

Local Plan Viability Assessment

October 2018



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1. Introduction

Scope

- 1.1 Brentwood Borough Council (BBC / the Council) is nearing the Regulation 19 publication of its new Local Plan. This Viability Assessment has been commissioned to further inform the planmaking process. HDH Planning & Development Ltd has been appointed to advise the Council in connection with several matters:
 - a. Reviewing and updating the economic viability assessments on the development sites identified in the Plan. The Council has identified 31 housing led allocations and 8 employment allocations.
 - b. Updating the Council's 2016 Whole-plan and CIL Viability Assessment, taking into account representation made on the preliminary draft charging schedule; the local plan site portfolio, policy considerations and infrastructure costs.
- 1.2 This document sets out the methodology used, the key assumptions adopted, and contains an assessment of the deliverability of the Plan and the effect of CIL on viability. This will allow the Council to further engage with stakeholders, and make any final adjustments to the Plan.
- 1.3 In relation to CIL, CIL is set having regard to a range of factors, one of which is viability. This report only considers viability. Outside this report, the Council will consider the need for infrastructure, other sources of funding (including the use of s106) and the track record of securing developer contributions (including affordable housing).
- 1.4 This Viability Assessment is informed by a consultation process with landowners, agents, and developers. A consultation event was held on 4th September 2018. Representatives of the main developers, development site landowners, their agents and housing providers were invited. The meeting was used to set out the methodology, to test the assumptions and to put the report in context.
- 1.5 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 some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is threatened.

Report Structure

- 1.6 This report follows the following format:
 - **Chapter 2** The reasons for, and approach to viability testing, including a short review of the requirements of the CIL Regulations, NPPF and PPG.
 - **Chapter 3** The methodology used.



- **Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
- **Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of the different types of non-residential development planned for.
- **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 The consideration and conclusions in relation to the deliverability of development.
- **Chapter 13** The consideration and conclusions in relation to the proposed rates of CIL.

HDH Planning & Development Ltd (HDH)

- 1.7 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 testing.
 - c. Strategic Housing Market Assessments.
- 1.8 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.
- 1.9 No part of this report constitutes a valuation and the report should not be relied on in that regard.

Metric or imperial

1.10 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 |

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





2. Viability Testing

- 2.1 Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), and it is a requirement of the CIL Regulations. In each case the requirement is slightly different, but all have much in common.
- 2.2 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 included references to, and sections on, viability. The National Planning Policy Framework (NPPF) and the viability sections of the Planning Practice Guidance (PPG) were updated in July 2018 replacing the earlier documents.

National Planning Policy Framework (July 2018)

- 2.3 As in the 2012 NPPF, viability remains a core area of the plan-making process. The 2018 NPPF does not include detail on the viability process, rather stresses the importance of viability.
- 2.4 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.

2018 NPPF, Paragraph 57

- 2.5 Careful consideration has been made to the updated PPG in this study (see below).
- 2.6 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2018 NPPF. The following, updated, definition is provided:

Deliverable: To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. Sites that are not major development, and 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 (e.g. they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans). Sites with outline planning permission, permission in principle, allocated in the development plan or identified on a brownfield register should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.

NPPF Glossary





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.

2018 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.

2018 NPPF, Paragraph 119

2.9 The 2018 NPPF does not include technical guidance on undertaking viability work. This is included within the PPG that was also updated in July 2018.

Planning Practice Guidance (July 2018)

2.10 The viability sections of the PPG (section 10) have been completely rewritten. Having said this, the changes largely provide clarity and confirm best practice, rather than prescribe a new approach or methodology. The updated PPG includes 4 main sections:

1 - Viability and plan making

2.11 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 10-001-20180724

2.12 This study takes a proportionate approach, building on the Council's existing available evidence¹, and considers all the local and national policies² 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

¹ As set out in Chapter 3 below.

² As set out in Chapter 7 below.



informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

PPG 10-002-20180724

2.13 Consultation forms an important 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 10-002-20180724

2.14 The delivery of affordable housing have been tested against a range of levels of developer contributions.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant.

PPG 10-002-20180724

2.15 The Council will continue to engage with the promoters of the key sites in the Plan.

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

PPG 10-003-20180724

2.16 This study is based on typologies³ that have been developed by having regard to the potential sites identified through the Council's SHLAA.

Average costs and values can be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Comparing data from existing case study sites will help ensure assumptions of costs and values are realistic and broadly accurate. In using market evidence it is important to disregard outliers.

PPG 10-004-20180724

2.17 This study draws on a wide range of data sources, including that 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.

A typology approach is where sites are grouped 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 sites and type of development proposed for allocation in the plan.



³ The PPG provides further detail at 10-004-20180724:

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

2.18 In this study the key Strategic Sites are considered separately.

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. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.

PPG 10-006-20180724

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

2 - Viability and decision taking

2.20 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.

3 - Standardised inputs to viability assessment

2.21 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

2.22 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 strike the balance in terms of what it asks for in terms of developer contributions and to strike a balance with affordable housing.

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

- 2.23 The residential values have been established though data from the Land Registry and other primary sources. These have been averaged as suggested. Non-residential values have been derived though consideration of capitalised rents as well as sales.
- 2.24 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
- 2.25 All these costs are taken into account⁴.
- 2.26 The PPG then goes on to set 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



⁴ See Chapter 7 below.

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+).

PPG 10-013-20180724

2.27 Paragraph 10-014-20180724 of 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 and
- be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. 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.

2.28 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 together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed consents, but without regard to alternative uses. 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. 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 10-016-20180724

2.29 The EUV has been established in this way.

2.30 The PPG goes on to set 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 10-018-20180724

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

4 - Accountability

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

CIL Economic Viability Assessment

- 2.33 The CIL Regulations are broad, so it is necessary to have regard to the CIL Regulations and CIL Guidance (which is contained within the PPG) when considering the delivery of the development set out in the emerging plan as well as when specifically considering CIL.
- 2.34 In November 2015, the Government launched the CIL Review. This was a complete review of the Levy, the results of which⁵ were published with the Housing White Paper in February 2017. A range of recommendations were made, some of which are to be subject to further consultation, some, such as the possible introduction of a Local Infrastructure Tariff (LIT) do not appear to be being taken forward. It will be necessary for the Council to keep this under review.
- 2.35 The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments⁶. CIL Regulation 14 (as amended) sets out the core principle for setting CIL. It is necessary to consider these as they do impact on the wider development plan-making process, as well as the direct CIL setting process:

Setting rates

(1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—

⁶ 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 2014. SI 2015 No. 836. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. Made 20th March 2015.



⁵ A Report by the CIL Review Team – A New Approach to Developer Contributions (October 2016) and The value, impact and delivery of the Community Infrastructure Levy, DCLG (February 2017).

- (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
- (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2) In setting rates ...
- 2.36 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole ...

PPG 25-038-20140612

- 2.37 The financial impact of introducing CIL is an important factor, but the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development Plan. The Plan may not be deliverable in the absence of CIL.
- 2.38 The test that will be considered when reviewing CIL is set out in the updated CIL Guidance contained in the PPG:

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

PPG 25-009-20140612

- 2.39 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. This is somewhat more cautious than the approach set out in earlier guidance. In the March 2010 CIL Guidance, the test was whether the Plan was put at 'serious risk', and in the December 2012 / April 2013 CIL Guidance, the test was whether CIL 'threatened the development plan as a whole' although it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish 'the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area' rather than specific sites.
- 2.40 At the CIL Examination the test applied by the examiner is:

Approval: the examiner must recommend approval of the draft charging schedule if a charging authority has complied with the requirements in the Planning Act and the levy regulations (collectively known as the "drafting requirements" as defined by section 212(4) of the Planning Act 2008, as amended by the Localism Act 2011). In doing so, the examiner should establish that:

- the charging authority has complied with the legislative requirements set out in the Planning Act 2008 and the Community Infrastructure Levy Regulations as amended;
- the draft charging schedule is supported by background documents containing appropriate available evidence;



- the proposed rate or rates are informed by and consistent with the evidence on economic viability across the charging authority's area; and
- evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole (for England, see National Planning Policy Framework paragraph 173)

PPG 25-038-20140612

2.41 On preparing the evidence base on economic viability, the CIL Guidance says:

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

In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should focus on strategic sites on which the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London)] relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as brownfield sites).

The sampling should reflect a selection of the different types of sites included in the relevant Plan, and should be consistent with viability assessment undertaken as part of plan-making.

PPG 25-019-20140612

- 2.42 This study has drawn on the existing available evidence where available. In due course, this study will form one part of the evidence that the Council will use to set CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities. The NPPF, PPG and the Harman Guidance, as referred to below, recommend that the development and consideration of a CIL rate should be undertaken as part of the same exercise as the development of the Local Plan, which is what the Council is doing. If the Council decides to purse CIL in the future, this report will form part of the evidence base as required by the CIL Regulations.
- 2.43 From April 2015, councils have been restricted in relation to pooling S106 contributions from more than five developments⁷ (where the obligation in the s106 agreement / undertaking is a reason for granting consent). This restriction encourages councils to adopt CIL. The Council can still raise additional s106 funds for infrastructure, provided this infrastructure can be directly linked to the site-specific needs associated with the scheme in question, and that it is not for infrastructure specifically identified to be funded by CIL, through the Regulation 123 List⁸. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):
 - a. necessary to make the development acceptable in planning terms;
 - b. directly related to the development; and

⁸ This is the list of the items on which the Council will spend CIL.



⁷ CIL Regulations 123(3)

- c. fairly and reasonably related in scale and kind to the development.
- 2.44 It is important to note that the counting of the 'five or more sites' relates to the '*provision of that project, or type of infrastructure*' and is from the date of the CIL Regulations, being April 2010. The Council will need to consider whether the threshold has already been exceeded for some items of infrastructure.

Differential Rates

2.45 CIL Regulation 13 (as amended) provides scope for CIL to be set at different levels by different area (zones) and type and size of developments.

Differential rates

- (1) A charging authority may set differential rates—
 - (a) for different zones in which development would be situated;
 - (b) by reference to different intended uses of development,
 - (c) by reference to the intended gross internal area of development;
 - (d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.
- (2) In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.
- 2.46 The updated PPG expands on this saying:

Charging authorities that decide to set differential rates may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use.

The focus should be in particular on strategic sites on which the relevant Plan relies and those sites (such as brownfield sites) where the impact of the levy is likely to be most significant.

The outcome of the sampling exercise should be to provide a robust evidence base about the potential effects of the rates proposed, balanced against the need to avoid excessive detail.

A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.

PPG 25-019-20140612

The regulations allow charging authorities to apply differential rates in a flexible way, to help ensure the viability of development is not put at risk. Differences in rates need to be justified by reference to the economic viability of development. Differential rates should not be used as a means to deliver policy objectives.

Differential rates may be appropriate in relation to

- geographical zones within the charging authority's boundary
- types of development; and/or
- scales of development.



A charging authority that plans to set differential rates should seek to avoid undue complexity. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities should consider the views of developers at an early stage.

If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development.

In all cases, differential rates must not be set in such a way that they constitute a notifiable state aid under European Commission regulations (see 'State aid' section for further information). One element of state aid is the conferring of a selective advantage to any 'undertaking'. A charging authority which chooses to differentiate between classes of development, or by reference to different areas, should do so only where there is consistent economic viability evidence to justify this approach. It is the responsibility of each charging authority to ensure that their charging schedules are state aid compliant.

PPG: 25-021-20140612

- 2.47 Any differential rates may only be set with regard to viability. It would be contrary to the guidance, for example, to set a high rate to deter a particular type of development, or to set a low rate to encourage it a consistent approach must be taken across development types.
- 2.48 CIL, once introduced, is mandatory on all developments (with a very few exceptions), that fall within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.

Wider Changes Impacting on Viability

- 2.49 There have been a number of changes at a national level since the Council's existing viability work.
- 2.50 With the July 2015 Budget, a number of changes were announced that relate to planning.

Affordable Housing

- 2.51 Prior to the 2015 Summer 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 CPI plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and have formed the basis of many housing associations' and other providers' business plans. The result was that housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little larger relative to inflation.
- 2.52 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduces 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.



Intermediate Housing

2.53 The 2018 NPPF sets out a requirement for low cost home ownership as part of the affordable housing mix:

Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership⁹, 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, 2018 NPPF

2.54 This is assumed to apply.

Environmental Standards

2.55 The Government confirmed within the *Fixing the foundations productivity report*¹⁰ its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established

2.56 As a result, there was no uplift to Part L of the Building Regulations during 2016 and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings are dropped, including the Allowable Solutions programme. Nearly zero-energy requirements for new buildings will come into force, but not until 2019 at the earliest. Having said this, the Planning and Energy Act 2008 allows LPAs to use policies to improve the energy efficiency of buildings/renewable energy/low carbon sources¹¹, meaning authorities can continue to set policy above Building Regulations. The TCPA still recommends that local authorities are able to set standards above the building regulatory minimum. This is considered in Chapter 7 below.

¹¹ The Deregulation Act 2015 (S43) which removes this right has not yet been enacted.



⁹ Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.

¹⁰ https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

CIL Review

- 2.57 The Government published a Housing White Paper¹² (February 2017) setting out the Government's plans, for consultation, to deal with some aspects of the housing market and planning system. At the same time, *A New Approach to Developer Contributions a report by the CIL Review Team* (Submitted October 2016)¹³ was released suggesting some changes to the existing CIL process. It is likely that these two documents will lead to further changes in the planning system (beyond the 2018 NPPF), however what those changes may be is not yet certain.
- 2.58 One of the recommendations of the CIL Review¹⁴ was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the GDV. This does not seem to be being taken forward so is not tested.

Viability Guidance

2.59 There is no specific technical guidance on how to test the viability in the 2018 NPPF or the PPG, although the updated PPG includes a guidance in a number of specific areas. There are several sources of guidance and appeal decisions¹⁵ 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 2012¹⁶ (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.

2.60 The planning appeal decisions, and the HCA good practice publication¹⁷ suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the EUV, plus a premium. The premium over and above the EUV being set at a level to provide the landowner with a competitive return and the inducement to

¹⁶ 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).

¹⁷ Good Practice Guide. Homes and Communities Agency (July 2009).



¹² https://www.gov.uk/government/collections/housing-white-paper

¹³ https://www.gov.uk/government/publications/community-infrastructure-levy-review-report-to-government

¹⁴ From section 5.1.1

¹⁵ 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

sell. 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 testing. Additionally, the Planning Advisory Service (PAS)¹⁸ provides viability guidance and manuals for local authorities.



2.61 There is considerable common ground between the RICS and the Harman Guidance, but they are not consistent. The RICS Guidance recommends against the 'current/EUV plus a margin' – which is the methodology recommended in the Harman Guidance.

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

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

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

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

¹⁸ PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Much of the most recent advice has been co-authored by HDH).



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

Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)

2.63 The RICS Guidance dismisses a Threshold Land Value approach as follows:

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

- 2.64 In line with the updated PPG this study follows the EUV Plus (EUV+) methodology. The methodology adopted is to compare the Residual Value generated by the viability appraisals, with the EUV or an AUV 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 competitive 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.
- 2.65 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. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012¹⁹. In his report, the Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

Consultation

2.66 The above context and background to viability testing was set out at the September 2018 consultation event.

¹⁹ Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27th January 2012





3. Methodology

Viability Testing – Outline Methodology

3.1 There is no statutory technical guidance on how to go about viability testing. This report follows the Harman Guidance and was put to the consultation event on 4th September 2018. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

Gross Development Value

(The combined value of the complete development)

LESS

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

=

RESIDUAL VALUE

- 3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory profit margin.
- 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) so is, to a large extent, fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developer's direct control they are what they are depending on the development.





- 3.4 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. 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 the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies on development and to assess the effect of these and of CIL and then make a judgement as to whether or not land prices are squeezed to such an extent that, in the 2018 NPPF context, the Development Plan is threatened to such an extent that the Plan is not delivered.
- 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': the margin above the 'EUV' which would induce the landowner sell. Both the RICS Guidance and the 2018 NPPG make it clear that when considering land value, this must be done in the context of current and emerging policies.
- 3.6 It is important to note that 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 2018 NPPF (and updated PPG) and CIL Regulations.

Limitations of viability testing in the context of CIL and the NPPF

3.7 The high level and broad-brush viability testing that is appropriate to be used to assess the effect of CIL does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is



shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.

3.8 This sets the Council a challenge when considering its proposals. It needs to determine whether or not the impact of introducing CIL 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. It is clear, that some development comes forward for operational reasons rather than for property development purposes.

The meaning of Landowner Premium

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

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

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

Benchmark land value should:

- be based upon existing use value
- allow for a premium to landowners (including equity resulting from those building their own homes)
- reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and
- be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. 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 10-014-20180724



- 3.11 There has been much discussion within the industry as to what may and may not be a landowner premium, as yet 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)²⁰. Clarification has been added in the Oxenholme Road Appeal (October 2013)²¹ where the inspector confirmed that the methodology set out in Shinfield is very site specific and should only be given limited weight. More recently further clarification has been provided in the Territorial Army Centre, Parkhurst Road, Islington Appeal²² (June 2017), which has subsequently been confirmed by the High Court²³. This notes the importance of comparable data, but stresses the importance of the quality of the comparable. The level of return to the land owner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.12 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.



- ²⁰ APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)
- ²¹ APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)
- ²² APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)
- ²³ 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

- 3.13 The 2018 NPPF, the undated PPG, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible be based on existing available evidence rather than new evidence. The evidence that is available from the Council has been reviewed. This falls into three broad types:
- 3.14 Firstly, is that which has been prepared by the Council to inform the emerging Plan and previous plans. These include:
 - a. Whole Plan and CIL Viability Assessment (NCS, May 2016)
 - b. CIL Land and Property Value Appraisal Study (heb, April 2016)
 - c. CIL Viability Construction Cost Study (Gleeds, March 2016)
- 3.15 In addition to these the Council drew on the Viability Assessment For London Commuter Belt (East)/M11 Sub Region FINAL REPORT (Levvel, AUGUST 2010). This is now a rather historic document so has been given little weight.
- 3.16 Secondly, is 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. The approach taken is to draw on this existing evidence and to consolidate it so that it can then be used as a sound base for setting the affordable housing target and the levels of CIL²⁴.
- 3.17 Thirdly, the Council also holds evidence of what is being collected from developers under the s106 regime. This is being collected outside this study but will be drawn on when considering the rates of CIL. The Council's policies for developer contributions (including affordable housing) have been considered, as have the amounts that have actually been collected from developers.

