltered Deal
Site 1



| | | |
|-----------|--------|-----------|
| SITE NAME | Site 1 | Sheltered |
|-----------|--------|-----------|

| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
|-------------------|------------------|-----|--------|------------|------------|--------|
| Market Housing | 62.5 | 80% | 48 | 4,300 | 12,900,000 | 3,000 |
| Shared Ownership | 62.5 | 0% | 0 | 2,795 | 0 | 0 |
| Affordable Rent | 62.5 | 20% | 12 | 2,065 | 1,548,750 | 750 |
| Social Rent | 62.5 | 0% | 0 | 1,280 | 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 | 14,448,750 | 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 | 721,304 | 1,442,607 | 1,442,607 |
| Alternative Use Value | 11,250 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 200,000 | 400,000 |
| Viability Threshold | 211,250 | | 422,500 |

| | | |
|-------------------|-----------|-----|
| Additional Profit | 1,039,291 | 346 |
|-------------------|-----------|-----|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = 0

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|-------------------------|--------|------------|------------|
| LAND | | Unit or m2 | Total |
| Land | | 12,022 | 721,304 |
| Stamp Duty | | | 25,565 |
| Easements etc. | | | 0 |
| Legals Acquisition | 1.50% | 10,820 | 36,385 |
| PLANNING | | | |
| Planning Fee | | | 24,480 |
| Architects | 4.00% | | 354,488 |
| QS / PM | 0.50% | | 44,311 |
| Planning Consultants | 1.00% | | 88,622 |
| Other Professional | 2.50% | | 221,555 |
| 733,455 | | | |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 2,228 | 8,353,360 | |
| s106 / CIL | | 120,000 | |
| Contingency | 2.50% | 208,834 | |
| Abnormals | | 180,000 | 8,862,194 |
| FINANCE | | | |
| Fees | | | 0 |
| Interest | 6.50% | | 0 |
| Legal and Valuation | | | 0 |
| SALES | | | |
| Agents | 4.0% | | 577,950 |
| Legals | 0.5% | | 72,244 |
| Misc. | | | 0 |
| 650,194 | | | 11,003,531 |
| Developers Profit | | | |
| % Market DV | 17.50% | | 2,257,500 |
| % Affordable DV | 17.50% | | 271,031 |

| Planning fee calc | | | |
|-------------------|------|------|--------|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | 23,100 |
| No dwgs under | 50 | 462 | 1,380 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| Total | | | 24,480 |

| Stamp duty calc - Residual | |
|----------------------------|---------|
| Land payment | Total |
| | 721,304 |
| | 25,565 |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|-----------|
| Land payment | 0% | 1% | Total |
| 125,000 | | | 125,000 |
| 250,000 | | | 250,000 |
| 500,000 | | | 500,000 |
| 1,000,000 | | | 1,000,000 |
| above | | | 1,000,000 |
| Total | | | 2,257,500 |

| | | | |
|--------------|-------|---------------|---------|
| Pre CIL s106 | 2,000 | £/ Unit (all) | 120,000 |
| Total | | | 120,000 |

| | | | |
|---------------|-------|---------------|---------|
| Post CIL s106 | 2,000 | £/ Unit (all) | 120,000 |
| CIL | 0 | £/m2 | 0 |
| Total | | | 120,000 |

| Build Cost | | /m2 | |
|-------------|-------|-----|-------|
| BCIS | 1,876 | | |
| Over Extra | 58 | | 3.10% |
| Energy | 0 | | |
| Design | 0 | | |
| Acc & Adpt | 0 | | |
| Water | 0 | | |
| Small Sites | 0 | | 0% |
| Site Costs | 294 | | 16% |
| 2,228 | | | |

| | | | |
|-----|-------|-------|---|
| 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 | | | | 1,075,000 | | | | 1,075,000 | | | | 1,075,000 | | | | 1,075,000 | | | | 1,075,000 | | | | | | | |
| Shared Ownership | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | |
| Affordable Rent | 0 | | | | 0 | | | | 258,125 | | | | 258,125 | | | | 258,125 | | | | 258,125 | | | | 258,125 | | | | | | | |
| Social Rent | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | |
| Grant and Subsidy | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | |
| INCOME | 0 | | | | 0 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 25,565 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | 10,820 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 177,244 | | | | 177,244 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | 22,155 | | | | 22,155 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 44,311 | | | | 44,311 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 110,777 | | | | 110,777 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | | | | 464,076 | | | | 928,151 | | | | 1,392,227 | | | | 1,392,227 | | | | 1,392,227 | | | | | | | | | | | |
| s106/CIL | 0 | | | | 6,667 | | | | 13,333 | | | | 20,000 | | | | 20,000 | | | | 20,000 | | | | | | | | | | | |
| Contingency | 0 | | | | 11,602 | | | | 23,204 | | | | 34,806 | | | | 34,806 | | | | 34,806 | | | | | | | | | | | |
| Abnormals | 0 | | | | 10,000 | | | | 20,000 | | | | 30,000 | | | | 30,000 | | | | 30,000 | | | | | | | | | | | |
| Finance Fees | 0 | | | | 0 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | 0 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | | | | | | | | |
| Agents | 0 | | | | 0 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | | | | | | | | |
| Legals | 0 | | | | 0 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | | | | | | | | |
| Misc. | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| COSTS BEFORE LAND INT AND PROFIT | 415,352 | | | | 846,832 | | | | 984,688 | | | | 1,477,032 | | | | 1,477,032 | | | | 1,537,023 | | | | 1,537,023 | | | | | | | |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 721,304 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | 18,471 | | | | 18,771 | | | | 32,837 | | | | 49,372 | | | | 74,176 | | | | 99,383 | | | | 104,311 | | | | | | | |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | -1,136,656 | | | | -18,471 | | | | -865,603 | | | | -1,017,525 | | | | -1,526,404 | | | | -1,551,208 | | | | -303,281 | | | | -308,209 | | | |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | -1,136,656 | | | | -1,155,127 | | | | -2,020,729 | | | | -3,038,254 | | | | -4,564,658 | | | | -6,115,866 | | | | -6,419,147 | | | | -6,727,356 | | | |