Stakeholder Engagement

3.18 The PPG and the CIL Guidance require stakeholder engagement – particularly with members of the development industry. This study includes consultation but also picks up the comments made through the CIL process. Public consultation on the CIL Preliminary Draft Charging Schedule took place between 27 October and 8 December 2016. The comments are summarised in Appendix 1. A wide range of comments were made, some of which were more concerned with the process and wider evidence base (for example the Infrastructure Delivery Plan (IDP)). This study is only concerned with viability, the main viability points are summarised below:

²⁴ These are not referred to specifically in this report as some were submitted to the Council on a confidential basis.



- a. It is necessary to consider the strategic sites individually due to their expected IDP requirements (which at that time were still to be quantified).
- b. Further clarity on some of the assumptions is needed.
- c. The typologies were not fully representative of the expected development.
- d. The modelling did not pick up the smaller discount supermarkets.
- e. Concerns around the derivation of the Benchmark Land Value (although the updated PPG changes things fundamentally here).
- 3.19 These comments are accepted as being fair criticism. The methodology and assumptions in this assessment, update those used in the CIL Viability Assessment, providing additional clarity. Significantly this assessment is carried out under the 2018 NPPF and the updated PPG (July 2018), rather than the 2012 NPPF and 2014 PPG.
- 3.20 The preparation of this viability assessment includes specific consultation and engagement with the industry. An informal consultation event was held on the 4th September 2018. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited. **Appendix 2** includes the details of those invited and attendees and **Appendix 3** includes the presentation given. **Appendix 4** includes a summary of notes taken and subsequent comments made.
- 3.21 The event was divided into three parts:
 - a) A recap of viability testing in the context of the 2018 NPPF and updated PPG.
 - b) Viability Assumptions, the main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
 - c) Discussion, the consultants and consultees talked through the main points. The feedback was carefully recorded.
- 3.22 It is important to note that the earlier studies were also subject to full consultation.
- 3.23 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. There may not be agreement on all points although there is broad consensus on most matters. Where there is disagreement, a judgement has been made and an explanation as to why the assumption used is set out.
- 3.24 The main points from the consultation event and subsequent comments received were:
 - a) It is inappropriate to base the build costs on BCIS, in part due to the small sample size from which they are derived. The median, rather than lower quartile, cost should be used on large sites.
 - b) A greater range of developer contributions should be tested.
 - c) The value of agricultural land should be taken to be £25,000/ha.



- d) That the landowner's premium in EUV+ should be greater.
- e) Delivery rates may be overstated.
- f) That the report includes recommendations around viability based review.
- g) CIL at £200/m² was unviable. This comment was not supported by any viability evidence – rather the suggestion was supported by the fact that £200/m² is more than is charged or proposed in some nearby areas.
- 3.25 Following the event, copies of the presentation and a very early iteration of this study were circulated to all those invited, and the attendees were asked to make any further representations by email. 14 written responses were received.
- 3.26 This opportunity is taken to thank those developers, landowners and agents who attended the event and provided written responses. The consultation process has been carried out fully in accordance with the requirements of the Harman Guidance.

Viability Process

- 3.27 The assessment of viability as required under the 2018 NPPF and the CIL Regulations is not done using a set formula or calculation. It is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001) '...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106'.
- 3.28 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of typologies, and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development.
- 3.29 Details of the site modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the Brentwood Borough Council area over the plan-period.





3.30 In addition to modelling a range of representative sites, several specific Strategic Sites have been modelled (being those over 400 units). These sites, if included in the Plan, are of such a scale that their deliverability will need to be addressed separately.


| Table 3.1 Key Sites for Testing | | | | | |
|---------------------------------|--|---------------|----------|--|--|
| | | Gross Area | Net Area | Capacity | |
| Warley exter | nsion masterplan area | | | | |
| 117A | Ford Warley - Southern Site | 6.81 | 4 | 350 | |
| 117B | Ford Warley - Northern Site | 1.28 | | | |
| 081 | Council Depot, The Drive, Warley | 3.2 | 2.24 | 123 | |
| | | 11.29 | 6.24 | 473 | |
| Officers Mea | adows masterplan area | | | | |
| 034 | Officer's Meadow, land off Alexander Lane, Shenfield | 20.8 | 15.89 | 510 | |
| 235 | Land to the north of Alexander Lane, Shenfield | 1.36 | | | |
| 087 | Land at Alexander Lane, Shenfield | 1.73 | | | |
| 276 | Oak Hurst, Chelmsford Road, Shenfield | 0.55 | | | |
| 158 | Land North of A1023 Chelmsford Road, Shenfield | 4.45 | 3.44 | 100 | |
| 263 | Land East of Chelmsford Road, Shenfield | 9.85 | 8.87 | 215 | |
| | | 38.74 | 28.2 | 825 | |
| West Hornde | on masterplan | | | | |
| 020 | West Horndon Industrial Estate, Childerditch Lane, West Horndon | 6.45 | 10.23 | 580 | |
| 021 | Horndon Industrial Estate, Station Road, West Horndon | 10 | | | |
| 152 | Land East of Horndon Industrial Estate | 0.8 | | | |
| | | 17.25 | 10.23 | 580 | |
| Dunton Hills | Garden Village | | | | |
| 200 | Dunton Hills Garden Village (Entire Land east of A128 and south of A127) | 257 | 128.5 | 3,500 (2,500 during plan- period) | |
| | | 257 | 128.5 | 3,500 | |

Source: BBC (August 2018)

- 3.31 Through the September 2018 consultation, various representations were received that relate to sites that are not included in this study. This study is restricted to the sites in the emerging Plan so other sites are not considered.
- 3.32 One site promoter suggested that the different elements should be modelled separately, as in some cases they are in different ownerships. These are Strategic Sites that have infrastructure requirements across the whole site so are modelled as single sites.



- 3.33 The local housing and commercial markets were surveyed, in order 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, in order to arrive at appropriate built form assumptions for those sites where information from a current planning permission or application was not available. These in turn informed the appropriate build cost figures. A number of other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still return a target profit level. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, by a satisfactory margin, could the scheme be judged to be viable. The amount of margin is a difficult subject and is discussed in the later parts of Chapter 6 below.
- 3.34 The appraisals are based on the emerging policies as summarised in Chapter 8 below, as they stood in August 2018. The policies and ultimately the Plan may be subject to further changes. For appropriate sensitivity testing a range of options including different levels of affordable housing provision and different levels of developer contributions are tested. The costs of infrastructure / mitigation for the strategic sites are still being assessed at the time of this study.
- 3.35 It is important to note that should the Council allocate different sites or develop further policies over and above those tested in this study, it may be necessary to revisit viability and consider the impact of those further requirements.
- 3.36 A bespoke viability testing model designed and developed by HDH Planning & Development Ltd specifically for area wide viability testing as required by the NPPF and CIL Regulations²⁵ is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan and to set CIL.

Additional Profit

3.37 To assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). The approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for s106 obligations which are to be replaced, in part, by CIL, but instead of calculating the Residual Value the cost of the land (the Benchmark Land

²⁵ 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).



Value as EUV +) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).

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

Gross Development Value

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

LESS

Cost of creating the asset, including a profit margin

(land* + construction + fees + finance charges + developers' profit) including mitigation measures, and affordable housing commuted sums

=

Additional Profit

* Where 'land' is the Benchmark Land Value.

Development Types

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





4. Residential Market

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

Brentwood's Residential Market

4.3 Brentwood Borough is a southeast Essex local authority. The main town of Brentwood is just 25 miles from central London. The Borough is a largely rural area made up of a larger villages and small settlements. The Council's settlement hierarchy is set out in the Brentwood Draft Local Plan Pattern Book (January 2016).

| Table 4.1 Brentwood Settlement Hierarchy | | | | | | |
|--|------------------------|----------------|--|--|--|--|
| Main Town | Village Service Centre | Larger Village | | | | |
| Brentwood | Ingatestone | Blackmore | | | | |
| | | Doddinghurst | | | | |
| | | Herongate | | | | |
| | | Ingrave | | | | |
| | | Kelvedon Hatch | | | | |
| | | Mountnessing | | | | |
| | | West Horndon | | | | |

Source: Page 17 Brentwood Draft Local Plan Pattern Book (January 2016) (NOTE: This hierarchy is the current situation. This will change as the larger new developments come forward).

- 4.4 In addition to the above there are numerous Smaller Villages. The majority of future development is directed towards the larger settlements, so these form the focus of this study.
 - a. The main settlement is Brentwood, although Ingatestone, to the northeast of the Council area, is also a larger settlement.
 - b. Brentwood is well connected to London with trains running through the day and taking about 30 minutes. The area is served by Brentwood, Shenfield and Ingatestone stations. Stanstead Airport is about 30 miles to the north of Brentwood.
 - c. The Council's southwest boundary is in large part defined by the M25. The area is well connected to the M25 via the A12 and A127.



- d. Brentwood is largely a commuter town, but there are a number of significant employers located locally, including Ford Motor Company and a number of financial services / finance companies.
- e. The smaller settlements and villages around the Council area are, on the whole, delightful and relatively well connected, making them aspirational for those working in London.
- 4.5 Through conversations with local agents, the area is perceived to be an attractive place to develop, particularly with higher quality modern homes that are different to the existing stock.

National Trends and Brentwood BC's relationship with the wider area

- 4.6 The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.
- 4.7 Average house prices across England and Wales have recovered to their pre-recession peak; however, this is strongly influenced by London. Prices in London are now well in excess (about 60%) of the 2007/2008 peak and, as can be seen in the figure below, prices in the Council area are well above (about 46%) the previous peak. This is somewhat more than prices across Essex (40%) and substantially more than the increase across England and Wales (24%).



Source: Land Registry (August 2018)

4.8 Up to the pre-recession peak of the market, the long-term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model



whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international 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.).

- 4.9 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.
- 4.10 It is important to note that at the time of this report the housing market is actively supported by the Government though products and initiatives such as Help-to-Buy.
- 4.11 There is a degree of uncertainty in the housing market as reported by the RICS. This is, at least in part due to the uncertainties around the referendum to leave the European Union. The June 2018 RICS UK Residential Market Survey said:

The June 2018 RICS Residential Market Survey results continue to point to a broadly stable picture, at least as far as the headline numbers are concerned. However, the generally subdued tone to the aggregated data is still masking materially divergent trends at a more localised level.

Significantly, the Newly Agreed Sales net balance reading of -7% was the sixteenth successive month in which this metric produced a negative result. This series has a good record as a lead indicator (by around two quarters) of HMRC and Land Registry transactions data and suggests that the modestly softer trend in sales volumes compared with last year (around three per cent lower) will persist over the coming months. Indeed, to the extent that the New Buyer Enquiries series provides a gauge as to the appetite from potential purchasers to acquire property (this series is well correlated with data on mortgage approvals), there is little reason to expect any uplift in sales volumes during the second half of the year. Consistent with this generally uninspiring picture is the rise in time it is taking to complete a property sale from initial listing. This has edged up on the RICS measure from around sixteen weeks in the spring of last year to around eighteen weeks on average at present.

The Residential Survey has in the past highlighted a lack of available second-hand stock as a key impediment to the efficient functioning of the market. It would be presumptuous to conclude at this point that this issue is lessening in importance as an obstacle, particularly as the average inventory of unsold supply per estate agent branch still remains close to historic lows at 43. This series has, however, edged up in each of the last four months, albeit only very marginally.

Moreover, the New Instructions net balance has recorded positive numbers for two consecutive months; this is the first time that this has been case since the early part of 2016. However, whether this can be sustained remains to be seen especially as the run rate on new appraisals of property by valuers is still reportedly down on the same period last year for the whole country. A cautious view on activity is also justified by the (twelve-month) Sales Expectations series which saw the net balance slip to zero, the lowest figure since October last year.

Meanwhile, the headline Price Balance edged up to +2% in June compared with -2% in May. This is the thirteenth month in a row in which the reading for this indicator has been in a range of +/-10% and is suggestive of the flattish price picture persisting in the near term. That said, it is noteworthy that twelve-month Price Expectations remain in positive territory, even if somewhat less so than previously.



Looking further out, the five-year series is still pointing to cumulative house price gains of more than twelve per cent which casts some doubt on the likely uplift in housing supply over this period and the ability of current policies to address the affordability crisis.

Disaggregating the data, it is noticeable that with the exception of London (-41% net balance), the South East (-27%) and East Anglia (-10%) all other parts of the country are recording results consistent with further (if in most cases modest) house price growth. The Newly Agreed Sales data is displaying a little more monthly volatility at a country/regional level but the South East is showing the most consistent negative set of results with London not far behind. At the other end of the scale, the feedback for Northern Ireland and Scotland suggests these two areas are displaying greater resilience.

An ongoing theme from the lettings results is the drop in new instructions coming through to agents. The latest data forms part of the non-seasonally adjusted monthly series (the updated quarterly seasonally adjusted numbers will be published next month). It shows a further drop in instructions during June (-22% net balance); this is the twenty first consecutive month in which the feedback has pointed to lower fresh supply of rental properties coming to market. Anecdotal remarks, unsurprisingly, draw attention to role the change in tax treatment on investment property has played in driving this trend. The Rent Expectations series is pointing to further modest increases over the course of the next twelve months with the deteriorating imbalance between demand (which remains solid) and supply underpinning the trend beyond this time horizon (a cumulative average of around fifteen per cent is projected over the course of the next five years).

- 4.12 When ranked across England and Wales, the average house price for Brentwood is 41st (out of 348) at just over £490,000²⁶. To set this in context, the Council at the middle of the rank (174 Ryedale), has an average price of £258,761. The median price is a little lower than the mean at £415,000²⁷.
- 4.13 The figure above shows that prices in the Council area have seen a significant recovery since the bottom of the market in mid-2009. A notable characteristic of the data is that the values of newbuild homes are less than that for existing homes, this is unusual.

²⁷ HPSSA Dataset 9. Median price paid for national and subnational geographies, quarterly rolling year.



²⁶ HPSSA Dataset 12. Mean price paid for national and subnational geographies, quarterly rolling year.



4.14 The rate of sales (i.e. sales per month) in the Council area is a little greater than the wider country, underlining the fact that the local market is an active market.



Source: Land Registry (August 2018)

4.15 This report is being completed after the United Kingdom voted to leave the European Union. It is not yet 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 exit are underway but not concluded, so the future of trade with the European Union and wider world are not yet known.



4.16 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. 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. Property agents Savills are predicting a 1% increase in the current year, 0.5% increase next year and a 11.8% increase over the next 5 years in the mainstream South East markets, with a 0% increase this year, and 12.5% over the next 5 years in the prime Suburban residential markets²⁸. These predictions are somewhat less than were being predicted before the Brexit referendum.

The Local Market

4.17 A survey of asking prices across the Council area was carried out in August 2018. Through using online tools such as rightmove.com and zoopla.co.uk median asking prices were estimated.



Source: Rightmove.com (August 2018)

http://www.savills.co.uk/insight-and-opinion/research-consultancy/residential-market-forecasts.aspx



²⁸ UK Housing Market Update https://pdf.euro.savills.co.uk/uk/residential---other/uk-housing-market-update-july-2018.pdf / www.savills.co.uk/research_articles/141285/224152-0



4.18 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.





Source: HDH based on Land Registry Price Paid Data





Source: HDH based on Land Registry Price Paid Data



4.19 The pattern of prices is influenced by the size of the units, with larger detached units prevailing in the more rural areas, and smaller terraces and flats in the urban areas. Further maps are included within **Appendix 5** that show the median prices by ward by house type (detached, semi-detached, terraced, flats).

Newbuild Sales Prices

- 4.20 This study is concerned with the viability of newbuild residential property so the key input for the appraisals are the prices of units on new developments. Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during July 2018 carried out.
- 4.21 The Land Registry publishes data of all homes sold. Across the Council area 158 newbuild home sales were recorded since the start of 2016²⁹. These transactions (as recorded by the Land Registry) are summarised, by the main settlements as follows and detailed in Appendix 6.

| Table 4.2 Distribution of Newbuild Sales | | | | | | | |
|--|------|------|------|-----|--|--|--|
| | 2016 | 2017 | 2018 | All | | | |
| BRENTWOOD | | 33 | 10 | 43 | | | |
| DODDINGHURST | | 6 | | 6 | | | |
| GREAT WARLEY | 22 | 33 | 5 | 60 | | | |
| HUTTON | 1 | | | 1 | | | |
| INGATESTONE | 7 | 2 | | 9 | | | |
| KELVEDON HATCH | 9 | | | 9 | | | |
| MOUNTNESSING | | 12 | 16 | 28 | | | |
| WARLEY | 2 | | | 2 | | | |
| TOTAL | 41 | 86 | 31 | 158 | | | |

Source: Land Registry (August 2018)

4.22 Each house sold requires an Energy Performance Certificate (EPC). This is a public document that can be viewed on the EPC Register³⁰. The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. Of the 158 newbuild sales since the start of 2016, 151 have EPC certificates. This information is also included in **Appendix 6**.

³⁰ https://www.epcregister.com/



²⁹ 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.

- 4.23 The price paid data from the Land Registry has been married with the homes' floor area from the EPC Register.
- 4.24 The Land Registry data can be broken down by house type and settlement (it is important to note that the Land Registry sorts data by postcode and post town, rather than wards, parishes or other administrative boundaries).



| ר | Table 4.3 Summa | ry of Price Pa | aid Data by Se | ettlement | | | |
|--------------------------|-----------------|----------------|-------------------|-----------|------------|--|--|
| | Detached | Flats | Semi- detached | Terraced | All | | |
| | · | BRENTWOO | D | · | | | |
| Count | 1 | 36 | 6 | 0 | 43 | | |
| Average £ | £570,000 | £286,573 | £450,417 | £0 | £316,026 | | |
| Average £/m ² | £6,064 | £5,793 | £5,499 | £0 | £5,757 | | |
| | · | DODDINGHU | RST | · | | | |
| Count | 4 | 0 | 2 | 0 | 6 | | |
| Average £ | £743,750 | £0 | £400,000 | £0 | £629,167 | | |
| Average £/m ² | £0 | £0 | £0 | £0 | £0 | | |
| | | GREAT WAR | LEY | | | | |
| Count | 31 | 16 | 2 | 11 | 60 | | |
| Average £ | £765,109 | £300,120 | £610,000 | £507,268 | £588,671 | | |
| Average £/m ² | £5,305 | £4,768 | £5,446 | £4,943 | £5,100 | | |
| | | HUTTON | | | | | |
| Count | 0 | 1 | 0 | 0 | 1 | | |
| Average £ | £0 | £520,000 | £0 | £0 | £520,000 | | |
| Average £/m ² | £0 | £6,047 | £0 | £0 | £6,047 | | |
| INGATESTONE | | | | | | | |
| Count | 9 | 0 | 0 | 0 | 9 | | |
| Average £ | £1,666,667 | £0 | £0 | £0 | £1,666,667 | | |
| Average £/m ² | £4,455 | £0 | £0 | £0 | £4,455 | | |
| | | KELVEDON HA | АТСН | | | | |
| Count | 5 | 0 | 4 | 0 | 9 | | |
| Average £ | £631,390 | £0 | £540,100 | £0 | £590,817 | | |
| Average £/m ² | £3,931 | £0 | £4,321 | £0 | £4,104 | | |
| | | MOUNTNESS | ING | | | | |
| Count | 13 | 0 | 13 | 2 | 28 | | |
| Average £ | £584,228 | £0 | £439,764 | £449,995 | £507,568 | | |
| Average £/m ² | £4,422 | £0 | £4,605 | £4,960 | £4,546 | | |
| | | WARLEY | | | | | |
| Count | 0 | 2 | 0 | 0 | 2 | | |
| Average £ | £0 | £332,500 | £0 | £0 | £332,500 | | |
| Average £/m ² | £0 | £3,803 | £0 | £0 | £3,803 | | |
| | | TOTAL | | | | | |
| Count | 63 | 55 | 27 | 13 | 158 | | |
| Average £ | £841,513 | £296,428 | £466,661 | £498,457 | £559,485 | | |
| Average £/m ² | £4,877 | £5,420 | £4,841 | £4,945 | £5,071 | | |

Source: Land Registry and EPC Register (August 2018)

4.25 Across the Borough there is relatively little variance between the different types of housing, although flats are generally a little less expensive than houses. The above data does show



some variance across the area, however in many cases the sample size is too small to produce reliable data.



4.26 The average price paid is about £5,075/m². The average prices vary by geography:

Source: Land Registry Data and EPC Register, (August 2018)

4.27 The principle driver of the differences is the situation rather than the location of a site. That is to say, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located.



4.28 At the time of this study (August 2018) there were about 50 new houses and flats being advertised for sale in the Council area (although on some of these, construction had yet to start). The analysis of these shows that asking prices for newbuild homes vary, very considerably, starting at £220,000 and going up to £1,125,000. The average is just under £440,000. These are summarised in the following table and set out in detail in **Appendix 7**.

| Table 4.4 Newbuild Asking Prices by Settlement | | | | | | | | | | | | | | | |
|--|-------------|------------------------|------------------|--------------------|--------------|--------------|------------------|---------------|-----------------|---------------|-----------------|--------------|---------------|--|--|
| | | | Flat | | Flat | Flat | House | | Flat | Flat | House | | House | | |
| | Maximun | | £4,395 | | | £6,597 | £6,443 | | £6,843 | £7,960 | | | £6,142 | | |
| | Average | | | | £5, 540 | £5, 805 | | | £6,067 | £7,275 | £6,250 | | £5,300 | | |
| | Minimum | | £4,154 | | | £4,491 | £5,650 | | £5,382 | £6,163 | | | £4,580 | | |
| | | | Hook End | | Brentwood | Ingatestone | Hutton,Shenfield | | Brentwood | Brentwood | Brentwood | | Brentwood | | |
| | | | Tipps Cross Lane | | Mountnessing | High St | Alexander Lane | | Hubert Road | New Rd | Burntwood Way | | Regent Place | | |
| | Development | | | | The Elms | Bellmead | The Laurels | | Regent House | Library House | | | Regents Place | | |
| | | Brentwood Rural | Keith Ashton | Brentwood NE Rural | Weston Homes | Marden Homes | Savills | Central South | William H Brown | Savills | Hilbery Chaplin | Central West | Savills | | |

Source: Market Survey (August 2018)

4.29 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 the market is improving, demand strong and that significant discounts are no longer offered. 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.

Price Assumptions for Financial Appraisals

4.30 In the Brentwood CIL Land and Property Value Appraisal Study (heb Chartered Surveyors, April 2016) the following values were used:

| Table 4.5 – Residential Values - 2016 | | | | | | | |
|---------------------------------------|--------|--------|--------|--------|--|--|--|
| Apartment | 2 Bed | 3 Bed | 4 Bed | 5 Bed | | | |
| £4,600 | £4,600 | £4,400 | £4,400 | £4,300 | | | |

Source: Appendix 2, Brentwood CIL Land and Property Value Appraisal Study (heb Chartered Surveyors, April 2016)

- 4.31 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.
- 4.32 Bringing together the evidence above (which we acknowledge is varied), the following approach to value was put to the September 2018 consultation. Two values are used, applying a slightly lower value to those in and adjacent to Brentwood and a higher value in the remaining areas.
 - a) <u>Larger Brownfield Sites</u>. In terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.

A slightly higher value has been attributed to the larger brownfield sites than the smaller brownfield sites due to the ability of the developer to create a sense of place.

These are only likely to come forward in Brentwood town.

b) <u>Smaller Brownfield Sites</u>. As with the larger sites, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location.

Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

A slightly lower value has been attributed to the smaller brownfield sites than the larger brownfield sites.



- c) <u>Urban Flatted Schemes</u>. This is considered to be a separate development type that is only likely to take place in Central Brentwood.
- d) <u>Large Greenfield Sites.</u> These are the potential strategic sites, and largest greenfield sites (over 200 units or so).
- e) <u>Medium Greenfield Sites</u>. These are the greenfield sites in the range of 20 to 200 units that are likely to be brought forward by a single developer.
- f) <u>Small Greenfield Sites</u>. These areas are in the smaller settlements and villages in the countryside. A premium value is applied in these areas.
- 4.33 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the prices put to the consultation were as follows. It is important to note that this is a broad brush, high level study to test the Council's policy as required by the NPPF and to inform the setting of CIL as required by CIL Regulation 14. The values between new developments and within new developments may vary considerably.
- 4.34 It is accepted that there are nuances and variables within these areas, but in a high level study of the type being undertaken, it is necessary to take a relatively simplistic approach. A differentiation has been made between schemes in and on the urban fringes of Brentwood and Ingatestone and the remaining areas of the Borough.

| Table 4.6 Pre-consultation Residential Price Assumptions (£/m ²) | | | | | |
|--|--------|--|--|--|--|
| Туроlоду | | | | | |
| Larger Brownfield | £4,800 | | | | |
| Smaller Brownfield Sites | £4,800 | | | | |
| Urban Flats | £5,750 | | | | |
| Large Greenfield – Urban Fringe | £5,000 | | | | |
| Large Greenfield | £5,200 | | | | |
| Medium Greenfield – Urban Fringe | £5,000 | | | | |
| Medium Greenfield | £5,200 | | | | |
| Small Greenfield | £5,500 | | | | |

Source: HDH (August 2018)

- 4.35 Following the September 2018 consultation, the following points were made:
 - a. That these assumptions be subject to 'further detailed consideration' and be represented. In a study of this type it is necessary to draw on a wide range of sources, including asking prices, prices paid and secondary data sources. It is inevitable that these will not all be consistent. We do not accept that, for example, asking prices should be removed they should be retained and treated for what they are.
 - Some concern was expressed with regard to the sample sizes of the price paid data.
 The data presented is comprehensive, including all sales recorded by the Land Registry. It is agreed more sales would be beneficial. Due to the historic changes in



prices we do not believe that it would be appropriate to look further back in time. The sample sizes are shown.

- c. Prices across the Borough vary and there are real differences. It is clear that house prices do vary across the Borough. It is also clear that there is insufficient evidence to support a more fine-grained approach. There will be exceptions from the assumptions with some sites having substantially higher values and some having substantially lower values. It is accepted that assumption used on the smallest sites requires adjustment. This approach is supported by paragraph 10-011-20180724 of the PPG. A range of helpful comparables were produced.
- d. Insufficient regard has been given to the constrained housing market and that an increase in supply could result in a fall in house prices. Newbuild houses form a very small part of the overall market. There is little evidence to suggest that an increase in delivery will result in a fall in prices. This study is undertaken at current (September 2018) costs and values.
- 4.36 House prices do vary across the Borough, but there is insufficient, robust data and defendable evidence to support a more fine-grained approach. By working across the borough in broad areas a cautious approach is being taken having said this it is accepted that the assumption used on the smallest sites requires adjustment.

| Table 4.7 Updated Residential Price Assumptions (£/m ²) | | | | |
|---|--------|--|--|--|
| Туроlоду | | | | |
| Larger Brownfield | £4,650 | | | |
| Smaller Brownfield Sites | £4,650 | | | |
| Urban Flats | £5,750 | | | |
| Large Greenfield – Urban Fringe | £4,750 | | | |
| Large Greenfield | £4,850 | | | |
| Medium Greenfield – Urban Fringe | £4,650 | | | |
| Medium Greenfield | £4,850 | | | |
| Small Greenfield | £5,000 | | | |

Source: HDH (September 2018)

4.37 It is necessary to consider whether the presence of affordable housing would have a discernible impact on sales prices. Affordable housing will be present on many of the sites whose selling prices have informed our analysis. Our view is that any impact can and should be minimised through an appropriate quality design solution.

Ground Rents

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



Affordable Housing

- 4.39 The Council has a policy for the provision of affordable housing although the details of this are under review at the time of this report. In this study, it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the schemes overall developer.
- 4.40 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing products for sale. The Council's current policy requirement is for 35% affordable housing on sites of 11 or more units. The emerging policy does not specify a particular mix of affordable housing, rather the supporting text says:

The tenure mix of affordable housing should reflect what people in housing need require across the Borough and be based on evidence including, but not limited to, the Council's Housing Register, SHMA and Housing Strategy. The tenure mix of affordable housing shall be provided in agreement with the Council. ... The SHMA identifies that there is a significant need for the provision of additional affordable housing accounting for approximately 65% of the demographically derived housing requirement; the tenure mix balance of which recommended is 65% social and affordable rent and 35% intermediate housing.

- 4.41 In the base appraisals, initially it has been assumed 35% affordable housing as 35% to buy (e.g. Shared Ownership) and 65% affordable housing for rent as Affordable Rent and then tested a range of options, including delivery as Social Rent.
- 4.42 In line with the Council's current practice, affordable housing for rent is assumed to be provided as Affordable Rent (at no more than the relevant Local Housing Allowance cap) in the base appraisals although a range of options are tested.
- 4.43 In the Brentwood Borough Council Whole Plan & CIL Viability Assessment (NCS, May 2016) the following approach was taken to the assessment of the value of affordable housing.

3.31 The viability study assumes that affordable housing land has limited value as development costs form a very high proportion of the ultimate discounted sale value of the property. The appraisals apply a 30% proportion of the relevant market plot value to the affordable housing plots.

4.44 Since the Council's earlier viability evidence, there have been a number of changes in this regard.

Affordable Housing Values

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



4.46 In the Budget it was announced that Social and Affordable Rents would be reduced by 1% per year for 4 years³¹. The effect of this is to reduce the value of affordable housing to rent. In this regard, Savills said in their paper *Impact On The Housing Sector of the July Budget*:

VALUATIONS

Valuations for Accounts – Existing Use Value Social Housing

The effect of the proposed rent reductions on valuations for accounts is significant.

The scale of the effect is broadly similar across different Provider types and we estimate will result in a reduction in current values of around 25%-30%. The impact will increase in future years. Relative to what they would have been, we estimate valuations will be some 30%-40% lower in ten years time.

The RPs at the higher end of the reduction scale tend to be those with smaller surpluses.

Valuations for Loan Security – Existing Use Value for Social Housing

Valuations for loan security on an EUV-SH basis are undertaken against the background of the rent freedoms granted to mortgagees in possession (and the landlord they sell the stock to) under the insolvency provisions originally in the Rent Influencing Guidance and now in the Rent Standard. Similar exemptions for mortgagees are contained in the Welfare Reform and Work Bill now before Parliament.

Our interpretation of these provisions is that Mortgagees and their successors would be able to charge a rent that they consider 'affordable' to those in low paid employment, and would be able to increase that rent in line with earnings in order to maintain a level affordability ratio (rent over household income). In our view valuations for loan security can therefore be based on rents and rent growth that sit outside the new rent regime.

As a result – on the assumption that the insolvency provisions in the Bill remain as they are - it is our view that the proposal to reduced rents by 1% per annum for the next four years should not significantly affect current loan security valuations. Our valuations would assume the current rent could quickly converge to our opinion of an appropriate 'affordable' rent and continue to grow in line with earnings – which we generally assume over the longer term is broadly equivalent to CPI+1% - and keep in step with growth in the sector over the long term.

However valuations in future years valuations will not grow as previously expected (eg circa 5% relative reduction by year 10) as the starting rent for future valuations will be lower than it otherwise would have been.

Of course the Budget provisions may impact on bad debts, voids and discount rates which may adversely feed through into EUV-SH valuations.

- 4.47 It is clearly necessary to consider the value of affordable housing in this context. From a valuation perspective, the value of affordable housing has been reconsidered from first principles and adjusted the yield by up to 50 basis points (BPS) (i.e. 0.5%)³².
- 4.48 In October 2017 the Government announced that rents will rise by CPI +1% for five years from 2020, reversing this alteration.

³² An increase in yields leads to a reduction in prices.



³¹ We understand that the objective is to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.

Social Rent

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

| Table 4.8 Social Rent | | | | | | | | |
|-----------------------|-----------|----------------------|------------|------------|--|--|--|--|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | 4 Bedrooms | | | | |
| Per Week | £101 | £117 | £136 | £162 | | | | |
| Per Month | £437 | £509 | £591 | £704 | | | | |
| Per Year | £5,240 | £6,107 | £7,090 | £8,447 | | | | |
| | Courses | ICA Ctatistical Date | (0047) | | | | | |

Source: HCA Statistical Return (2017)

4.50 This study concerns only the value of newly built homes. There is little difference in the amounts paid by RPs for such units across the study area – and there is very little such housing being developed. 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 5%.

| Table 4.9 Capitalisation of Social Rents | | | | | | | |
|--|-----------|------------|------------|--|--|--|--|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | | | | |
| Gross Rent | £5,240 | £6,107 | £7,090 | | | | |
| Net Rent | £4,191.64 | £4,885.98 | £5,671.77 | | | | |
| Value | £83,833 | £97,720 | £113,435 | | | | |
| m² | 50 | 70 | 84 | | | | |
| £/m² | £1,677 | £1,396 | £1,350 | | | | |

Source: HDH (August 2018)

4.51 On this basis, a value of \pounds 1,475/m² across the study area would be assumed.

Affordable Rent

4.52 It is important to note that the base modelling in this study is based on Affordable Rent capped at the Local Housing Allowance rather than Social Rent. Under Affordable Rent a maximum rent of no more than 80% of the open market rent for that unit can be charged. One of the aims of the Government's policy on affordable housing is to make the HCA budget go further. The Affordable Rent that is over and above the Social Rent is used by Registered Providers



(RPs) to raise capital through borrowing or securitisation³³. This supports the building of the affordable units – the extra borrowing replacing grant.

- 4.53 The objective of Affordable Rent is that by charging higher rents for the affordable housing, less grant and subsidy is required and thus the development of affordable housing would be self-funded as, on market housing led schemes, grant is only now available in exceptional circumstances, for example on high priority sites where there is still a funding gap after the higher Affordable Rent has been allowed for. As the amount is uncertain we have assumed no grant will be available in the future.
- 4.54 In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.).
- 4.55 Following discussion with the Council, we have assumed the rent is in line with the Local Housing Allowance cap. These are set relative to market rents. It is assumed that, because a typical Affordable Rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of Affordable Rent, a survey of market rents across the Council area has been undertaken. There is relatively little variation in rents, except for the largest units.



³³ The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon)



4.56 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency by Broad Rental Market Area (BRMA), however these BRMAs do not follow local authority boundaries. The relevant BRMA LHA caps are shown below. 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 4.10 BRMA Caps | | | | | | |
|------------------------------|---------|-----------|------------|--|--|--|
| | £/week | £/month | £/year | | | |
| Chelmsford BRMA | | | | | | |
| Shared Accommodation Rate: | £71.15 | £308.32 | £3,699.80 | | | |
| One Bedroom Rate: | £126.00 | £546.00 | £6,552.00 | | | |
| Two Bedrooms Rate: | £156.05 | £676.22 | £8,114.60 | | | |
| Three Bedrooms Rate: | £190.85 | £827.02 | £9,924.20 | | | |
| Four Bedrooms Rate: | £238.88 | £1,035.15 | £12,421.76 | | | |
| Harlow & Stortford BRMA | | | | | | |
| Shared Accommodation Rate: | £72.22 | £312.95 | £3,755.44 | | | |
| One Bedroom Rate: | £137.32 | £595.05 | £7,140.64 | | | |
| Two Bedrooms Rate: | £169.73 | £735.50 | £8,825.96 | | | |
| Three Bedrooms Rate: | £204.05 | £884.22 | £10,610.60 | | | |
| Four Bedrooms Rate: | £288.08 | £1,248.35 | £14,980.16 | | | |
| Outer North East London BRMA | | | | | | |
| Shared Accommodation Rate: | £77.40 | £335.40 | £4,024.80 | | | |
| One Bedroom Rate: | £160.24 | £694.37 | £8,332.48 | | | |
| Two Bedrooms Rate: | £198.40 | £859.73 | £10,316.80 | | | |
| Three Bedrooms Rate: | £249.67 | £1,081.90 | £12,982.84 | | | |
| Four Bedrooms Rate: | £322.15 | £1,395.98 | £16,751.80 | | | |
| South West Essex BRMA | | | | | | |
| Shared Accommodation Rate: | £65.41 | £283.44 | £3,401.32 | | | |
| One Bedroom Rate: | £132.04 | £572.17 | £6,866.08 | | | |
| Two Bedrooms Rate: | £166.10 | £719.77 | £8,637.20 | | | |
| Three Bedrooms Rate: | £193.98 | £840.58 | £10,086.96 | | | |
| Four Bedrooms Rate: | £266.65 | £1,155.48 | £13,865.80 | | | |

Source: VOA (August 2018)

4.57 These caps are broadly similar to the Affordable Rents being charged as reported in the most recent HCA data release.



| Table 4.11 Affordable Rent | | | | | | | |
|---------------------------------|--------|--------|--------|--|--|--|--|
| 1 Bedroom 2 Bedrooms 3 Bedrooms | | | | | | | |
| Per Week | £115 | £141 | £169 | | | | |
| Per Month | £497 | £613 | £734 | | | | |
| Per Year | £5,959 | £7,355 | £8,811 | | | | |

Source: HCA Statistical Return (2017)

4.58 The above data can be summarised as follows.



Source: Market Survey, HCA Statistical Return and VOA (August 2018)

4.59 In calculating the value of Affordable Rents we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5.5%. It is assumed that the Affordable Rent is set at the LHA Cap. On this basis affordable rented property has the following worth.

| Table 4.12 Capitalisation of Affordable Rents | | | | | |
|---|-----------|------------|-------------|--|--|
| | 1 Bedroom | 2 Bedrooms | 3+ Bedrooms | | |
| Gross Rent | £6,866 | £8,637 | £10,087 | | |
| Net Rent | £5,492.86 | £6,909.76 | £8,069.57 | | |
| Value | £99,870 | £125,632 | £146,719 | | |
| m ² | 50 | 70 | 84 | | |
| £/m² | £1,997 | £1,795 | £1,747 | | |

Source: HDH (August 2018)

4.60 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of \pounds 1,850/m² across all areas is derived.