| 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 | 0 | | | | 0 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | 1,333,125 | | | | | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 211,250 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 8,450 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| Easements etc. | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| Legals Acquisition | 3,169 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| Architects | 177,244 | | | | 177,244 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| QS | 22,155 | | | | 22,155 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 44,311 | | | | 44,311 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 110,777 | | | | 110,777 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | 0 | | | | 464,076 | | | | 928,151 | | | | 1,392,227 | | | | 1,392,227 | | | | 1,392,227 | | | | | | | | | | | |
| POTENTIAL CIL | -3,141,376 | | | | 418,067 | | | | 418,067 | | | | 418,067 | | | | 418,067 | | | | 418,067 | | | | | | | | | | | |
| Post CIL s106 | 0 | | | | 0 | | | | 20,000 | | | | 20,000 | | | | 20,000 | | | | 20,000 | | | | | | | | | | | |
| Contingency | 0 | | | | 11,602 | | | | 23,204 | | | | 34,806 | | | | 34,806 | | | | 34,806 | | | | | | | | | | | |
| Abnormals | 0 | | | | 10,000 | | | | 20,000 | | | | 30,000 | | | | 30,000 | | | | 30,000 | | | | | | | | | | | |
| Finance Fees | 0 | | | | 0 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | 0 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | | | | | | | | |
| Agents | 0 | | | | 0 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | 53,325 | | | | | | | | | | | |
| Legals | 0 | | | | 0 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | 6,666 | | | | | | | | | | | |
| Misc. | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | | | | | | | | |
| COSTS BEFORE LAND INT AND PROFIT | -2,539,539 | | | | 1,258,232 | | | | 1,389,422 | | | | 1,895,099 | | | | 1,895,099 | | | | 1,955,090 | | | | 1,955,090 | | | | | | | |
| For CIL calculation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | 0 | | | | 0 | | | | 1,757 | | | | 32,581 | | | | 63,906 | | | | 75,051 | | | | | | | | | | | |
| Profit on cost | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | 2,539,539 | | | | 0 | | | | -1,258,232 | | | | -1,389,422 | | | | -1,896,856 | | | | -1,927,680 | | | | -685,870 | | | | -697,016 | | | |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 2,539,539 | | | | 1,281,308 | | | | -108,114 | | | | -2,004,970 | | | | -3,932,650 | | | | -4,618,520 | | | | -5,315,535 | | | | | | | |