Intermediate Products for Sale

- 4.61 Intermediate products for sale include shared ownership and shared equity products. The market for these is very difficult at present and we have found little evidence of the availability of such products in the study area. We have assumed a value of 65% of open market value for these units.
- 4.62 These values were based on purchasers buying an initial 50% share of a property and a 2.75%³⁴ per annum rent payable on the equity retained. The rental income is capitalised at 5.5% having made a 10% management allowance.
- 4.63 As set out in Chapter 2 above, the 2018 NPPF sets out a requirement for low costs home ownership as part of the affordable housing mix. This is assumed to apply. Bearing in mind the Starter Home cap of £250,000 outside London, no change is made in this regard.

Grant Funding

- 4.64 For many years, the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered without grant. When LPAs have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant.
- 4.65 In this study, it is assumed that grant is not available.

Older People's Housing

- 4.66 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product.
- 4.67 Sheltered or retirement housing is self-contained housing, normally developed as flats and other relatively small units. Where these schemes are brought forward by the private sector there are normally warden services and occasionally non-care support services (laundry, cleaning etc.) but not care services.
- 4.68 Extracare housing is sometimes referred to as very sheltered housing or housing with care. It is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who do not want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector (normally with the help of subsidy). Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age.

³⁴ A rent of up to 3% may be charged – although we understand that in this area 2.75% is more normal.



Usually, it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.

- 4.69 The Council's SHMA has identified the need for both market and affordable older people's housing. The Council therefore asked that this study should test the viability of providing affordable housing within this sector.
- 4.70 HDH has received representations from the Retirement Housing Group (RHG) being a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that sheltered housing and extracare housing should be tested separately. In line with the RHG representations we have assumed the price of a 1 bed sheltered property 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 is assumed extracare housing is 25% more expensive than sheltered.
- 4.71 A typical price of a 3 bed semi-detached home of £480,000 has been assumed in Brentwood and £550,000 in Ingatestone. On this basis it is assumed retirement and extracare housing has the following worth:

| Table 4.13 Worth of Retirement and Extracare | | | | | | |
|--|------------------------|---------|-------|--|--|--|
| Brentwood | | | | | | |
| | Area (m ²) | £ | £/m² | | | |
| 3 bed semi-detached | | 480,000 | | | | |
| 1 bed Sheltered | 50 | 360,000 | 7,200 | | | |
| 2 bed Sheltered | 75 | 480,000 | 6,400 | | | |
| 1 bed Extracare | 65 | 450,000 | 6,923 | | | |
| 2 bed Extracare | 80 | 600,000 | 7,500 | | | |
| Ingatestone | | | | | | |
| 3 bed semi-detached | | 550,000 | | | | |
| 1 bed Sheltered | 50 | 412,500 | 8,250 | | | |
| 2 bed Sheltered | 75 | 550,000 | 7,333 | | | |
| 1 bed Extracare | 65 | 515,625 | 7,933 | | | |
| 2 bed Extracare | 80 | 687,500 | 8,594 | | | |

Source: HDH (August 2018)

- 4.72 There are very few retirement schemes being marketed or recently sold in the area at the time of this study. The Miami House scheme developed by McCarthy & Stone in Chelmsford has is now marketing 1 bedroom units from £350,000 and 2 bedroom units from £450,000. Their Pegs Lane scheme in Hertford is marketing 1 bedroom units from £335,000 and 2 bedroom units from £460,000. The Churchill Living scheme, in Waltham Abbey is marketing 2 bedroom units from £385,950 and 1 bedroom units in Chelmsford for £298,950.
- 4.73 The following values are used in the appraisals:



| Table 4.14 Worth of Retirement and Extracare | | | | |
|--|-------|--|--|--|
| All Areas | £/m² | | | |
| Sheltered | 7,000 | | | |
| Extracare | 8,000 | | | |

Source: HDH (August 2018)

- 4.74 In addition to the above an allowance of £3,850/unit has been made for ground rent.
- 4.75 Thorough the September 2018 consultation, it was suggested that his analysis does not take into account local evidence. This is not the case. Relevant local schemes are considered above.
- 4.76 The provision of affordable housing has also been considered. It has not been possible to find any direct comparable where housing associations have purchased social units in a market led extracare scheme. 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 Values

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.2 The starting point for this part of this study is the Council's existing available evidence. The following assumptions were used:

| Table 5.1 Commercial Sales Values £/m² 2016 | | | | |
|---|-----------------|--------|--|--|
| Industrial | | £950 | | |
| Office | | £2,000 | | |
| Food Retail | | £3,000 | | |
| Other Retail | | £2,000 | | |
| Residential Inst | | £800 | | |
| Hotels | | £2,400 | | |
| Community | | £915 | | |
| Leisure | | £1,200 | | |
| Agricultural | | £350 | | |
| Sui Generis | Car Sales | £1,800 | | |
| Sui Generis | Vehicle Repairs | £950 | | |

Source: Appendix 2, Brentwood CIL Land and Property Value Appraisal Study (heb Chartered Surveyors, April 2016)

- 5.3 There is no need to consider all types of development in all situations and certainly no point in testing the types of 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.
- 5.4 In Brentwood, 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.

National Overview

5.5 The various non-residential markets in the Council area reflects national trends. An improved sentiment has been reported in the press:

The Q2 2018 RICS UK Commercial Property Market survey results show the downturn across the retail sector intensifying, with stores in secondary locations displaying particularly negative rental and capital value projections. This remains in contrast with the performance of the industrial sector, which continues to attract solid demand from both occupiers and investors.

Focussing first on the occupier market, tenant demand declined marginally at a headline level during Q2, with a net balance reading of -8% the weakest since 2012. That said, the retail sector was the only



area of the market to post an outright decline, as 53% more respondents noted a fall in demand over the period. For offices, demand held broadly steady following a slight increase in Q1. Meanwhile, tenant enquiries continued to rise in the industrial sector, and have now increased in twenty three successive reports.

Set against the steep decline in demand, availability of retail space rose sharply over the quarter. In fact, 46% more respondents noted an increase, representing the broadest pick-up reported going back to 2009. Given this, the value of inducement packages on offer to prospective tenants was also pushed higher. By way of contrast, availability of leasable space in the industrial sector fell once again, prompting landlords to further trim incentive packages. Availability in the office sector was more or less unchanged for the seventh quarter in a row, albeit inducement packages have picked-up consistently over this period.

In terms of the all-property average, near term rental expectations eased, posting a net balance of -2% (+3% previously) and pointing to virtually no change in headline rents over the coming months. Again, this average reading is being depressed by negativity in the retail sector, where the net balance came in at -52%. Rental growth projections remain elevated for industrial space (net balance +35%), but rather flat for offices (net balance +5%).

Over the next twelve months, rental growth projections remain strongest in the prime industrial sector, albeit these have eased somewhat over the past two quarters. Secondary industrials and prime offices display solid expectations, although the latest readings also suggest respondents are less bullish on the outlook than previously. Alongside this, projections for secondary office rents slipped slightly into negative territory, compared with a flat reading in Q1. Both prime and secondary retail expectations are now firmly negative for the year ahead, with respondents downgrading their forecasts noticeably relative to last quarter.

Beneath the national figures, the worsening retail occupier picture is evident in all parts of the UK. Indeed, prime retail rents are now anticipated to either fall or remain flat across the board over the next twelve months, while the outlook is worse still for secondary locations. Prime office rental expectations are generally positive for regional markets, although views on secondary are mixed. In London, respondents envisage prime office rents posting modest growth, but expect slightly lower rents for secondary office space. Prime industrial rents are seen rising in all parts over the year to come, while secondary industrial rents are also expected to increase in most areas.

With regards to the investment market, the national enquiries net balance slipped to -3% during Q2, the poorest return since the immediate aftermath of the referendum. Demand failed to rise in the office sector and declined steeply for retail assets, weighing down the all-property average. Enquiries continued to rise for industrials however, albeit at a slightly diminished pace compared to Q1. For a second consecutive quarter, demand from overseas investors was flat at the headline level, but did edge up marginally for industrial properties.

In an additional set of questions included in the latest survey, just over one-third of respondents reported seeing an increase in the usage of Company Voluntary Arrangements (CVAs) over the past year (around two-thirds anticipate this will lead to more retailers inserting CVA clauses into contracts going forward. As such, it is unsurprising that over 70% of contributors sense investors will be looking to scale back exposure to the sector).

In keeping with this, capital value expectations are now firmly negative for the retail sector, both in the near term and over the next twelve months. This is true for both prime and secondary retail assets. All other areas of the market are still anticipated to chalk up at least some capital value growth over the year ahead, led by prime industrial. Prime office values are envisaged rising at a similar pace to those for secondary industrials, as both posted a net balance of +33%. Secondary offices meanwhile are expected to see only modest gains, with the net balance standing at +9% (down on +15% last time).

Views have become increasingly mixed regarding the current stage of the property cycle. Indeed, 26% of respondents across the UK (ex London) now sense the market may be in the early stages of a downturn, up from 14% in Q1. Although 39% believe the market is still in some stage of the growth phase, this has come down 52% last quarter. In London, a clear majority of 71% of contributors now believe the market is in a downturn (up from 52% previously). Having said that, the outlook is not negative for all sectors across the capital. Prices are still expected to rise for prime and secondary industrial assets, and for prime offices.



RICS – Q2 2018: UK Commercial Property Market Survey

5.6 This chapter sets out an update of 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.

Brentwood Non-Residential Market

5.7 The Brentwood market is described in full in the Brentwood Economic Futures 2013-2033 Final Report (Lichfields, January 2018). The area is summarised as follows.

2.21 As part of this study, consultation was undertaken with a range of commercial property agents to gain an understanding of Brentwood's commercial property market and geography. The consultations indicated that the Borough has good road and rail connections to the wider region, which makes it attractive to office and industrial occupiers. However, the availability of space is currently limited due to the Borough's small industrial stock and the recent trend of conversion of office premises to residential through permitted development rights (PDR).

2.22 Brentwood's small stock of industrial space means that the Borough is not part of the wider industrial property market present in the surrounding local authorities. However, this could change in the future if larger sites along strategic roads such as the A127 and A12 were to be delivered.

2.23 In terms of Borough's office market, firms looking to move to Chelmsford from London are also likely to consider Brentwood. Office occupiers look for good public transport and road connections, which the Borough has and will only improve with the full Crossrail service starting in 2019. There is little evidence of Crossrail increasing the quantum of office development in the Borough to date, although the reduction of space due to PDR is reported to be preventing office inquiries within the Borough being met.

5.8 The supply of employment space is described as follows:

4.4 The 47.4ha of new employment allocations contains seven sites. The largest is Brentwood Enterprise Park (site 101a), which has an area of 25.9ha, equating to 54.5% of all new employment land allocated. The other three large sites over 5ha in size are located at East Horndon (site 187), the planned Dunton Hills garden village (site 200) and the Childerditch Industrial Estate (sites 112D and 112E), which have a combined area of 16.9ha.

4.5 The other new allocations include an extension to the employment cluster at Codham Hall (Site 101C); Land north of A1023, Shenfield (site 158); and in Ingatestone, near to the A12 (079C). The three smaller sites total 4.7ha in the area and bring the total area of new allocations to 47.4ha. In addition to the site allocations, the Borough has a number of extant planning permissions and prior approvals that could come forward in the future alongside the allocations. If all of the extant permissions were completed -5.7ha of employment land could be lost.

- 5.9 The local markets are driven by local factors however the influence of the wider southeast and London underpins the market. Brentwood is not a large regional centre but is the principal town and is a significant local centre. In recent years the majority of new development is user led.
- 5.10 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) is reported to be important.
- 5.11 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.com). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.

5.12 Appendix 8 includes market data from CoStar.

Offices

5.13 CoStar data shows an increase in rents in the office sector over the last five years, in particular over the last 2 years (i.e. since the completion of the 2016 CIL Viability Assessment when a value of £2,000/m² was used).



Source: CoStar (August 2018)

- 5.14 There is a relatively limited amount of office space in the Borough and much of this is very different to the type that is likely to come forward in the future. Of the new space, the highest rents are around £365/m²/year (£34/sqft/year), although good quality new offices would generally be in the region of £250/m²/year (£23/sqft/year). CoStar reports Net Effective Rents of a similar amount. On average yields are around 8.5%, but for newer better property a figure of 7.5% is more representative.
- 5.15 On this basis new office development would have a value of £3,300/m². CoStar reports a high value of over £5,000/m² (£480/sqft) and averages for all offices of £2,185/m² (£203/sqft).



Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of $\pounds 3,000/m^2$.

Industrial and Distribution

- 5.16 CoStar data also shows a decline in vacancy rates and an increase in rents over the last five years in the industrial sector:
- 5.17 CoStar data shows an increase in rents in the office sector over the last five years, again in particular over the last 2 years. In the 2016 CIL Viability Assessment the following approach was taken:

Where appropriate, rental evidence has been capitalised through adopting investment yields. Generally, industrial rents (non secondary stock) vary from between \pounds 5.00 to \pounds 7.50 per sq ft (\pounds 53.80 to \pounds 81 per sq m), and an investment yield of approximately 8.5% could be considered appropriate.



- 5.18 The highest rents are around £215/m²/year (£20/sqft/year), although figures around £86/m² (£8/sqft) are more typical for new developments. Those units closer to the highways network have the best rents.
- 5.19 On this basis new industrial and distribution units are assumed to have a value of \pounds 1,000/m² or so.



Retail

5.20 In the 2016 CIL Viability Assessment the following approach was taken:

We have then considered rentals for arterial roadside retail units within the study area, which using comparable evidence produces a rental in the region of £140 per sq m (£13 per sq ft), capitalised at a yield of 7%.

All of the above methodology has been considered then applied to the 'test' assumed property, i.e. a 300 sq m roadside unit. We believe that this is the most likely form of new retail development to emerge. Established "high street" retail is seldom developed from new (more typically a refurbishment of long established existing stock), and even if it were, the established high street location would not attract CIL since there would be little or no increase in floor area.

On a similar basis to supermarket evidence, roadside retail transactional levels tend to be similar over a wide geographical area, since values are generally driven by demographic profiling and availability of retail planning. Similarly the established national multiple occupiers all typically have a fairly standardised rental rate payable across any given region. Accordingly some appropriate available evidence has been drawn from outside the immediate Brentwood area.

5.21 The CoStar data shows an increase in rents and vacancies (which is a little unusual as rents normally increase as vacancies fall).



5.22 The market is segmented with the core of Brentwood thriving, but with secondary locations remaining challenging. Activity in the retail property market is concentrated in the core of Brentwood. There is little current out-of-town retail activity in the Borough.


- 5.23 Rents for small units in the best central locations are currently over £430/m²/year (£40/sqft/year)³⁵ although generally they are well below this level at around £325/m²/year (£30/sqft/year) in all but the best locations. A value (based on a 7.5% yield) of £4,600/m² is used for town centre shop based retail.
- 5.24 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £135/m²/year (£12.50/sqft/yea) to £160/m²/annum (£20/sqft/year), although yields are rather higher at around 8% to give a value of £2,700/m² or so.
- 5.25 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the Council area, however drawing on our wider experience we have assumed supermarket rents of £250/m² with a yield of 5.5% to give a value of £4,500/m². This yield is somewhat lower than we would have used several years ago. This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.
- 5.26 As well as mainstream supermarkets, we have considered the smaller units developed by operators such as Lidl and Aldi, in this case we have assumed a rent of $\pounds 200/m^2$ and a 5.5% yield to give a value of $\pounds 3,700/m^2$.
- 5.27 In the case of retail warehouses, we have assumed a rent of $\pounds 180/m^2$ and a yield of 5.5% giving a value of $\pounds 3,325/m^2$.

Hotels

5.28 There have been a number of new hotels in the area and there is a recognised need (and demand) for further provision. For the hotel sector, a rental of £4,500/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 6%, this equates to a value of about £3,000/m². It is important to note that this study is only concerned with newbuild hotels³⁶.

Appraisal Assumptions

5.29 The following assumptions have been used:

 $^{^{36}}$ 60 rooms x £4,500 = £270,000. 6% yield = £4,500,000. 60 rooms @19m² + 30% circulation space = £3,000/m²



³⁵ These rents are calculated over the whole building area rather than just the sales area.

| Table 5.2 Non-Residential Values (£/m²) - 2018 | | | | | | | | | | |
|--|------|--------|-------|--------|------------|--|--|--|--|--|
| | £/m² | £/sqft | Yield | Value | Assumption | | | | | |
| Office | £23 | £248 | 7.50% | £3,301 | £3,000 | | | | | |
| Industrial | £8 | £86 | 8.00% | £1,076 | £1,000 | | | | | |
| Primary Retail | £30 | £323 | 7.00% | £4,613 | £4,600 | | | | | |
| Secondary Retail | £20 | £215 | 8.00% | £2,691 | £2,700 | | | | | |
| Supermarket | £23 | £248 | 5.50% | £4,501 | £4,500 | | | | | |
| Small Supermarkets | £19 | £205 | 5.50% | £3,718 | £3,700 | | | | | |
| Retail Warehouses | £17 | £183 | 5.50% | £3,327 | £3,325 | | | | | |
| Hotel | | | | | £3,000 | | | | | |

Source: HDH (August 2018)



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 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 important to note that the PPG says (at PPG 10-014) that the *Benchmark Land Value* should: be based upon existing use value, allow for a premium to landowners ... be informed by market evidence including current uses, costs and values wherever possible....'. It is therefore necessary to consider the Existing Use Value (EUV) as set out in Chapters 2 and 3 above as a starting point.

Current and Alternative Use Values

- 6.4 In order to assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use <u>before planning consent is granted</u>, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.
- 6.5 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 ID: 10-013-20180724

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 together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed consents, but without regard to alternative uses. 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. 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 ID: 10-015-20180724

- 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 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 the present study, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.9 The 'model' approach is outlined below:
 - i. For sites previously in agricultural use, then agricultural land represents the EUV. We have assumed that the 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 we have adopted a 'paddock' value. We have assumed the sites of less than 0.5ha fall into this category.
 - iii. Where the development is on brownfield land we have assumed an industrial value.

Residential Land

6.10 In December 2015, DCLG published *Land value estimates for policy appraisal*³⁷. This sets out land values as at March 2015 and was prepared by the Valuation Office Agency (VOA). The Brentwood figure is £5,075,000/ha. <u>It is important to note this figure assumes nil affordable housing</u>. 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*³⁸.

 ³⁷ Land value estimates for policy appraisal. Department for Communities and Local Government, December 2015
³⁸ Point 2, Page 15, Land value estimates for policy appraisal. DCLG, December 2015



- 6.11 The VOA assumed that each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available; the site will have a net developable area equal to 80% of the gross area. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storeys, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
- 6.12 There are a number of development sites being marketed in the area (within 5 miles of Brentwood) at the time of this study:

| Table 6.1 Building Sites for Sale – August 2018 | | | | | | | | |
|---|------|----------------|--------------|--|--|--|--|--|
| | На | | Asking Price | | | | | |
| De Beauvoir Chase, Ramsden Heath | 0.49 | | £100,000 | | | | | |
| Brittons Lane, Ingastone | 0.89 | | | | | | | |
| Crays Hill, Essex, CM11 | 0.93 | Grazing | £45,000 | | | | | |
| Brittons Lane, Stock | 1.21 | Plot | £200,000 | | | | | |
| Chivers Road, Stondon Massey | 0.38 | Plot | £499,999 | | | | | |
| Brook lane, Doddinghurs | 0.71 | 3 bed plot | £520,000 | | | | | |
| Ryde Drive, Stanford-le-Hope | 0.02 | Potential Plot | £45,000 | | | | | |
| Land, Wilsman Road, South Ockendon | | 3 bed plot | £200,000 | | | | | |
| Lower Stock Road, Stock | 0.40 | Plot | £850,000 | | | | | |
| Noak Hill Road, Romford, Essex | 0.40 | 5 plots | £1,450,000 | | | | | |
| La Plata Grove, Brentwood | 0.21 | 4 plots | £800,000 | | | | | |

Source: Market Survey (August 2018)

- 6.13 It is important to note that some of these are 'Grand Design' type sites rather than sites for the types of estate housing anticipated under the new Plan. The average asking price is about £1,500,000/ha.
- 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 9** and summarised in the following table.



| | | | Tab | ole | 6 | 5.2 | Red | cen | t Sa | ales | 0 | f I | Dev | velo | pm | er | nt L | and | | | | | | |
|-----------------|----------------------|-----------------------------------|---|--|--|---|--|---|-------------------------------|---|--------------------------------------|--|---|---|---|------------------------------------|--|--|-----------------------|--|----------------------------------|---|--|--|
| | Price Paid / Unit | | £110,000 | £73,789 | | £98,510 | £137,500 | | | | £114,667 | £138,354 | £30,000 | £78,860 | | | £13,132 | £143,750 | | £155,583 | | | | |
| | Price Paid / Ha | | £2,500,000 | £22,136,667 | | £3,183,791 | £3,384,615 | | | | £2,133,995 | £22,136,667 | £627,615 | £1,840,070 | | | £350,775 | £5,111,111 | | £4,243,182 | | | | |
| ata | Total Price Paid | | £2,200,000 | £3,320,500 | | £8,373,370 | £1,100,000 | | | | £8,600,000 | £3,320,500 | £1,500,000 | £552,021 | | | £2,665,891 | £2,300,000 | | £1,867,000 | | | | |
| Land Registry D | Date | | 08.05.2015 | 0.5.07.2017 | | 07.03.2016 | 11.06.2016 | | | | 03.12.2014 | 05.07.2017 | 11.01.2006 | 06.03.2013 | | | 20.01.2017 | 03.03.2017 | | 13.06.2017 | | | | |
| | £/unit | £0 | £3,250 | £0 | £0 | £11,000 | £21,980 | £0 | £0 | £13,968 | £0 | £0 | fO | £0 | £0 | £0 | £0 | £1,875 | £0 | £0 | E0 | £0 | | |
| s106 | Total | £0 | £64,998 | £0 | £0 | £935,000 | £175,838 | £0 | £0 | £181,578 | £0 | £0 | fO | £0 | £0 | £0 | £0 | £30,000 | £0 | £0 | fO | £0 | | |
| | % | 25.00% | 20.00% | 35.56% | 34.00% | 28.24% | %00.0 | 35.71% | 39.39% | %00.0 | 36.00% | 33.33% | 28.00% | 42.86% | 33.96% | 100.00% | 34.98% | 31.25% | 100.00% | 16.67% | 100.00% | 100.00% | | |
| Affordable | Units | ŝ | 4 | 16 | 17 | 24 | 0 | 5 | 13 | 0 | 27 | 8 | 14 | 3 | 18 | 8 | 71 | 5 | 4 | 2 | 4 | m | | |
| | Total Units | 12 | 20 | 45 | 50 | 85 | 8 | 14 | 33 | 13 | 75 | 24 | 50 | 7 | 53 | 8 | 203 | 16 | 4.00 | 12.00 | 4 | m | | |
| | Site Area (ha) | 0.166 | 0.88 | 0.15 | 0.65 | 2.63 | 0.325 | 0.39 | 1.1 | 0.10508 | 4.03 | 0.15 | 2.39 | 0.3 | 0.63 | 0.015 | 7.6 | 0.45 | 0.02 | 0.44 | 0.18 | 0.1016 | | |
| | Scheme name/address | 191 Thorndon Avenue, West Horndon | Former Elliots Nightclub And Petrol Station, West | NV Tools St James Road Brentwood Essex | The Brentwood Training Centre Essex Way Warley | Development Site At Former Mountnessing Scrap Yard, Mountnessing | The Surgery Site And Landings Outings Lane Doddinghurst Essex | The White House Ongar Road Kelvedon Hatch Essex | 32 Sylvia Avenue Hutton Essex | 122 And 124 Station Road West Horndon Brentwood | Mascalls Park, Mascalls Lane, Warley | Brunel House, St James Road, Brentwood | Willow Brook Primary School, Rosen Crescent, Hutton, Brentwood | The Forge, Great Warley Street, Warley, Brentwood | Phase 4a (Gas Work Site), Wharf Road, Brentwood | 118A High Street Ingatestone Essex | Little High Wood, Ongar Road, Brentwood. | Land Adjacent To The New Folly Bell Mead Ingates tone | 75 Warley Hill Warley | Rear Of 139-141 Coxtie Green Road Pilgrims Hatch | Garages Wainwright Avenue Hutton | Land Adjacent To 12 And 13 Magdalen Gardens Hutton | | |
| | Approved | Jul-06 | Jun-16 | Jun-16 | Feb-16 | Feb-16 | Feb-16 | May-15 | May-14 | May-14 | Mar-14 | Sep-13 | Jan-13 | Jul-12 | Sep-11 | 0 | Dec-10 | Nov-16 | Dec-16 | Apr-17 | Jan-16 | Dec-15 | | |
| Planning Data | | BRW /590/2005 | 14/01247/FUL | 15/01084/FUL | 15/01379/FUL | 14/01446/FUL | 15/00267/FUL | 15/00155/FUL | 11/00009/EXT Brw/1053/2006 | 11/00002/EXT | 13/01169/FUL | 11/01195/FUL | 12/00403/EXT | BRW/84/2011/ 11/00084/FUL | BRW/661/09 / 09/00661/FUL | 10/00540/FUL | BRW/201/10 / 10/00201/FUL | 15/00710/FUL | 16/01244/FUL | 16/00226/FUL | 15/01376/FUL | 15/01375/FUL | | |

Source: Land Registry and BBC (September 2018)



| Table 6.3 Recent Sales of Development Land - All | | | | | | | | | |
|--|------------|----------|--|--|--|--|--|--|--|
| | £/ha | £/unit | | | | | | | |
| Minimum | £350,775 | £13,132 | | | | | | | |
| Average | £2,597,239 | £98,000 | | | | | | | |
| Median | £2,500,000 | £110,000 | | | | | | | |
| Maximum | £5,111,111 | £155,583 | | | | | | | |

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

Source: Land Registry and BBC (September 2018)

6.16 It is important to note that several of the above parcels of land did not achieve the policy compliant levels of affordable housing. Those should be given limited weight.

| Table 6.4 Recent | Table 6.4 Recent Sales of Development Land – Policy Compliant | | | | | | | | |
|------------------|---|----------|--|--|--|--|--|--|--|
| | £/ha | £/unit | | | | | | | |
| Minimum | £350,775 | £13,132 | | | | | | | |
| Average | £2,358,988 | £87,602 | | | | | | | |
| Median | £1,987,033 | £96,763 | | | | | | | |
| Maximum | £5,111,111 | £143,750 | | | | | | | |

Source: Land Registry and BBC (September 2018)

In this regard, we have one caveat and that is in relation to very large sites. Large sites have their own characteristics and are often subject to very significant infrastructure costs and amounts of open space which result in lower values. The median site size in the above data was 0.42ha and had an approval for 18 units. It is notable that the only transaction for a site of over 200 units was sold for about £350,000/ha.

- 6.17 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 Benchmark Land Value of the value of industrial land.
- 6.18 It is necessary to make an assumption about the value of residential land. A value of £2,000,000/ha is taken as an average value for residential land.

Industrial Land

6.19 *Land value estimates for policy appraisal* provides a value figure for industrial land in the South East of £1,100,000/ha. We have sought further evidence as to industrial values in the Council area and there is very little available.



- 6.20 CoStar (a property market data service) includes details of industrial land however there is very little local evidence available so the whole of Essex has been considered, these are summarised in **Appendix 10**. The average is about £1,250,000/ha (£505,000acre).
- 6.21 In this study, a value of £1,200,000/ha is assumed.
- 6.22 In this context it is important to consider the EUV of the West Horndon site. This is an industrial park, part of which is currently used as a mixed-use industrial site that has a number of separate tenants and occupiers. It is beyond the scope of this study to assess whether the site is available for development immediately so have assumed that it is (as it is being actively promoted into the Local Plan). It has been assumed that the EUV of this site is as for industrial land.

Agricultural and Paddocks

6.23 The *RICS/RAU Rural Land Market Survey* reports agricultural land values on a regular basis. The most recent report³⁹ suggests England and Wales values of £20,837/ha (£8,433/acre) for arable land and £15,903/ha (£6,436/acre) for pasture. South East Values are a little less than these.

| Table 6.5 Agricultural Land Asking Prices | | | | | | | | | | |
|---|-------|--------------|--------------|---------|--|--|--|--|--|--|
| | ha | Site | Asking Price | £/ha | | | | | | |
| Norton Heath | 50.87 | Agricultural | £3,000,000 | £58,974 | | | | | | |
| Land at Hutton | 20.64 | Arable | £425,000 | £20,592 | | | | | | |
| Land at Stanford-le-Hope | 19.34 | Agricultural | £500,000 | £25,847 | | | | | | |

6.24 A survey of agricultural land for sale has been undertaken:

Source: Market Survey (August 2018)

- 6.25 Initially, for agricultural land, a benchmark of £20,000/ha is assumed to apply here. Following a comment made though the September 2018 consultation this was increased to £25,000/ha.
- 6.26 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for village and town edge paddocks is assumed.
- 6.27 In this context it is important to consider the EUV of the Dunton Hills Garden Village site, part of which is currently used as a golf course. Whilst this site is in part in a non-agricultural use, it is still a greenfield in development terms. This site has been treated as a greenfield site,

³⁹ https://www.rics.org/Global/RICS%20RAU%20Rural%20Land%20Market%20Survey%20H2%202017%20-%20FULL.pdf



however with an EUV of £100,000/ha. The promoter of this site questioned this figure, but provided no alternative or contradictory evidence.

Existing Use Values

| Table 6.6 EUV Assumtions £/ha | | | | | | | | |
|------------------------------------|------------|--|--|--|--|--|--|--|
| September 2018 | | | | | | | | |
| Residential | £2,000,000 | | | | | | | |
| Industrial | £1,200,000 | | | | | | | |
| Agricultural | £25,000 | | | | | | | |
| Paddock | £50,000 | | | | | | | |
| Dunton Hills (Agricultural / golf) | £100,000 | | | | | | | |
| Source: HDH 2018 | | | | | | | | |

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

Benchmark Land Values

- 6.29 The Updated PPG makes reference to Benchmark Land Values (BLV). It is therefore necessary to specifically address this. In the 2017 Viability Assessment Benchmark Land Values were taken to be the EUV + 20%, with a further uplift of £350,000/ha on greenfield sites.
- 6.30 As set out at the start of this report 'Benchmark land value should, be based upon existing use value, allow for a premium to landowners reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and be informed by market evidence'. The PPG says that 'where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing'. The local evidence is limited but is set out above. The updated PPG says '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'.
- 6.31 The updated PPG then sets out how the premium to the landowner be arrived at '... 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'.
- 6.32 A process is then laid out '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. 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'.

- 6.33 It is clear that this is an iterative process. Initially Benchmark Land Values were taken to be the EUV plus 20%, with a further uplift of £300,000/ha on greenfield sites (being those in agricultural and paddock uses).
- 6.34 We have considered how these amounts relate to prices for land in the market (see above), with a view to providing competitive returns to the landowner. Whilst there are certainly land transactions at higher values than these, we believe that these are appropriate for a study of this type.
- 6.35 Through the consultation process it was suggested a greater landowner's premium should be allowed for. One agent suggested that perhaps a figure of 20 times agricultural values should be used. This would equate to £500,000/ha.
- 6.36 It was also suggested that the hope value does impact on land value. This is agreed however the updated PPG is clear that, in an assessment of viability in planning, the methodology should be based on EUV+.
- 6.37 A site promoter suggested an uplift for industrial land of 50% on the basis it has been used elsewhere.
- 6.38 We have been provided evidence (in the form of an option agreement) in relation to a large site, where the minimum price is the land owner would revive is based on:
 - a. £300,000 per net residential developable acre (£741,000/ha): or
 - b. £150,000 per net non-residential developable acre (£370,000/ha): or if higher, the higher of
 - c. £100,000 per gross acre (£247,000/ha): or
 - d. 10 x Agricultural value (which would equate to £250,000/ha)
 - e. All being subject to indexing from 2015.
- 6.39 Having considered the representations of consultees and Land Registry's Price Paid Data that was not available at the time of the September 2018 consultation the approach to Benchmark Land Values is:
 - a. Based on EUV + where the EUV is:

| i. | Industrial | £1,200,000/ha |
|------|------------------------------------|---------------|
| ii. | Agricultural | £25,000/ha |
| iii. | Paddock | £50,000/ha |
| iv. | Dunton Hills (Agricultural / golf) | £100,000/ha |



- b. On Brownfield sites an uplift of 20% is used to give a Benchmark Land Value close to the median price paid for recently consented, policy compliant land – most of which is brownfield land.
- c. On greenfield sites an uplift of £450,000 is used to give a Benchmark Land Value that is a little less than £500,000/ha. This is in line with the representations received and consistent with the price paid for greenfield sites.
- 6.40 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 6.7 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) | | | | | | |
| GNDP | £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)

6.41 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies, but generally the assumptions used in this work are within the range.





7. Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies. These assumptions were presented to stakeholders at the consultation event in September 2018.