Sheltered Elsewhere Cover



Older People's

24/10/2020

14:05

**Sheltered Elsewhere
For Apps**



| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|---------------------------------------|---------------------|--------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered |
| Green/brown field Use Locality | | | Green Paddock 30% | Green Paddock 0% | Green Paddock 5% | Green Paddock 10% | Green Paddock 15% | Green Paddock 20% | Green Paddock 25% | Green Paddock 30% | Brown Industrial Base | Brown Industrial 0% | Brown Industrial 5% | Brown Industrial 10% | Brown Industrial 15% | Brown Industrial 20% | Brown Industrial 25% | Brown Industrial 30% |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Average Unit Size | | m2 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 | 62.50 |
| Mix | Intermediate to Buy | | | 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% |
| | Affordable Rent | | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Price | Market | £/m2 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 | 3,550 |
| | Intermediate to Buy | £/m2 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 | 2,308 |
| | Affordable Rent | £/m2 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 |
| | Social Rent | £/m2 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | | | | |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 | 1,876 |
| Over Extra | | % | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Design | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/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 | 0.0 | 0.0 | 0.0 |
| Water | | £/m2 | 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 |
| Small Sites | | % | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% |
| Pre CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Post CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| | | £/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 |
| 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% |
| Contingency | | % | 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% |
| Abnormals | | % | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | |
| SALES | Agents | % | 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% |
| | 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% |
| | Misc. | £ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Developers Profit | % Market DV | | 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 DV | | 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 | |
|------------------------|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Sheltered | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Green/brown field Use | | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Site Area Gross | ha | 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 |
| Net | ha | 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 |
| Units | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Mix | Market | 80.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 80.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 65.00% | 60.00% | 55.00% | 50.00% | 50.00% |
| | Intermediate to Buy | 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% |
| | Affordable Rent | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 20.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 35.00% | 40.00% | 45.00% | 50.00% | 50.00% |
| | Social Rent | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Alternative Land Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | £ site | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 |
| Uplift | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | £ site | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| Viability Threshold | £/ha | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | £ site | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 |
| Residual Gross | £/ha | -1,456,557 | -93,242 | -428,441 | -764,194 | -1,110,376 | -1,456,557 | -1,802,739 | -2,148,921 | -2,496,398 | -2,849,072 | -3,203,787 | -3,558,502 | -2,724,901 | -1,337,901 | -1,684,083 | -2,030,264 | -2,376,446 | -2,724,901 | -3,076,708 | -3,428,515 | -3,780,322 | -4,132,997 | -4,487,711 | -4,552,184 | |
| Net | £/ha | -1,456,557 | -93,242 | -428,441 | -764,194 | -1,110,376 | -1,456,557 | -1,802,739 | -2,148,921 | -2,496,398 | -2,849,072 | -3,203,787 | -3,558,502 | -2,724,901 | -1,337,901 | -1,684,083 | -2,030,264 | -2,376,446 | -2,724,901 | -3,076,708 | -3,428,515 | -3,780,322 | -4,132,997 | -4,487,711 | -4,552,184 | |
| | £ site | -728,279 | -46,621 | -214,221 | -382,097 | -555,188 | -728,279 | -901,370 | -1,074,460 | -1,248,199 | -1,424,536 | -1,601,894 | -1,779,251 | -1,362,451 | -668,950 | -842,041 | -1,015,132 | -1,188,223 | -1,362,451 | -1,538,354 | -1,714,258 | -1,890,161 | -2,066,498 | -2,243,856 | -2,276,092 | |
| Additional Profit | £ site | -671,994 | 461,994 | 199,337 | -63,745 | -327,934 | -593,746 | -860,893 | -1,128,040 | -1,617,101 | -1,868,604 | -2,120,945 | -2,373,286 | -2,121,174 | -1,124,116 | -1,372,695 | -1,621,274 | -1,550,209 | -2,121,174 | -2,371,301 | -2,621,427 | -2,871,553 | -3,122,925 | -3,375,266 | -3,500,030 | |
| | £/m2 | -224 | 123 | 56 | -19 | -103 | -198 | -306 | -430 | -663 | -830 | -1,028 | -1,266 | -707 | -300 | -385 | -480 | -486 | -707 | -843 | -999 | -1,178 | -1,388 | -1,636 | -1,867 | |

Extracare Deal Cover



Older People's

24/10/2020
14:06

**Extracare Deal
For Apps**



| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|---------------------------------------|---------------------|--------|----------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------------------|------------------------|------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| Green/brown field Use Locality | | | Green Paddock 30% | Green Paddock 0% | Green Paddock 5% | Green Paddock 10% | Green Paddock 15% | Green Paddock 20% | Green Paddock 25% | Green Paddock 30% | Brown Industrial Base | Brown Industrial 0% | Brown Industrial 5% | Brown Industrial 10% | Brown Industrial 15% | Brown Industrial 20% | Brown Industrial 25% | Brown Industrial 30% |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Average Unit Size | | m2 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 |
| Mix | Intermediate to Buy | | | 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% |
| | Affordable Rent | | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Price | Market | £/m2 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 | 4,650 |
| | Intermediate to Buy | £/m2 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 | 3,023 |
| | Affordable Rent | £/m2 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 |
| | Social Rent | £/m2 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | | | | |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 |
| Over Extra | | % | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Design | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/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 | 0.0 | 0.0 | 0.0 |
| Water | | £/m2 | 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 |
| Small Sites | | % | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% |
| Pre CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Post CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| | | £/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 |
| 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% |
| Contingency | | % | 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% |
| Abnormals | | % | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | |
| SALES | Agents | % | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% |
| | 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% |
| | Misc. | £ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Developers Profit | % Market DV | | 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 DV | | 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 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|------------------------|---------------------|----|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| Green/brown field Use | | | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Mix | Market | | 70.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 70.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% |
| | Intermediate to Buy | | 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% |
| | Affordable Rent | | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Alternative Land Value | £/ha | | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | £ site | | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 |
| Uplift | £/ha | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | £ site | | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| Viability Threshold | £/ha | | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | £ site | | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 |
| Residua Gross Net | £/ha | | -1,565,423 | 2,311,010 | 1,683,589 | 1,056,169 | 426,683 | -229,149 | -887,477 | -1,565,423 | -3,207,262 | 792,432 | 152,718 | -505,344 | -1,168,380 | -1,848,007 | -2,527,635 | -3,207,262 |
| | £/ha | | -1,565,423 | 2,311,010 | 1,683,589 | 1,056,169 | 426,683 | -229,149 | -887,477 | -1,565,423 | -3,207,262 | 792,432 | 152,718 | -505,344 | -1,168,380 | -1,848,007 | -2,527,635 | -3,207,262 |
| | £ site | | -782,712 | 1,155,505 | 841,795 | 528,084 | 213,341 | -114,574 | -443,739 | -782,712 | -1,603,631 | 396,216 | 76,359 | -252,672 | -584,190 | -924,004 | -1,263,817 | -1,603,631 |
| Additional Profit | £ site | | -703,967 | 2,144,152 | 1,682,855 | 1,216,284 | 754,782 | 288,892 | -179,196 | -647,284 | -2,407,260 | 246,357 | -175,077 | -620,164 | -672,069 | -1,513,603 | -1,960,431 | -2,407,260 |
| | £/m2 | | -236 | 503 | 415 | 317 | 208 | 85 | -56 | -217 | -806 | 58 | -43 | -162 | -185 | -444 | -613 | -806 |