Development Costs

Construction costs: baseline costs

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)⁴⁰ data – using the figures re-based for Essex. The cost figure for 'Estate Housing – Generally' is £1,242/m² at the time of this study⁴¹:

| Table 7.1 | BCIS Cos | ts- £/m² gi | ross interr | al floor ar | ea | | | | | |
|---|----------|-------------|--------------------|-------------|--------------------|---------|--|--|--|--|
| Rebased to Essex (106; sample 267) | | | | | | | | | | |
| Description: Rate per m ² gross internal floor area for the building cost including prelims. | | | | | | | | | | |
| Last updated: 04-Aug 2018 02:05 | | | | | | | | | | |
| | Mean | Lowest | Lower quartiles | Median | Upper quartiles | Highest | | | | |
| 810.1 Estate housing | | | | | | | | | | |
| Generally (15) | 1280 | 617 | 1094 | 1242 | 1406 | 4347 | | | | |
| Single storey (15) | 1437 | 720 | 1229 | 1374 | 1625 | 4347 | | | | |
| 2-storey (15) | 1244 | 617 | 1081 | 1212 | 1361 | 2475 | | | | |
| 3-storey (15) | 1271 | 803 | 1023 | 1228 | 1434 | 2609 | | | | |
| 4-storey or above (20) | 2507 | 1340 | - | 2306 | - | 4075 | | | | |
| 810.11 Estate housing detached (15) | 1636 | 973 | 1259 | 1444 | 1670 | 4347 | | | | |
| 816. Flats (apartments) | | | | | | | | | | |
| Generally (15) | 1518 | 745 | 1264 | 1447 | 1724 | 5162 | | | | |
| 1-2 storey (15) | 1444 | 897 | 1225 | 1384 | 1597 | 2716 | | | | |
| 3-5 storey (15) | 1498 | 745 | 1263 | 1435 | 1709 | 2964 | | | | |
| 6+ storey (15) | 1878 | 1106 | 1505 | 1790 | 2000 | 5162 | | | | |

Source: BCIS (August 2018)

⁴¹ BCIS Rebased to Essex – 4th August 2018



⁴⁰ BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

- 7.3 The equivalent costs for Q1 2016 used in the Planning Policy Viability Assessment (Gleeds, March 2016), was £1,091/m², so prices have increased by just under 14% over the last two years.
- 7.4 In the initial iteration of this viability assessment, the median BCIS costs were used on sites of less than 100 units and lower quartile costs are used on the larger sites.
- 7.5 Through the consultation it was suggested that it was inappropriate to base the build costs on BCIS, in part due to the small sample size from which they are derived. It is accepted that at a Local Authority Level sample sizes can be small. In this study the Essex figures are used. It is important to note that paragraph 10-012-2018072 of the updated PPG specifically specifies the use of BCIS data. It was argued that the approach of starting from the lower quartile costs and then making allowance for site works and fees (as set out below) produced costs that 'wholly under estimate' the cost of development. It was also suggested that use of lower quartile costs could result in lower quality schemes. It is important to note that the theory of using the lower quartile costs is to reflect the economies of scale. Several consultees made the point that median and not lower quartile costs should be used.
- 7.6 In August 2015, a report was published that considered the construction costs on smaller sites. Housing development: the economics of small sites – the effect of project size on the cost of housing construction (August 2015) was carried out by BCIS, having been commissioned by the Federation of Small Businesses. This study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than for schemes of over 10 units and that the construction price for schemes of 1 to 10 units was about 6% higher than for schemes of over 10 units. These adjustments have been made to the smallest schemes modelled in this report.
- 7.7 A developer of smaller units suggested that the costs were understated and quoted figures of up to just under £3,000/m² for one-off housing. As per the PPG, the costs are based on the BCIS costs, with an adjustment for small sites.
- 7.8 The base assumption in this report is that homes are built to the basic Building Regulation Part L 2010 Standards but not to higher environmental standards. This is in line with the Government announcement, made at the time of the Summer 2015 Budget in the *Fixing the foundations productivity report*⁴², of its intention not to proceed with the zero carbon buildings policy.
- 7.9 As a result, there was no uplift to Part L of the Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme.
- 7.10 The Department for Communities and Local Government (DCLG) used to publish occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH). Whilst the CfSH

⁴² https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation



is not being pursued, these provide useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the move towards higher standards with the amendments to Building Regulations, we have referred to *Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011).* Whilst the national policies in relation to climate change and overall national minimum building standards have been clarified and not all the requirements of CfSH Level 4 will become mandatory (and are not a requirement of the emerging Local Plan), environmental standards are increasing.

- 7.11 In 2014 DCLG published *Housing Standards Review Cost Impacts (EC Harris, September 2014)* that considered the more recent changes in building regulations and the optional additional standards.
- 7.12 Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is in line with the BCIS costs. In this viability assessment, the median BCIS costs are used on all sites.
- 7.13 Initially it was assumed that all new non-residential development was built to the BREEAM Very Good standard. The additional cost of this is negligible as outlined in research⁴³ by BRE.
- 7.14 In this iteration, the costs of delivering BREEAM Excellent is tested. The costs vary in the range of about 1% to about 5% depending on the shape and use of the building. In this high level study, the additional costs are assumed to be in the middle of this range at 2%.

Construction costs: affordable dwellings

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

Other normal development costs

7.16 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). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each

⁴³ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014



site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.

- 7.17 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.
- 7.18 A scale of allowances has been developed for the residential sites, ranging from 10% of build costs for the smaller sites, to 20% for the larger greenfield multi-outlet / multi-phase schemes. On the high density flatted schemes, we have assumed site costs of 5% (on the basis that it is likely to be on a serviced site and have very limited landscaping and other external works). A range of inconsistent comments were received in relation to this assumption, but it is important to note that this assumption is separate to the assumptions for s106 costs and the assumptions for abnormal costs that are treated separately.
- 7.19 Through the consultation it was suggested that 20% will not cover the additional servicing and 'infrastructure costs associated with large strategic sites'. This is accepted, and the assumption in this regard is taken from the Council's IDP work.

Garden Village Principles

- 7.20 At the September 2018 consultation it was assumed that the potential allocation at Dutton Hills would be developed under Garden City Principles.
- 7.21 There are significant differences between the Garden City and the conventional approach. Initially, in line with the TCPA's *Nothing gained by overcrowding!* paper it was assumed that the site costs under Garden City principles were assumed to be 13% of the BCIS based construction cost. This is significantly less than under a conventional scheme (where it is generally assumed that the site costs would be in the range of 15% to 20% of the construction (i.e. BCIS based) costs). This assumption was challenged through the September 2018 consultation – saying that the saving identified in the TCPA study may not apply here.
- 7.22 Having reviewed this with the Council, it is important to note that Localised Garden Village Principles' are to be applied to this site and these are not the same as the Garden Suburb / Garden City Principles. The Localised Garden Village Principles can be summarised:
 - a. **an inclusive community** the DHGV should consists of housing, amenities, facilities and opportunities that are designed to meet the varied needs of a diverse multigenerational community, supported by social infrastructure, a shared sense of identity and an accountable and empowering governance structure;
 - b. **the early establishment of a sense of place** the key landscape features, green corridors, community infrastructure and governance arrangements will be established early in the development to allow for the gradual and continuous development of the community from the outset;



- c. landscape led development the existing living landscape should be the starting point for design which should prioritise landscape connectivity including between historic assets, enhance views to and from the site and expose natural systems and thus create a future green environment throughout the scheme which is embedded and connected, ecological diverse, productive, varied, stimulating and enriching for local residents and visitors;
- d. **an active and healthy place** opportunities for physical activity and active movement should be provided through the village and beyond, both informal and formal to meet the needs of residents and other users.
- e. **a connected settlement** prioritised networks of green corridors within and outside the site that are suitable for walking and cycling to local services and facilities including schools, places of work, community facilities and public transport nodes, including railways.
- f. **a place of enterprise and learning** well connected employment spaces for small and medium sized enterprises and a village centre which can respond flexibly to the changing nature of work and can help foster a culture of enterprise (both personal and social), including shared office facilities and multi-use spaces underpinned by superfast broadband connectivity and supporting services.
- g. **a high-quality village centre** legible, varied and stimulating high quality village centre environment which acts as a hub for local services and facilities including shops, workspaces, schools, community facilities and transport connections.
- h. **environmentally progressive** can provide ambitious standards for environmentally sustainable housing and business spaces, with sustainable energy infrastructure and an integrated approach to water management and drainage as standard.
- i. **exceptional design quality** a focus upon design quality throughout the scheme can be a powerful tool for supporting a higher quality of life, greater economic vitality and an efficient and integrated use of resources.
- **j. supporting a culture of innovation** a place of experimentation and innovation in terms of place-making but also community development and enterprise.
- 7.23 Having considered these requirements, the modelling is based on the median BCIS costs (rather than the lower quartile, initially used on the other larger sites).

Abnormal development costs and brownfield sites

7.24 The treatment of abnormals was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling⁴⁴, that it may not be appropriate for abnormals to

⁴⁴ REPORT TO GEDLING BOROUGH COUNCIL, THE PLANNING INSPECTORATE REF PINS/N3020/429/4, MAY 2015



be built into appraisals in a high-level study of this type. Councils should not plan for the worstcase 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.

- 7.25 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.
- 7.26 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.

Fees

- 7.27 Professional fees are assumed to amount to 10% of build costs and for non-residential development 8% is assumed.
- 7.28 Additional allowance is made for the planning application fee, acquisition costs, sales (disposal) fees and fees in relation to finance.

Contingencies

- 7.29 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 and on central locations. So the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.
- 7.30 Through the consultation it was suggested that a 5% contingency should be applied to both greenfield and brownfield sites. This is not accepted. A brownfield site clearly includes more uncertainty and unknowns than a brownfield site and it is considered this is an appropriate place to recognise the differences.
- 7.31 It was suggested that 2.5% was too low bearing in mind inflationary costs. It is accepted that there are inflationary costs, as set out at the start of this chapter, build costs have risen 14% over the last 2 years. It is however important to stress that this study, like all plan-wide viability assessments is based on todays costs and values. Chapter 10 includes sensitivity testing to changes in costs and values.



7.32 One developer suggested that 10% contingency should be applied to infrastructure costs.

S106 Contributions and the costs of infrastructure

- 7.33 For many years, the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The CIL Regulations (122 and 123) impact on this area of policy. Historically, many of the contributions from smaller sites either relate to very local matters (such as improvements to the highway close to or adjacent to the site) or more usually to more general contributions to off-site education and open spaces. These are now limited though the restrictions on pooling s106 payments from five or more sites that came into effect on April 2015 (see Chapter 2 above). In this study it is important that the costs of mitigation are reflected in the analysis. We have assumed all the modelled sites will contribute £2,500 per unit towards infrastructure either site specific or more general⁴⁵.
- 7.34 In relation to the key Strategic Sites the Council, working with the County Council and other partners, has assessed (bearing in mind the restraints of CIL Regulations 122 and 123) the s106 requests for each Strategic Site. At the time of the pre-consultation draft report in August 2018, the work on the Infrastructure Delivery Plan (IDP) remains a working document and a zero assumption was used (to avoid false expectations),. Whilst these are liable to change as the plan-making process continues, these are the best estimates of the amounts to be sought from these sites as at October 2018. In the final iteration of this report the following s106 costs are used:

| Table 7.2 Key Sites Strategic Infrastructure and Mitigation Costs | | | | | | | | | |
|---|-------|---------|--------------|---------|--|--|--|--|--|
| | Units | Area ha | £ | £/unit | | | | | |
| Warley extension masterplan area | 473 | 11.29 | £7,919,559 | £16,743 | | | | | |
| Officers Meadows masterplan area | 825 | 38.74 | £18,073,121 | £21,907 | | | | | |
| West Horndon masterplan | 580 | 17.25 | £14,468,399 | £24,946 | | | | | |
| Dunton Hills Garden Village | 3,500 | 257.00 | £126,697,158 | £36,199 | | | | | |
| Source: PBC (October 2019) | | | | | | | | | |

Source: BBC (October 2018)

- 7.35 These costs are officers' best estimates as at October 2018 and tend to be maximum costs based on worst case scenarios. This approach is appropriate at this stage of the plan-making process but it will be necessary to keep these under review as the plan-making process continues. It is expected that some of the costs will be reduced.
- 7.36 In addition to the above it is necessary to consider the Recreation Avoidance Disturbance Strategy (RAMS) for potential impacts on the coastal protected biodiversity areas. This is only likely to affect new properties in the eastern area of Ingatestone Parish. This is an emerging

⁴⁵ Analysis of recent planning approvals suggest an average payment of £1,140 per developed unit.



area of policy with potential costs of between £100 to £1,000 per home although at the time of this report no decision has been made on how to calculate the figure (by house, by bedroom, etc). These costs are assumed to be with the base costs for s106 (being £2,000/unit as set out above).

7.37 A range of infrastructure costs ranging from £0 to £50,000⁴⁶ per unit has been tested. This approach is appropriate at this stage of the plan-making process, but it will be necessary to keep these under review as the plan-making process continues.

Community Infrastructure Levy

7.38 Public consultation on the CIL Preliminary Draft Charging Schedule took place between 27th October and 8th December 2016. This was based on the following rates:

| Table 7.3 Proposed Rates of CIL (2016) | | | | | | | |
|---|-----------------------|--|--|--|--|--|--|
| Development Type | Maximum Rate of CIL | | | | | | |
| Residential - Housing | £200 per square metre | | | | | | |
| All Non-residential uses (excepting Retail) | £0 per square metre | | | | | | |
| General Retail A1-A5 (excluding Food Supermarket) | £125 per square metre | | | | | | |
| Food Supermarket A1 | £200 per square metre | | | | | | |

Source: BBC PDCS (October 2016)

7.39 These costs are included in the base appraisals; however we have also considered developer contributions generally, relative to the ability to deliver affordable housing.

Financial and Other Appraisal Assumptions

VAT

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

Interest rates

7.41 Our appraisals assume 6% pa 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.

⁴⁶ This is an increase from the £0 to £30,000/unit suggested at the September 2018 consultation.



- 7.42 The 6% assumption may seem high given the very low base rate figure (0.75% August 2018). 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.
- 7.43 The assumption that 6% 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.
- 7.44 An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

Developers' return

- 7.45 An allowance needs to be made for developers' profit / return and to reflect the risk of development. Neither the NPPF, nor the CIL Regulations, nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, the RICS's *'Financial Viability in Planning'* (August 2012), the Harman Guidance *Viability Testing Local Plans, Advice for planning practitioners* (June 2012), and the HCA's Economic Appraisal Tool have been referred to. None of these documents are prescriptive, but they do set out some different approaches.
- 7.46 RICS's 'Financial Viability in Planning' (August 2012) says:

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

7.47 The Harman Guidance says:

Return on development and overhead

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

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

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

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



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

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

7.48 The HCA's Economic Appraisal Tool – the accompanying guidance for the tool kit says:

Developer's Return for Risk and Profit (including developer's overheads)

Open Market Housing

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

Affordable Housing

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

7.49 Paragraph 10-018-20180724 of the updated PPG says:

How should a return to developers be defined for the purpose of viability assessment?

Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of 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.

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



7.51 At the Shinfield appeal⁴⁷ (January 2013) the inspector considered this specifically saying:

Developer's profit

43. The parties were agreed that costs⁴⁸ should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.

44. The appellants supported their calculations by providing letters and emails from six national housebuilders who set out their net profit margin targets for residential developments. The figures ranged from a minimum of 17% to 28%, with the usual target being in the range 20-25%. Those that differentiated between market and affordable housing in their correspondence did not set different profit margins. Due to the level and nature of the supporting evidence, I give great weight [to] it. I conclude that the national housebuilders' figures are to be preferred and that a figure of 20% of GDV, which is at the lower end of the range, is reasonable.

- 7.52 Generally, we do not agree that linking the developer's profit to GDV is reflective of risk, as the risk relates to the cost of a scheme the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) we can take two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so reflect the risk whereas if calculated on GDV the profits would be £200,000 in both.
- 7.53 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.
- 7.54 In deciding which option to adopt, it is important to note that the intention is not to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

⁴⁸ i.e. the developer's profit / competitive return.



⁴⁷ APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

- 7.55 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 the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.
- 7.56 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing), it is appropriate to make some broad assumptions.
- 7.57 In the initial iteration (the pre-consultation draft in August 2018) the developer's profit was assumed to be 20% of the value of market housing and 6% of the value of affordable housing. In relation to non-residential development an assumption of 15% is used. These assumptions should be considered with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further consideration should also be given to the contingency sum in the appraisals which is also reflective of the risks.
- 7.58 Through the consultation it was highlighted that 'profit' should be expressed as a percentage of GDV rather than costs. This is accepted and agreed, 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'. It was suggested that 20% should be used across both market and affordable units.
- 7.59 Having considered this further and to bring the study fully in line with the updated PPG, the developers' return is assessed as 17.5% of GDV being in the middle of the suggested range. In a stronger market a lower percentage may be appropriate and in a weaker market a higher assumption may be appropriate so as to reflect the relative levels of risk.
- 7.60 It is useful to consider the assumptions used in other studies in other parts of England although all these relate to before the PPG was updated in July 2018. We have reviewed developer return assumptions used by other councils in England in development plans. These are set out in the table below.



| Table 7.4 Developer's Return Assumptions Used Elsewhere | | | | | |
|---|---|--|--|--|--|
| Local Authority | Developer's Profit | | | | |
| Babergh | 17% | | | | |
| Cannock Chase | 20% on GDV | | | | |
| Christchurch & East Dorset | 20% on GDC | | | | |
| East Hampshire | 20% market/ 6% Affordable | | | | |
| Erewash | 17% | | | | |
| Fenland | 15-20% | | | | |
| GNDP | 20% market/17.5% large sites/ 6% Affordable | | | | |
| Reigate & Banstead | 17.5% market/ 6% Affordable | | | | |
| Stafford | 20% (comprising 5% for internal overheads). | | | | |
| Staffordshire Moorlands | 17.5% market/ 6% Affordable | | | | |
| Warrington | 17.5% | | | | |

Source: Planning Advisory Service (collated by URS)

7.61 The assumptions with regard to developers' return / profit are at the upper end of the range. Together these assumptions illustrate the generally cautious approach taken through the viability work.

Voids

- 7.62 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.
- 7.63 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

- 7.64 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when the Council is considering the release of sites so as to manage the delivery of housing and infrastructure. Two aspects are relevant, firstly the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.
- 7.65 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 35% affordable housing this equates to 33 market units per year. This is considered to be a cautious approach. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. These



assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.66 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

- 7.67 A simplistic approach is taken, it is assumed an allowance 1.5% for acquisition agents' and legal fees.
- 7.68 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.69 For the market and the 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.



8. Local Plan and Policy Requirements

- 8.1 The specific purpose of this study is to consider the cumulative impact of the policies set out in the emerging Local Plan and the effect of CIL. Ultimately it will form part of the evidence base to demonstrate the deliverability of the new Local Plan, as required by the NPPF, PPG and CIL Regulations and summarised in Chapter 2 above. In due course, the Council will consider the advice set out in this report and the wider evidence to settle on a set of planning policies. In this chapter, a range of policy options have been considered and these will further inform the development of Council policy.
- 8.2 For the purpose of this study it is assumed that the policies are as set out in the Brentwood Local Plan Pre-Submission Draft, September 2018⁴⁹. This is a working draft that may be subject to change. The policies are reviewed below. Only those that impact directly on the viability of residential development are listed.

General Development Criteria

8.3 This is a general policy that seeks high standards of development that do not adversely impact on the locality (in the widest sense). In itself it does not add to the costs of development, however a range of developer contributions have been tested as these will be used (be they be through CIL, s106 or s278) to mitigate the impacts of development and to provide the infrastructure to enable the development to come forward.

Strategic Sites

8.4 This policy enables the following sites and requires the following:

Dunton Hills Garden Village - Residential

8.5 At this stage the policy outlines:

....Applying garden village principles, a new self-sustaining community will be created providing for 2,500 new homes, at least 5 hectares of employment land, local shops, community facilities, open green spaces, schools and healthcare services...

8.6 This site has been modelled as it is key to the delivery of the Plan. In line with the policies this site is modelled under Localised Garden Village Principles (see Chapter 7 above).