Extracare Elsewhere Cover



Older People's

**Extracare Elsewhere
For Apps**



| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|---------------------------------------|---------------------|--------|-------------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| Green/brown field Use Locality | | | Green Paddock 30% | Green Paddock 0% | Green Paddock 5% | Green Paddock 10% | Green Paddock 15% | Green Paddock 20% | Green Paddock 25% | Green Paddock 30% | Brown Industrial Base | Brown Industrial 0% | Brown Industrial 5% | Brown Industrial 10% | Brown Industrial 15% | Brown Industrial 20% | Brown Industrial 25% | Brown Industrial 30% |
| Site Area | Gross | ha | 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 |
| | Net | ha | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Average Unit Size | | m2 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 | 71.00 |
| Mix | Intermediate to Buy | | | 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% |
| | Affordable Rent | | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Price | Market | £/m2 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 | 3,750 |
| | Intermediate to Buy | £/m2 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 | 2,438 |
| | Affordable Rent | £/m2 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 | 2,065 |
| | Social Rent | £/m2 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 | 1,280 |
| Grant and Subsidy | 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 |
| Alternative Use Value | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| Up Lift % | | % | | | | | | | | | 20% | 20% | 20% | 20% | 20% | 20% | 20% | 20% |
| Additional Uplift | | £/ha | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | | | | | | | | |
| Easements etc | | £ | 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% |
| Planning Fee | <50 | £/unit | 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 |
| 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% |
| 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% |
| 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% |
| 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% |
| BCIS | | £/m2 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 | 2,141 |
| Over Extra | | % | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Design | | £/m2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acc & Adpt | | £/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 | 0.0 | 0.0 | 0.0 |
| Water | | £/m2 | 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 |
| Small Sites | | % | | | | | | | | | | | | | | | | |
| Site Costs | | % | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% | 15.66% |
| Pre CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Post CIL s106 | | £/Unit | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| | | £/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 |
| 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% |
| Contingency | | % | 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% |
| Abnormals | | % | | | | | | | | | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% |
| | | £/site | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 | 180,000 |
| FINANCE | Fees | £ | | | | | | | | | | | | | | | | |
| | Interest | % | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% | 6.50% |
| | Legal and Valuation | £ | | | | | | | | | | | | | | | | |
| SALES | Agents | % | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% | 7.00% |
| | 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% |
| | Misc. | £ | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Developers Profit | % Market DV | | 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 DV | | 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 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 |
|------------------------|---------------------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare | Extracare |
| Green/brown field Use | | | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Green Paddock | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial | Brown Industrial |
| Site Are Gross | ha | | 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 |
| Net | ha | | 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 |
| Units | | | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 |
| Mix | Market | | 70.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% | 70.00% | 100.00% | 95.00% | 90.00% | 85.00% | 80.00% | 75.00% | 70.00% |
| | Intermediate to Buy | | 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% |
| | Affordable Rent | | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% | 30.00% | 0.00% | 5.00% | 10.00% | 15.00% | 20.00% | 25.00% | 30.00% |
| | Social Rent | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Alternative Land Value | £/ha | | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 22,500 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | £ site | | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 11,250 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 | 600,000 |
| Uplift | £/ha | | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 400,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | £ site | | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 200,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| Viability Threshold | £/ha | | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 422,500 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | £ site | | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 211,250 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 | 720,000 |
| Residua Gross | £/ha | | -5,069,393 | -2,446,560 | -2,878,435 | -3,313,790 | -3,752,691 | -4,191,592 | -4,630,493 | -5,069,393 | -6,746,552 | -4,102,655 | -4,541,277 | -4,979,899 | -5,418,520 | -5,857,142 | -6,300,787 | -6,746,552 |
| Net | £/ha | | -5,069,393 | -2,446,560 | -2,878,435 | -3,313,790 | -3,752,691 | -4,191,592 | -4,630,493 | -5,069,393 | -6,746,552 | -4,102,655 | -4,541,277 | -4,979,899 | -5,418,520 | -5,857,142 | -6,300,787 | -6,746,552 |
| | £ site | | -2,534,697 | -1,223,280 | -1,439,218 | -1,656,895 | -1,876,346 | -2,095,796 | -2,315,246 | -2,534,697 | -3,373,276 | -2,051,328 | -2,270,638 | -2,489,949 | -2,709,260 | -2,928,571 | -3,150,393 | -3,373,276 |
| Additional Profit | £ site | | -2,683,841 | -685,180 | -1,006,641 | -1,329,336 | -1,652,488 | -1,975,639 | -2,300,490 | -2,627,159 | -4,378,377 | -2,545,285 | -2,849,606 | -3,154,240 | -3,076,202 | -3,766,308 | -4,072,342 | -4,378,377 |
| | £/m2 | | -899 | -161 | -248 | -346 | -456 | -579 | -719 | -880 | -1,467 | -597 | -703 | -822 | -849 | -1,104 | -1,273 | -1,467 |

Extracare Elsewhere
Site 1



| SITE NAME Site 1 Extracare | | | | | | |
|----------------------------|------------------|-----|--------|------------|------------|--------|
| INCOME | Av Size m2 | % | Number | Price £/m2 | GDV £ | GIA m2 |
| Market Housing | 71.1 | 70% | 42 | 3,750 | 11,193,750 | 2,985 |
| Shared Ownership | 70.8 | 0% | 0 | 2,438 | 0 | 0 |
| Affordable Rent | 70.8 | 30% | 18 | 2,065 | 2,632,875 | 1,275 |
| Social Rent | 70.8 | 0% | 0 | 1,280 | 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 | 13,826,625 | 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 | -2,534,697 | -5,069,393 | -5,069,393 |
| Alternative Use Value | 11,250 | | 22,500 |
| Uplift | 0% | 0 | 0 |
| Plus /ha | 400,000 | 200,000 | 400,000 |
| Viability Threshold | 211,250 | | 422,500 |

| | | |
|-------------------|------------|------|
| Additional Profit | -2,683,841 | -899 |
|-------------------|------------|------|

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

| DEVELOPMENT COSTS | | | |
|--------------------------|------------|-------------------|------------|
| | Unit or m2 | Total | |
| LAND | | | |
| Land | -42,245 | -2,534,697 | |
| Stamp Duty | | 0 | |
| Easements etc. | | 0 | |
| Legals Acquisition | 1.50% | -38,020 | -38,020 |
| PLANNING | | | |
| Planning Fee | | 24,480 | |
| Architects | 4.00% | 456,138 | |
| QS / PM | 0.50% | 57,017 | |
| Planning Consultants | 1.00% | 114,034 | |
| Other Professional | 2.50% | 285,086 | 936,755 |
| CONSTRUCTION | | | |
| Build Cost - BCIS Based | 2,543 | 10,832,628 | |
| s106 / CIL | | 120,000 | |
| Contingency | 2.50% | 270,816 | |
| Abnormals | | 180,000 | 11,403,443 |
| FINANCE | | | |
| Fees | | 0 | |
| Interest | 6.50% | 0 | |
| Legal and Valuation | | 0 | 0 |
| SALES | | | |
| Agents | 7.0% | 967,864 | |
| Legals | 0.5% | 69,133 | |
| Misc. | | 0 | 1,036,997 |
| | | 10,804,479 | |
| Developers Profit | | | |
| % Market DV | 17.50% | 1,958,906 | |
| % Affordable DV | 17.50% | 460,753 | |

| Planning fee calc | | | |
|-------------------|------|------|---------------|
| Planning app fee | dwgs | rate | |
| No dwgs | 60 | | 23,100 |
| No dwgs under | 50 | 462 | 1,380 |
| No dwgs over 50 | 10 | 138 | 1,380 |
| Total | | | 24,480 |

| Stamp duty calc - Residual | |
|----------------------------|------------|
| Land payment | Total |
| | -2,534,697 |
| | 0 |
| Total | |

| Stamp duty calc - Add Profit | | | |
|------------------------------|----|----|----------------|
| Land payment | | | |
| 125,000 | 0% | 0% | |
| 250,000 | 1% | 0% | |
| 500,000 | 3% | 0% | |
| 1,000,000 | 4% | 0% | |
| above | 5% | 0% | |
| Total | | | 211,250 |

| | | | |
|--------------|-------|---------------|----------------|
| Pre CIL s106 | 2,000 | £/ Unit (all) | 120,000 |
| Total | | | 120,000 |

| | | | |
|---------------|-------|---------------|----------------|
| Post CIL s106 | 2,000 | £/ Unit (all) | 120,000 |
| CIL | 0 | £/m2 | 0 |
| Total | | | 120,000 |

| Build Cost /m2 | | |
|----------------|-------|--------------|
| | | |
| BCIS | 2,141 | |
| Over Extra | 66 | 3.10% |
| Energy | 0 | |
| Design | 0 | |
| Acc & Adpt | 0 | |
| Water | 0 | |
| Small Sites | 0 | 0% |
| Site Costs | 335 | 16% |
| Total | | 2,543 |