Brentwood Enterprise Park - Employment

8.7 The policy seeks that:





Employment Criteria and Allocations Brentwood Enterprise Park will provide new floorspace for employment development (Use Classes B1, B2 and B8), made up of land at the former M25 works site (south of A127, site ref: 101A) and land at Codham Hall (north of A127, site ref: 101B), as set out on the Proposals Map.

Development proposals should meet the following criteria:

- a. Employment uses and jobs provided on site are consistent with the economic strategy set out within this Plan, and support the vitality and viability of Brentwood Town Centre and other Borough centres;
- b. Development is of a high design standard, meeting aspirations to enhance this location as a key gateway into Brentwood;
- c. Landscaping and planting should be used to create a buffer and provide improved visual amenity between the site and surrounding land, minimising any amenity impacts; and
- d. In accordance with Policy 10.3 Sustainable Transport, proposals should be accompanied by:
 - *i.* Green Travel Plan linking this site with Brentwood, Shenfield, West Horndon and Dunton Hills Garden Village, and
 - *ii.* Transport Assessment.

Brentwood Enterprise Park will

8.8 A range of non-residential and employment uses of the type most likely to come forward under this policy have been modelled.

William Hunter Way Car Park and The Baytree Centre - Retail-led

8.9 The policy sets out:

Redevelopment of the car park site will create a mixed use scheme to include new retail and commercial floorspace. This will also improve public realm links to the High Street and the built character of William Hunter Way. Improvements to frontages on the south side of William Hunter Way will be encouraged through landscaping and redevelopment. A mix of uses including residential will be considered appropriate. Proposals affecting the rear of premises on the north side of the High Street will be encouraged to provide additional shopfronts and double fronted shops.

8.10 A range of retail uses of the type most likely to come forward under this policy have been modelled.

Housing Mix

- 8.11 This policy makes a series of requirements:
 - a. The housing mix shall be informed by the Councils SHMA. This sets out:



| Table 8.1 Size of New Market Housing Required up to 2033 | | | | | |
|--|----------------|--|--|--|--|
| Dwelling Size | Indicative Mix | | | | |
| One bedroom | 3.8% | | | | |
| Two bedrooms | 35.8% | | | | |
| Three bedrooms | 30.2% | | | | |
| Four or more bedrooms | 30.2% | | | | |
| Total | 100% | | | | |

Source: Draft Local Plan

| Table 8.2 Size & Tenure of All Affordable Housing Required up to 2033 | | | | | | | |
|---|-------|----------------------------|-----|-------|--------|--|--|
| Tenure | Split | Indicative Size (Bedrooms) | | | | | |
| | | One | Two | Three | Four/+ | | |
| Affordable rent / Social rent | 86% | 31% | 24% | 19% | 26% | | |
| Other forms of affordable housing | 14% | 28% | 36% | 24% | 12% | | |

Source: Draft Local Plan

These mixes have formed the basis of the modelling. These have not been followed rigidly, regard has also been had to the nature of the site.

All new homes (on sites of 6 or more units) be constructed to meet requirement M4(2) of the Building Regulations 2015 (accessible or adaptable dwellings) and on sites of 20 or more units 5% of affordable should be built to meet requirement M4(3) of the Building Regulations 2015 (wheelchair user dwellings).

The additional costs of the space standards (as set out in the draft Approved Document M amendments included at Appendix B4) are set out in the table below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Cost Impacts* (EC Harris, September 2014)), reflect accessibility as follows:

- Category 1 Dwellings which provide reasonable accessibility
- Category 2 Dwellings which provide enhanced accessibility and adaptability
- Category 3 Dwellings which are accessible and adaptable for occupants who use a wheelchair.



| Table 8.3 Additional Costs of Building to the draft Approved Document Mamendments included at Appendix B4. | | | | | | | | | | |
|---|---------------------------------|----------------|-----------------------|---------|-------------------------|-------------------|-------------------------|------------------|-----------------------|----------------|
| Table 45 – Acce | Table 45 – Access costs summary | | | | | | | | | |
| | | | 1B Apartme | ent A | 2B Apartment | 2B ⁻ | Terrace | 3B Sen detach | ni- ed D | 4B etached |
| Cost all dwellings (extra over current industry practice) | | | | | | | | | | |
| Category 1 | | | - | | - | | - | - | | - |
| Category 2 | | | £940 | | £907 | £523 | | £521 | | £520 |
| Category 3 Ada | aptable | | £7,607 | , | £7,891 | £ | 9,754 | £10,307 | | 210,568 |
| Category 3 Acc | essible | | £7,764 | Ļ | £8,048 | £2 | £22,238 | | £22,791 | |
| Table 45a – Access related space cost summary | | | | | | | | | | |
| | 1B Apai | tment | ent 2B Apartment | | 2B Terrace 3B | | 3B Semi-o | letached | 4B Det | ached |
| Cost increase for a Category 2 | + 1 sq.m | 12 £722 | + 1 sq.m | £722 | + 2 sq.m | £1,444 | + 3 sq.m | £2,166 | + 3 sq.m | £2,166 |
| Category 3 | + 8 sq.m | £5,776 | + 14 sq.m | £10,108 | + 21 sq.m | £15,162 | + 24 sq.m | £17,328 | + 24 sq.m | £17,328 |
| Table 45b – Access related space cost after Space cost recovery 1B Apartment 2B Apartment 2B Terrace 3B Semi-detached 4B Detached | | | | | | | | | | |
| | | | | | | | | | | |
| Category 2 Category 3 | + 1 sq.m + 8 sq.m | £289 £2,310 | + 1 sq.m + 14 sa.r | n £289 | + 2 sq.m 3 + 21 sq.r | n £578 n £6,06 | + 3 sq.m 5 + 24 sq.n | £866 n £6,931 | + 3 sq.m + 24 sa.m | £866 £6,931 |
| Source: Page 38, DCLG publication Housing Standards Review – Cost Impacts (EC Harris, September 2014) | | | | | | | | | | |

These costs are tested.

Through the September 2018 consultation some concern was expressed about the need for this policy. It is beyond the scope of this study to consider need.

c. On developments of 500 or more dwellings at least 5% of homes will be self-build or custom build.

This requirement is tested.

d. On developments of 500 or more dwellings the policy also seeks an element of specialist accommodation⁵⁰. Specialist accommodation is tested.

⁵⁰ Definition to include, but not limited to, housing for older people such as Independent Living schemes for the frail elderly, homes for those with disabilities and support needs, residential institutions and also non-travelling Travellers who, for cultural reasons, choose to live in caravans.



Residential Density

- 8.12 This policy specifies that residential densities will generally be expected to be 35 dwellings per hectare and that higher densities, generally above 65 dwellings per hectare net, will be expected in town and district centres or other locations with good public transport accessibility.
- 8.13 These are reflected in the modelling.

Affordable Housing

- 8.14 Development on sites of 10 or more units will be required to provide 35% affordable housing. This has been tested.
- 8.15 In this context the 2018 NPPF says:

63. Provision of affordable housing should not be sought for residential developments that are not major developments...

- 8.16 *Major development* is defined⁵¹ as sites of 10 or more.
- 8.17 The emerging policy specifies the ndicative size guide for affordable housing to be used as the starting point informing negotiations between the Council and developers to determine the appropriate tenure and mix of affordable housing as set out in Table 8.2 above.
- 8.18 The definition of other forms of housing includes Starter Homes, intermediate homes and shared ownership and all other forms of affordable housing as described by national guidance or legislation.
- 8.19 As set out in Chapter 2 above, the 2018 NPPF sets out a requirement for low cost home ownership as part of the affordable housing mix:

64. Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership, ...

8.20 This requirement is assumed to apply. A range of options are tested

Standards for New Housing

8.21 Policy seeks a series of requirements relating to:

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.



⁵¹ 2018 NPPF, Glossary:

- a. Internal Residential Space
- b. External Residential Space
- c. Housing Quality

Internal Residential Space

8.22 The Council is seeking to introduce minimum space standards at the time of this study. 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.

8.23 The following unit sizes are set out⁵²:

52

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



| Table 8.4 National Space Standards. Minimum gross internal floor areas and storage (m²) | | | | | | | |
|--|----------------------|----------------------|---|-----------------------|-----------------------|---------------------|--|
| number of bedrooms | number of bed spaces | number of bed spaces | number of 1 storey 2 bed spaces dwellings dv | 2 storey dwellings | 3 storey dwellings | built-in storage | |
| 1b | 1р | 39 (37)* | | | 1 | | |
| | 2р | 50 | 58 | | 1.5 | | |
| 2b | Зр | 61 | 70 | | 2 | | |
| | 4р | 70 | 79 | | | | |
| 3b | 4р | 74 | 84 | 90 | 2.5 | | |
| | 5р | 86 | 93 | 99 | | | |
| | 6р | 95 | 102 | 108 | | | |
| 4b | 5р | 90 | 97 | 103 | 3 | | |
| | 6р | 99 | 106 | 112 | | | |
| | 7р | 108 | 115 | 121 | | | |
| | 8p | 117 | 124 | 130 | | | |
| 5b | 6р | 103 | 110 | 116 | 3.5 | | |
| | 7р | 112 | 119 | 125 | | | |
| | 8p | 121 | 128 | 134 | | | |
| 6b | 7р | 116 | 123 | 129 | 4 | | |
| | 8p | 125 | 132 | 138 | | | |

Source: Table 1, Technical housing standards – nationally described space standard (March 2015)

8.24 In this study the units are assumed to be in excess of these National Space Standards.

External Residential Space

8.25 The policy seeks that new residential units will be expected to have direct access to an area of private and/or communal amenity space, and then goes on to specify various standards. For the purpose of this study the important factor is how this relates to density and the requirements for amenity space. These are covered under the policies headed Open Space in New Development / Open Space, Community, Sport and Recreational Facilities / Green Infrastructure

Housing Quality

- 8.26 This policy brings together a range of factors (such as carbon reduction and water usage that are covered elsewhere in this study.
- 8.27 Under this heading an allowance of £350/unit has been included for car charging points.



Sustainable Construction and Efficient Resources Management / Addressing Climate Change

8.28 This policy seeks:

... maximise the principles of energy conservation and efficiency in the design, massing, siting, orientation, layout, construction method and use of materials; ...

- 8.29 The Council is not seeking standards that are over and above those set out in National Building Regulations, however do wish to introduce a requirement that residential developments o will be required to achieve at least a 10% reduction in carbon dioxide emissions above the requirements of current Building Regulations. This is a relatively modest requirement that can be met though a range of solutions, including additional insulation, the installation of solar panels or the use of district heating schemes. This is considered further below.
- 8.30 It is assumed that all new non-residential development is built to the BREEAM Very Good standard. The additional cost of this is negligible as outlined in research⁵³ by BRE.
- 8.31 The Council is keen to require all new non-residential development is to be built to the BREEAM Excellent standard from 2020. The additional costs of this ranges from just under 1% and 5.5%, depending on the nature of the scheme with offices being a little under 2%. In this study it is assumed that new non-residential development will be to BREEAM Excellent and the that this increases the construction costs by 2%.
- 8.32 The emerging policy seeks a Sustainability Statement outlining their approach to the following issues:
 - a. adaptation to climate change
 - b. carbon reduction
 - c. water management
 - d. site waste management
 - e. use of materials.
- 8.33 It goes on to require that

Proposals should demonstrate how the carbon reduction target will be met within the energy hierarchy, as illustrated in Figure X, in particular how the proposals:

- minimises the energy demand of new buildings;
- utilises energy efficient supply through low carbon technologies; and
- supplies energy from new, renewable energy sources

⁵³ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014



• where on-site provision of renewable technologies is not appropriate, confirmation of offsite arrangement should be submitted

Proposals for major development should contain a calculation of the energy demand and carbon dioxide emissions covered by Building Regulations and, separately, the energy demand and carbon dioxide emissions from any other part of the development, including plant or equipment, that are not covered by the Building Regulations (i.e. the unregulated emissions), at each stage of the energy hierarchy.

- 8.34 There are two aspects to these requirements. The first is the reporting element at the planning application stage. Whilst this is an additional costs, it is a cost that is covered in the allowance for fees which is at the upper end of the 'normal' range. The second is the costs of adaptions, we are advised that the Council is not seeking standards that are over and above those set out in National Building Regulation except in the case of major development where there is a requirement for 10% renewable energy.
- 8.35 This is a modest requirement. Before considering the costs of these policies it is timely to note that building to higher standards that result in lower running costs does result in higher values⁵⁴.
- 8.36 The Government produced regular updates on the costs of building to these increased standards up to when they were cancelled at the time of the Summer 2015 Budget (see Chapter 2 above). In this study a cost of £1,750 /dwelling has been modelled in this regard.
- 8.37 The Council is developing policies in relation to a Decentralised Energy Infrastructure. This has 3 parts; Strategic Sites, District Heating and Combined Heat and Power Schemes. Of particular relevance to this study are District Heating schemes:

Major new development will be expected to incorporate DH infrastructure in line with the following hierarchy:

- *i.* Where there is an existing heat network, new development will be expected to connect to it;
- *ii.* Where there is no existing heat network, new development will be expected to deliver an onsite heat network, unless demonstrated that this would render the development unviable;
- iii. Where a developer is unable to deliver the heat network, they need to demonstrate that they have worked in detail with 3rd parties (commercially or community) to assess the opportunity;
- *iv.* Where a heat network opportunity is not currently viable and no third party is interested in its delivery, the development should be designed to facilitate future connection to a heat network unless it can be demonstrated that a lower carbon alternative has been put in place

⁵⁴ 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 huse prices for Department of Energy & Climate Change (June 2013)



- 8.38 There are no District Heating schemes in the Borough at present. We understand that there are no current plants that generate 'waste' heat⁵⁵ that could be utilised. Any District Heating Schemes are therefore going to require the construction of a central heat plan as well as the distribution network infrastructure.
- 8.39 There are few published costs of District Heating schemes in modern estate housing. There are saving to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. Informal discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, depending on the size and shape of the project.
- 8.40 This has been modelled as a separate scenario (and not included in the base appraisals).
- 8.41 In addition, a scenario has been tested where non-residential development is built to BREEAM Excellent.

Water Efficiency

8.42 It is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £100/dwelling⁵⁶.

Responding to Context / Creating Successful Places / Building Design

8.43 These are general requirements. We are advised that the council is not seeking standards that are over and above those set out in National Building Regulations.

Infrastructure and Community Facilities / Promoting Sustainable Means of Transport / Mitigating the Transport Impact of Development

- 8.44 This policy does not impose specific requirements on new development rather seeks to mitigate the impact of that development.
- 8.45 This is one of several policies that seek developer contributions. A range of developer contributions has been tested.
- 8.46 The emerging policy suggests that '... where viable to do so, the Council may seek low emission vehicle infrastructure at major new developments. ...'. An allowance of £450/unit has been incorporated into the appraisals in this regard.

⁵⁶ Table 26 – Water standards costs summary, 'DCLG publication Housing Standards Review – Cost Impacts' (EC Harris, September 2014).



⁵⁵ For example the waste heat from the Newark sugar beet plant is used to heat local housing and the waste incinerator on Teesside is used as the primary heat source for a scheme.
Open Space in New Development / Open Space, Community, Sport and Recreational Facilities / Green Infrastructure

8.47 This is an emerging area of policy. The Council's 2008 Open Space Strategy found that Brentwood is generally well off for public open space provision⁵⁷. The Open space policy currently seeks that large residential schemes (50+ units) will be expected to provide at least 15% of the site to be set aside for public open space. This is reflected in the modelling.

Flood Risk / Sustainable Drainage

- 8.48 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.
- 8.49 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.

Community Infrastructure Levy (CIL)

8.50 The Council published a Preliminary Draft Charging Schedule (PDCS) in October 2016. This included the following rates of CIL:

| Table 8.6 Proposed Rates of CIL | |
|---|-----------------------|
| Development Type | Maximum Rate of CIL |
| Residential - Housing | £200 per square metre |
| All Non-residential uses (excepting Retail) | £0 per square metre |
| General Retail A1-A5 (excluding Food Supermarket) | £125 per square metre |
| Food Supermarket A1 | £200 per square metre |
| Source: Brentwood PDCS (October 2016) | |

8.51 These proposed rates of CIL are tested and have been incorporated into the base appraisals.

⁵⁷ There are 18.7 ha of publicly accessible open space per 1000 resident population (including the Country Parks within the Borough). This is compared to the national average of 2.4 ha per 1000 resident as issued by The National Playing Fields Association (NPFA).



Neighbourhood Planning

8.52 Several Neighbourhood Plans are emerging:

Doddinghurst Parish Council

8.53 The Council approved the designation of Doddinghurst Parish as a Neighbourhood Plan Area during 13 December 2012. The Parish Council are now in the process of preparing their Neighbourhood Plan.

West Horndon

8.54 The Council approved the designation of the West Horndon Parish as a Neighbourhood Plan Area at Planning & Development Committee during November 2014. The Parish Council are now in the process of preparing their Neighbourhood Plan.

Ingatestone and Fryerning

8.55 The Council approved the designation of the Ingatestone and Fryerning as a Neighbourhood Plan Area at Planning & Development Committee. The Parish Council are now in the process of preparing their Neighbourhood Plan.