| | | | |
|-----|-------|-------|---|
| 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 | | | | | | | | | | | | | | | | | | | | | | | | |
| Shared Ownership | | | | | | | | | | | | | | | | | | | | | | | | |
| Affordable Rent | | | | | | | | | | | | | | | | | | | | | | | | |
| Social Rent | | | | | | | | | | | | | | | | | | | | | | | | |
| Grant and Subsidy | | | | | | | | | | | | | | | | | | | | | | | | |
| INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,371,625 | 1,371,625 | 1,371,625 | 1,371,625 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 | 932,813 |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Stamp Duty | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Easements etc. | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legals Acquisition | -38,020 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Fee | 24,480 | | | | | | | | | | | | | | | | | | | | | | | |
| Architects | 228,069 | | | | | | | | | | | | | | | | | | | | | | | |
| QS | 28,509 | | | | | | | | | | | | | | | | | | | | | | | |
| Planning Consultants | 57,017 | | | | | | | | | | | | | | | | | | | | | | | |
| Other Professional | 142,543 | | | | | | | | | | | | | | | | | | | | | | | |
| Build Cost - BCIS Base | | | | | | | | | | | | | | | | | | | | | | | | |
| s106/CIL | | | | | | | | | | | | | | | | | | | | | | | | |
| Contingency | | | | | | | | | | | | | | | | | | | | | | | | |
| Abnormals | | | | | | | | | | | | | | | | | | | | | | | | |
| Finance Fees | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Legal and Valuation | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Agents | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 96,014 | 96,014 | 96,014 | 96,014 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 | 65,297 |
| Legals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,858 | 6,858 | 6,858 | 6,858 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 | 4,664 |
| 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 | 442,597 | 0 | 1,089,662 | 1,267,049 | 1,900,574 | 1,900,574 | 2,003,446 | 2,003,446 | 1,369,921 | 736,397 | 102,872 | 102,872 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 | 69,961 |
| For Residual Valuation | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | -2,534,697 | | | | | | | | | | | | | | | | | | | | | | | |
| Interest | 0 | 0 | 0 | 0 | 4,300 | 35,254 | 66,711 | 78,063 | 89,598 | 91,026 | 82,183 | 62,901 | 43,306 | 29,989 | 16,455 | 2,701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit on Costs | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit on GDV | | | | | | | | | | | | | | | | | | | | | | | | |
| Cash Flow | 2,092,099 | 0 | -1,089,662 | -1,267,049 | -1,904,874 | -1,935,826 | -698,532 | -709,883 | -87,894 | 544,202 | 1,186,570 | 1,205,852 | 819,545 | 832,863 | 846,397 | 860,151 | 862,852 | 862,852 | 862,852 | 862,852 | 862,852 | 862,852 | 862,852 | 862,852 |
| Opening Balance | 0 | | | | | | | | | | | | | | | | | | | | | | | |
| Closing Balance | 2,092,099 | 2,092,099 | 1,002,437 | -264,612 | -2,169,486 | -4,105,314 | -4,803,846 | -5,513,730 | -5,601,624 | -5,057,422 | -3,870,852 | -2,665,000 | -1,845,455 | -1,012,592 | -166,195 | 693,956 | 1,556,808 | 2,419,659 | 2,419,659 | 2,419,659 | 2,419,659 | 2,419,659 | 2,419,659 | 2,419,659 |

| 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 | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | | 0 | | | |
| EXPENDITURE | | | | | | | | | | | | | | | | | | | | | | | | |
| Land | 211,250 | | | | | | | | | | | | | | | | | | | | | | | |
| 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 | 3,169 | 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 | 228,069 | 0 | 228,069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QS | 28,509 | 0 | 28,509 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Planning Consultants | 57,017 | 0 | 57,017 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Professional | 142,543 | 0 | 142,543 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Build Cost - BCIS Base | | | | | | | | | | | | | | | | | | | | | | | | |
| POTENTIAL CIL | -3,966,601 | | | | | | | | | | | | | | | | | | | | | | | |
| Post CIL s106 | | | | | | | | | | | | | | | | | | | | | | | | |
| Contingency | | | | | | | | | | | | | | | | | | | | | | | | |
| Abnormals | | | | | | | | | | | | | | | | | | | | | | | | |
| Finance Fees | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Legal and Valuation | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | |

Appendix 13 – Appraisals – Non-residential Development

Greenfield

| | | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial |
|----------------------------|----------------------|------------------|--------------------|-------------------|-------------------|--------------------|
| | CIL | £/m2 | 0 | 0 | 0 | 0 |
| Income | m2 | | 2,000 | 2,000 | 4,000 | 400 |
| | £/m2 | | 2,500 | 2,100 | 1,335 | 1,335 |
| | Capital Value | | 4,500,000 | 3,780,000 | 5,073,000 | 534,000 |
| | Buyers Costs | 4.50% | 202,500 | 170,100 | 228,285 | 24,030 |
| | Capital Value | | 4,297,500 | 3,609,900 | 4,844,715 | 509,970 |
| Costs | Land Used | Coverage | 320% | 50% | 40% | 40% |
| | | ha | 0.063 | 0.400 | 1.000 | 0.100 |
| | | £/ha | 22,500 | 22,500 | 22,500 | 22,500 |
| | | Uplift £/ha | 400,000 | 400,000 | 400,000 | 400,000 |
| | | 20.00% | 0 | 0 | 0 | 0 |
| | | Site Cost | 26,406 | 169,000 | 422,500 | 42,250 |
| | Stamp Duty (on VT) | 4.00% | 1,056 | 6,760 | 16,900 | 1,690 |
| | Acquisition | 1.50% | 396 | 2,535 | 6,338 | 634 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 |
| | Pre Planning | | 0 | 0 | 0 | 0 |
| | Construction | /m2 | 2,016 | 1,866 | 808 | 1,267 |
| | | £ | 4,032,000 | 3,732,000 | 3,232,000 | 506,800 |
| | Infrastructure | 15.00% | 604,800 | 559,800 | 484,800 | 76,020 |
| | Abnormals | 5.00% | 0 | 0 | 0 | 0 |
| | Fees | 8.00% | 370,944 | 343,344 | 297,344 | 46,626 |
| | S106 | | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 231,840 | 214,590 | 185,840 | 29,141 |
| | Finance Costs | | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 56,250 | 47,250 | 63,413 | 6,675 |
| | Misc. Financial | | 10,000 | 10,000 | 10,000 | 10,000 |
| | Subtotal | | 5,307,286 | 4,916,279 | 4,296,634 | 677,585 |
| | Interest | 6.50% | 172,487 | 159,779 | 139,641 | 22,022 |
| | Profit % GDV | 15.00% | 644,625 | 541,485 | 726,707 | 76,496 |
| | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | COSTS | | 6,124,398 | 5,617,543 | 5,162,982 | 776,102 |
| Residual Land Worth | Site | | -1,826,898 | -2,007,643 | -318,267 | -266,132 |
| | Existing Use Value | £/ha | 22,500 | 22,500 | 22,500 | 22,500 |
| | Viability Threshold | £/ha | 422,500 | 422,500 | 422,500 | 422,500 |
| | Residual Value | £/ha | -29,230,370 | -5,019,108 | -318,267 | -2,661,324 |

| | | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket | Retail Warehouse | Hotel |
|----------------------------|----------------------|------------------|----------------|------------------|-------------------|---------------------|-------------------|------------------|
| | CIL | £/m2 | 0 | 0 | 0 | 0 | 0 | 0 |
| Income | m2 | | 150 | 150 | 4,000 | 1,200 | 4,000 | 1,482 |
| | £/m2 | | 4,000 | 1,200 | 5,300 | 5,300 | 3,000 | 4,050 |
| | Capital Value | | 600,000 | 180,000 | 21,200,000 | 6,360,000 | 12,000,000 | 6,002,100 |
| | Buyers Costs | 4.50% | 27,000 | 8,100 | 954,000 | 286,200 | 540,000 | 270,095 |
| | Capital Value | | 573,000 | 171,900 | 20,246,000 | 6,073,800 | 11,460,000 | 5,732,006 |
| Costs | Land Used | Coverage | 80% | 80% | 30% | 40% | 50% | 40% |
| | | ha | 0.025 | 0.025 | 1.333 | 0.300 | 0.800 | 0.371 |
| | | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 | 0 |
| | | 20.00% | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | | Site Cost | 36,000 | 36,000 | 1,920,000 | 432,000 | 1,152,000 | 533,520 |
| | Stamp Duty (on VT) | 4.00% | 1,440 | 1,440 | 76,800 | 17,280 | 46,080 | 21,341 |
| | Acquisition | 1.50% | 540 | 540 | 28,800 | 6,480 | 17,280 | 8,003 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Construction | /m2 | 1,175 | 1,175 | 1,531 | 1,531 | 874 | 1,439 |
| | | £ | 176,250 | 176,250 | 6,124,000 | 1,837,200 | 3,496,000 | 2,132,598 |
| | Infrastructure | 15.00% | 26,438 | 26,438 | 918,600 | 275,580 | 524,400 | 319,890 |
| | Abnormals | 5.00% | 10,134 | 10,134 | 352,130 | 105,639 | 201,020 | 122,624 |
| | Fees | 8.00% | 17,026 | 17,026 | 591,578 | 177,474 | 337,714 | 206,009 |
| | S106 | | 0 | 0 | 0 | 0 | 0 | 12,000 |
| | CIL | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 10,641 | 10,641 | 369,737 | 110,921 | 211,071 | 128,756 |
| | Finance Costs | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 7,500 | 2,250 | 265,000 | 79,500 | 150,000 | 75,026 |
| | Misc. Financial | | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 | 15,000 |
| | Subtotal | | 259,969 | 269,719 | 8,751,645 | 2,635,073 | 5,008,565 | 3,041,247 |
| | Interest | 6.50% | 8,449 | 8,766 | 284,428 | 85,640 | 162,778 | 98,841 |
| | Profit % GDV | 15.00% | 85,950 | 25,785 | 3,036,900 | 911,070 | 1,719,000 | 859,801 |
| | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | COSTS | | 354,368 | 304,270 | 12,072,973 | 3,631,783 | 6,890,343 | 3,999,888 |
| Residual Land Worth | Site | | 218,632 | -132,370 | 8,173,027 | 2,442,017 | 4,569,657 | 1,732,118 |
| | Existing Use Value | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | Viability Threshold | £/ha | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | Residual Value | £/ha | 8,745,292 | -5,294,783 | 6,129,770 | 8,140,055 | 5,712,071 | 4,675,081 |

Brownfield

| | | | Offices - Central | Offices - Park | Larger Industrial | Smaller Industrial |
|----------------------------|----------------------|------------------|----------------------|-------------------|----------------------|-----------------------|
| | CIL | £/m2 | 0 | 0 | 0 | 0 |
| Income | m2 | | 2,000 | 2,000 | 4,000 | 400 |
| | £/m2 | | 2,500 | 2,100 | 1,335 | 1,335 |
| | Capital Value | | 4,500,000 | 3,780,000 | 5,073,000 | 534,000 |
| | Buyers Costs | 4.50% | 202,500 | 170,100 | 228,285 | 24,030 |
| | Capital Value | | 4,297,500 | 3,609,900 | 4,844,715 | 509,970 |
| Costs | Land Used | Coverage | 320% | 50% | 40% | 40% |
| | | ha | 0.063 | 0.400 | 1.000 | 0.100 |
| | | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 |
| | | 20.00% | 240,000 | 240,000 | 240,000 | 240,000 |
| | | Site Cost | 90,000 | 576,000 | 1,440,000 | 144,000 |
| | Stamp Duty (on VT) | 4.00% | 3,600 | 23,040 | 57,600 | 5,760 |
| | Acquisition | 1.50% | 1,350 | 8,640 | 21,600 | 2,160 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 |
| | Pre Planning | | 0 | 0 | 0 | 0 |
| | Construction | /m2 | 2,016 | 1,866 | 808 | 1,267 |
| | | £ | 4,032,000 | 3,732,000 | 3,232,000 | 506,800 |
| | Infrastructure | 15.00% | 604,800 | 559,800 | 484,800 | 76,020 |
| | Abnormals | 5.00% | 231,840 | 214,590 | 185,840 | 29,141 |
| | Fees | 8.00% | 389,491 | 360,511 | 312,211 | 48,957 |
| | S106 | | 0 | 0 | 0 | 0 |
| | CIL | | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 243,432 | 225,320 | 195,132 | 30,598 |
| | Finance Costs | | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 56,250 | 47,250 | 63,413 | 6,675 |
| | Misc. Financial | | 10,000 | 10,000 | 10,000 | 10,000 |
| | Subtotal | | 5,572,763 | 5,181,151 | 4,562,596 | 716,111 |
| | Interest | 6.50% | 181,115 | 168,387 | 148,284 | 23,274 |
| | Profit % GDV | 15.00% | 644,625 | 541,485 | 726,707 | 76,496 |
| | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | COSTS | | 6,398,503 | 5,891,023 | 5,437,587 | 815,880 |
| Residual Land Worth | Site | | -2,101,003 | -2,281,123 | -592,872 | -305,910 |
| | Existing Use Value | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | Viability Threshold | £/ha | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | Residual Value | £/ha | -33,616,048 | -5,702,808 | -592,872 | -3,059,100 |

Dover District Council
Whole Plan Viability Study – November 2020

| | | | Prime Retail | Secondary Retail | Supermarket | Smaller Supermarket | Retail Warehouse | Hotel |
|----------------------------|----------------------|------------------|----------------|------------------|-------------------|---------------------|-------------------|------------------|
| | CIL | £/m2 | 0 | 0 | 0 | 0 | 0 | 0 |
| Income | m2 | | 150 | 150 | 4,000 | 1,200 | 4,000 | 1,482 |
| | £/m2 | | 4,000 | 1,200 | 5,300 | 5,300 | 3,000 | 4,050 |
| | Capital Value | | 600,000 | 180,000 | 21,200,000 | 6,360,000 | 12,000,000 | 6,002,100 |
| | Buyers Costs | 4.50% | 27,000 | 8,100 | 954,000 | 286,200 | 540,000 | 270,095 |
| | Capital Value | | 573,000 | 171,900 | 20,246,000 | 6,073,800 | 11,460,000 | 5,732,006 |
| Costs | Land Used | Coverage | 80% | 80% | 30% | 40% | 50% | 40% |
| | | ha | 0.025 | 0.025 | 1.333 | 0.300 | 0.800 | 0.371 |
| | | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | Uplift £/ha | 0 | 0 | 0 | 0 | 0 | 0 |
| | | 20.00% | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 | 240,000 |
| | | Site Cost | 36,000 | 36,000 | 1,920,000 | 432,000 | 1,152,000 | 533,520 |
| | Stamp Duty (on VT) | 4.00% | 1,440 | 1,440 | 76,800 | 17,280 | 46,080 | 21,341 |
| | Acquisition | 1.50% | 540 | 540 | 28,800 | 6,480 | 17,280 | 8,003 |
| | Strategic Promotion | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Pre Planning | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Construction | /m2 | 1,175 | 1,175 | 1,531 | 1,531 | 874 | 1,439 |
| | | £ | 176,250 | 176,250 | 6,124,000 | 1,837,200 | 3,496,000 | 2,132,598 |
| | Infrastructure | 15.00% | 26,438 | 26,438 | 918,600 | 275,580 | 524,400 | 319,890 |
| | Abnormals | 5.00% | 10,134 | 10,134 | 352,130 | 105,639 | 201,020 | 122,624 |
| | Fees | 8.00% | 17,026 | 17,026 | 591,578 | 177,474 | 337,714 | 206,009 |
| | S106 | | 0 | 0 | 0 | 0 | 0 | 12,000 |
| | CIL | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Contingency | 2.5% & 5% | 10,641 | 10,641 | 369,737 | 110,921 | 211,071 | 128,756 |
| | Finance Costs | | 0 | 0 | 0 | 0 | 0 | 0 |
| | Sales | 2.50% | 7,500 | 2,250 | 265,000 | 79,500 | 150,000 | 75,026 |
| | Misc. Financial | | 10,000 | 25,000 | 25,000 | 25,000 | 25,000 | 15,000 |
| | Subtotal | | 259,969 | 269,719 | 8,751,645 | 2,635,073 | 5,008,565 | 3,041,247 |
| | Interest | 6.50% | 8,449 | 8,766 | 284,428 | 85,640 | 162,778 | 98,841 |
| | Profit % GDV | 15.00% | 85,950 | 25,785 | 3,036,900 | 911,070 | 1,719,000 | 859,801 |
| | | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| | COSTS | | 354,368 | 304,270 | 12,072,973 | 3,631,783 | 6,890,343 | 3,999,888 |
| Residual Land Worth | Site | | 218,632 | -132,370 | 8,173,027 | 2,442,017 | 4,569,657 | 1,732,118 |
| | Existing Use Value | £/ha | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | Viability Threshold | £/ha | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| | Residual Value | £/ha | 8,745,292 | -5,294,783 | 6,129,770 | 8,140,055 | 5,712,071 | 4,675,081 |

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