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 Council's policies on development viability.
- 9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

Residential Development

9.3 The emerging allocations have formed the basis of the modelling. There are 45 sites, 0f which 37 include a residential element. These have a total capacity of over 6,000 dwellings.

| Tab | le 9.1 Summa | ry of Allocati | ions |
|------------|--------------|----------------|----------------------|
| | Count | Total Area | Residential Units |
| Employment | 6 | 65.24 | 0 |
| Housing | 30 | 93.18 | 2,244 |
| Mixed Use | 9 | 288.98 | 3,910 |
| Total | 45 | 447.40 | 6,154 |

Source: BBC (August 2018)

9.4 To inform the residential modelling these have been considered by their land use and distribution:



| | | Hou | sing | | | (Mi | ked | |
|------------------------------------|-----------|-------|-------------|-------|-----------|-------|-------------|-------|
| nfield | Area (ha) | | Yield | | Area (ha) | | Yield | |
| | | | (dwellings) | | | | (dwellings) | |
| wood North | 0.21 | 1.2% | 48 | 8.0% | 2.19 | 8.0% | 380 | 29.0% |
| wood South | 0.33 | 1.8% | 31 | 5.2% | | 0.0% | | 0.0% |
| wood West | 1.34 | 7.4% | 145 | 24.1% | | 0.0% | | 0.0% |
| s & Doddinghurst | 00.0 | 0.0% | | 0.0% | | 0.0% | | 0.0% |
| ngate, Ingrave & West Horndon | 00.0 | 0.0% | | 0.0% | 17.25 | 62.7% | 280 | 44.3% |
| estone, Fryerning and Mountnessing | 6.04 | 33.2% | 86 | 16.3% | | 0.0% | | 0.0% |
| ms Hatch | 1.20 | 6.6% | 38 | 6.3% | | 0.0% | | 0.0% |
| field | 3.69 | 20.3% | 75 | 12.5% | | 0.0% | | 0.0% |
| n Weald | | 0.0% | | 0.0% | | 0.0% | | 0.0% |
| Cross | | 0.0% | | 0.0% | | 0.0% | | 0.0% |
| ye | 5.41 | 29.7% | 166 | 27.6% | 8.09 | 29.4% | 350 | 26.7% |
| OTAL | 18.22 | | 601 | | 27.53 | | 1,310 | |
| | | | | | | | | |
| | | Hou | sing | | | ά | ked | |
| nfield | Area (ha) | | Yield | | Area (ha) | | Yield | |
| | | | (dwellings) | | | | (dwellings) | |
| wood North | 2.20 | 2.9% | | 0.0% | | 0.0% | | 0.0% |
| wood South | | 0.0% | | 0.0% | | 0.0% | | 0.0% |
| wood West | 10.93 | 14.6% | 200 | 12.2% | | 0.0% | | 0.0% |
| s & Doddinghurst | 3.02 | 4.0% | 53 | 3.2% | | 0.0% | | 0.0% |
| ngate, Ingrave & West Horndon | | 0.0% | | 0.0% | 257.00 | 98.3% | 2,500 | 96.2% |
| estone, Fryerning and Mountnessing | 3.45 | 4.6% | 120 | 7.3% | | 0.0% | | 0.0% |
| ms Hatch | 5.99 | 8.0% | 200 | 12.2% | | 0.0% | | 0.0% |
| field | 37.50 | 50.0% | 820 | 49.9% | 4.45 | 1.7% | 100 | 3.8% |
| ו Weald | 5.88 | 7.8% | 125 | 7.6% | | 0.0% | | 0.0% |
| Cross | 5.65 | 7.5% | 116 | 7.1% | | 0.0% | | 0.0% |
| ey | 0.34 | 0.5% | 6 | 0.5% | | 0.0% | | 0.0% |
| OTAL | 74.96 | | 1,643 | | 261.45 | | 2,600 | |
| | 93.18 | | 2,244 | | 288.98 | | 3.910 | |

Source: BBC (August 2018)

9.5 The Allocations are and shown on the following plan.





9.6 The main characteristics of the draft allocations are summarised as follows and form the basis of the modelling.



| | Table 9.3 | Allocations by L | and Use | |
|---------|-----------|------------------|---------|--------|
| | н | la | Un | its |
| | | Brownfield | | |
| Count | 13 | 41.9% | | |
| Sum | 39.71 | 10.4% | 1,813 | 29.5% |
| Average | 2.21 | 0.6% | 139 | |
| | | Greenfield | | |
| Count | 17 | 54.8% | | |
| Sum | 339.00 | 88.7% | 4,221 | 68.6% |
| Average | 16.95 | 248 | | |
| | | Mixed | | |
| Count | 1 | 3.2% | | |
| Sum | 3.45 | | 120 | 1.9% |
| Average | 3.45 | | 120 | |
| | | Total | | |
| Count | 31 | 100.0% | | |
| Sum | 382.16 | 100.0% | 6,154 | 100.0% |
| Average | 9.80 | | 199 | |

Source: August 2018

9.7 In terms of location, the allocations are distributed across the Borough.

| Table 9.4 Distrib | ution of Po | otential Sit | es by Paris | sh | |
|--|--------------|--------------|-------------|---------|---------|
| | Sites | Area | Capacity | Average | Average |
| | | ha | Unit | ha | Units |
| Brentwood North | 3 | 4.60 | 428 | 1.15 | 143 |
| Brentwood South | 1 | 0.33 | 31 | 0.33 | 31 |
| Brentwood West | 3 | 12.27 | 345 | 4.09 | 115 |
| Brizes & Doddinghurst | 2 | 3.02 | 53 | 1.51 | 27 |
| Herongate, Ingrave & West Horndon | 2 | 274.25 | 3,080 | 68.56 | 1,540 |
| Ingatestone, Fryerning and Mountnessing | 3 | 9.49 | 218 | 3.16 | 73 |
| Pilgrims Hatch | 2 | 7.19 | 238 | 3.60 | 119 |
| Shenfield | 6 | 45.64 | 995 | 4.56 | 166 |
| South Weald | 1 | 5.88 | 125 | 5.88 | 125 |
| Tipps Cross | 4 | 5.65 | 116 | 1.41 | 29 |
| Warley | 4 | 13.84 | 525 | 2.77 | 131 |
| TOTAL | 31 | 382.16 | 6,154 | 9.80 | 199 |
| | Source: Augu | st 2018 | | | |



| | Table 9.5 Dis | tribution of Alloca | ations by Size | |
|-----------|---------------|---------------------|----------------|------|
| | Sites | | Capacity | |
| >1,000 | 1 | 3% | 2,500 | 41% |
| 500 - 999 | 2 | 6% | 1,090 | 18% |
| 100-499 | 8 | 26% | 1,633 | 27% |
| 50-99 | 7 | 23% | 543 | 9% |
| 25-49 | 8 | 26% | 316 | 5% |
| 10-25 | 2 | 6% | 43 | 1% |
| <10 | 3 | 10% | 29 | 0% |
| | 31 | 100% | 6,154 | 100% |

9.8 When it comes to developing the typologies, it is important that they are related to the size of the planned development sites.

Source: BBC August 2018

Residential Modelling and Typologies

- 9.9 To inform the modelling, the characteristics of the sites were considered in terms of location, size and suggested use, as set out in the tables above. We have modelled a set of representative sites in the Council area.
- 9.10 As set out in Chapter 8 above, we have followed the policy on development density that specifies that residential densities will generally be expected to be 35 dwellings per hectare and that higher densities, generally above 65 dwellings per hectare net, will be expected in town and district centres or other locations with good public transport accessibility.
- 9.11 In addition to the above, in all cases we have applied the following net developable area assumptions to the modelling. These are taken from the Site Selection Methodology and Summary of Outcomes, Working Draft (January 2018).

| Table 9.6 D | evelopment Densities |
|-------------|-----------------------------------|
| Site Size | Gross to Net Development Ratio |
| Up to 0.4ha | 100% |
| 0.4 - 2ha | 90% |
| 2 - 10ha | 75% |
| 10-99ha | 65% |
| 100+ | 50% |

Source: Page 11, Site Selection Methodology and Summary of Outcomes, Working Draft (January 2018)

9.12 The final aspect to the modelling is the effect of the policies that cover Open Space in New Development / Open Space, Community, Sport and Recreational Facilities / Green



Infrastructure. As set out in Chapter 7 above, sites of 50 units and larger are assumed to have at least 15% openspace.

9.13 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test development the viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's plan-making. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed, as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). There is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The Council must weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

Development assumptions

- 9.14 In arriving at appropriate assumptions for residential development on each site, the built forms used in the appraisals are appropriate to the current development practices. In addition, the policy requirements, as set out in Chapter 8 above, in terms of density, mix and open space are incorporated into the modelling.
- 9.15 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, based on the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.16 A typical post-PPG3/PPS3 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.
- 9.17 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; with other schemes of lower density, in the rural edge situations.
- 9.18 The main characteristics of the modelled sites are set out in the tables below. It is important to note that these are modelled sites and not actual sites. These modelled typologies have been informed by the sites that are included in the SLAA and preferred for allocation, both in terms of scale and location. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.



| | Tabl | e 9.7 Mo | delled Sites / Typologies |
|---------------------|----------|----------|---|
| Warley | Units | 473 | Ex Ford site. Modelled at high density and 55% net |
| | Area | 11.29 | developable area of 6.24ha. |
| 1 | Units/ha | 75.80 | |
| Officers Meadows | Units | 825 | Large, mostly greenfield site. Mix of family housing. |
| | Area | 38.74 | 73% net developable area of 28.2ha. |
| 2 | Units/ha | 29.26 | |
| West Horndon | Units | 580 | Large ex-industrial estate. Modelled at higher density. |
| | Area | 17.25 | 60% net developable area of 10.23ha. |
| 3 | Units/ha | 56.70 | |
| Dunton Hills Garden | Units | 4,000 | Large greenfield site to be delivered under Garden |
| Village | Area | 257.00 | Suburb principals. Mix if family housing. 50% net developable at 128.5ha. |
| 4 | Units/ha | 31.13 | • |
| Large Green 200 | Units | 200 | Large greenfield site. Mix of family housing. 75% net |
| | Area | 7.62 | developable area of 5.71ha. |
| 5 | Units/ha | 35.00 | |
| Medium Green 40 | Units | 40 | Medium greenfield site. Mix of family housing. 90% net |
| | Area | 1.27 | developable area of 1.14ha. Modelled in rural area. |
| 6 | Units/ha | 35.00 | |
| Medium Green 40 | Units | 40 | Medium greenfield site. Mix of family housing. 90% net |
| Fringe | Area | 1.27 | developable area of 1.14ha. Modelled on Brentwood, Ingatestone fringe. |
| 7 | Units/ha | 35.00 | |
| Medium Green 20 | Units | 20 | Medium greenfield site. Mix of family housing. 90% net |
| | Area | 0.74 | developable area of 0.67 ha. Modelled in rural area. |
| 8 | Units/ha | 30.00 | |
| Medium Green 20 | Units | 20 | Medium greenfield site. Mix of family housing. 90% net |
| Fringe | Area | 0.63 | developable area of 0.67ha. Modelled on Brentwood, Ingatestone fringe. |
| 9 | Units/ha | 35.00 | |
| Medium Green 12 | Units | 12 | Medium greenfield site. Mix of family housing. 100% |
| | Area | 0.34 | net developable area. Modelled in rural area. |
| 10 | Units/ha | 35.00 | |
| Medium Green 12 | Units | 12 | Medium greenfield site. Mix of family housing. 100% |
| Fringe | Area | 0.34 | net developable area of 1.14ha. Modelled on Brentwood, Ingatestone fringe. |
| 11 | Units/ha | 35.00 | , |



| т | able 9.7 C | Continue | ed Modelled Sites / Typologies | | | | | | | |
|--------------------|------------|----------|--|--|--|--|--|--|--|--|
| Large Brown 100 | Units | 100 | Large brownfield site modelled at 35units/ha. Mix of | | | | | | | |
| | Area | 3.81 | family housing. 75% net developable area of 2.86ha. | | | | | | | |
| 12 | Units/ha | 35.00 | | | | | | | | |
| Large Brown 100 HD | Units | 100 | Higher density, large brownfield site modelled at | | | | | | | |
| | Area | 1.81 | 65units/ha. 85% net developable area of 1.54ha (as per POS policy requirements). | | | | | | | |
| 13 | Units/ha | 65.00 | | | | | | | | |
| Large Brown 40 | Units | 40 | Large brownfield site modelled at 35units/ha. Mix of | | | | | | | |
| | Area | 1.27 | family housing. 90% net developable area of 1.14ha. | | | | | | | |
| 14 | Units/ha | 35.00 | | | | | | | | |
| Large Brown 40 HD | Units | 40 | Higher density, large brownfield site modelled at | | | | | | | |
| | Area | 0.68 | 65units/ha. 90% net developable area of 0.62ha. | | | | | | | |
| 15 | Units/ha | 65.00 | | | | | | | | |
| Medium Brown 20 | Units | 20 | Brownfield site modelled at 35units/ha. Mix of family | | | | | | | |
| | Area | 0.63 | housing. 90% net developable area of 0.57ha. | | | | | | | |
| 16 | Units/ha | 35.00 | | | | | | | | |
| Medium Brown 20 | Units | 20 | Higher density brownfield site modelled at 65units/ha. | | | | | | | |
| HD | Area | 0.31 | 100% net developable area. | | | | | | | |
| 17 | Units/ha | 65.00 | | | | | | | | |
| Medium Brown 12 | Units | 12 | Brownfield site modelled at 35units/ha. Mix of family | | | | | | | |
| | Area | 0.34 | housing. 100% net developable area. | | | | | | | |
| 18 | Units/ha | 35.00 | | | | | | | | |
| Medium Brown 12 | Units | 12 | Higher density brownfield site modelled at 65units/ha. | | | | | | | |
| HD | Area | 0.18 | 100% net developable area. | | | | | | | |
| 19 | Units/ha | 65.00 | | | | | | | | |
| Small Green 9 | Units | 9 | Small greenfield. 100% net developable area. | | | | | | | |
| | Area | 0.30 | | | | | | | | |
| 20 | Units/ha | 30.00 | | | | | | | | |
| Small Green 4 | Units | 4 | Small greenfield. 100% net developable area. | | | | | | | |
| | Area | 0.13 | | | | | | | | |
| 21 | Units/ha | 30.00 | | | | | | | | |
| Small Brown 9 | Units | 9 | Small brownfield. 100% net developable area. | | | | | | | |
| | Area | 0.26 | | | | | | | | |
| 22 | Units/ha | 35.00 | | | | | | | | |



| т | able 9.7 d | continue | d Modelled Sites / Typologies |
|------------------|------------|----------|--|
| Small Brown 9 HD | Units | 9 | Small brownfield. 100% net developable area. |
| | Area | 0.14 | |
| 23 | Units/ha | 65.00 | |
| Small Brown 4 | Units | 4 | Small brownfield. 100% net developable area. |
| | Area | 0.10 | |
| 24 | Units/ha | 40.00 | |
| Small Brown 4 HD | Units | 4 | Small brownfield. 100% net developable area. |
| | Area | 0.10 | |
| 25 | Units/ha | 100.00 | |

Source: HDH 2018. Note - Area given as gross area but density calculated on net area.

9.19 Both the Warley site and the West Horndon Site have significant existing buildings on them. At the time of this study the extent of these are not known. In due course, at the development management stage it will be necessary to consider Vacant Buildings Credit. The updated PPG describes this as:

What is the vacant building credit?

National policy provides an incentive for brownfield development on sites containing vacant buildings. Where a vacant building is brought back into any lawful use, or is demolished to be replaced by a new building, the developer should be offered a financial credit equivalent to the existing gross floorspace of relevant vacant buildings when the local planning authority calculates any affordable housing contribution which will be sought. Affordable housing contributions may be required for any increase in floorspace.

PPG 23b-021-20160519

9.20 In addition, CIL is only due on 'net new development'. The PPG sets out:

In certain circumstances the floorspace of an existing building can be taken into account in calculating the chargeable amount. Each case is a matter for the collecting authority to judge.

Where part of an existing building has been in lawful use for a continuous period of 6 months within the past 3 years, parts of that building that are to be demolished or retained can be taken into account. The way those parts are taken into account is set out in the formula in regulation 40(7) (as amended by the 2014 Regulations).

Where an existing building does not meet the 6-month lawful use requirement, its demolition (or partial demolition) is not taken into account. However, parts of that building that are to be retained as part of the chargeable development can still be taken into account if the intended use matches a use that could have lawfully been carried out without requiring a new planning permission. The detailed requirements are set out in regulation 40 (as amended by the 2014 Regulations). Because there must be a lawful use, parts of that building where the use has been abandoned cannot be taken into account here.

PPG 25-057-20140612

9.21 The rules around Vacant Buildings Credit and the calculation of Net New Development are nuanced and need to be carefully considered at the time of the planning application. If they apply (and that will depend on the site specific facts) the liability for affordable housing and / or CIL will be reduced. For the purpose of this study, ignoring the existing floor space is a cautious approach.



| | | | Та | ble | 9. | 8 | Su | mn | nar | y c | of N | Ло | del | lec | I S | ite | s – | Ar | ea | s a | nd | D | ens | siti | es | | | |
|---|-------------|-------|--------|------------------|--------------|----------------------------|-----------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|---------------|---------------|---------------|------------------|---------------|------------------|--|
| | Density | m2/ha | 6,678 | 2,730 | 5,293 | 2,906 | 3,256 | 3,267 | 3,267 | 2,783 | 3,246 | 3,456 | 3,456 | 3,276 | 5,149 | 3,267 | 5,207 | 3,325 | 5,109 | 3,398 | 5,233 | 3,117 | 3,000 | 3,169 | 4,788 | 3,700 | 6,100 | |
| | Jnits/ha | Net | 75.80 | 29.26 | 56.70 | 31.13 | 35.00 | 35.00 | 35.00 | 30.00 | 35.00 | 35.00 | 35.00 | 35.00 | 65.00 | 35.00 | 65.00 | 35.00 | 65.00 | 35.00 | 65.00 | 30.00 | 30.00 | 35.00 | 65.00 | 40.00 | 100.00 | |
| | Density L | Gross | 41.90 | 21.30 | 33.62 | 15.56 | 26.25 | 31.50 | 31.50 | 27.00 | 31.50 | 35.00 | 35.00 | 26.25 | 55.25 | 31.50 | 58.50 | 31.50 | 65.00 | 35.00 | 65.00 | 30.00 | 30.00 | 35.00 | 65.00 | 40.00 | 100.00 | |
| - | Ha | Net | 6.24 | 28.20 | 10.23 | 128.50 | 5.71 | 1.14 | 1.14 | 0.67 | 0.57 | 0.34 | 0.34 | 2.86 | 1.54 | 1.14 | 0.62 | 0.57 | 0.31 | 0.34 | 0.18 | 0:30 | 0.13 | 0.26 | 0.14 | 0.10 | 0.04 | |
| | Area | Gross | 11.29 | 38.74 | 17.25 | 257.00 | 7.62 | 1.27 | 1.27 | 0.74 | 0.63 | 0.34 | 0.34 | 3.81 | 1.81 | 1.27 | 0.68 | 0.63 | 0.31 | 0.34 | 0.18 | 0.30 | 0.13 | 0.26 | 0.14 | 0.10 | 0.04 | |
| - | Units | | 473 | 825 | 580 | 4,000 | 200 | 40 | 40 | 20 | 20 | 12 | 12 | 100 | 100 | 40 | 40 | 20 | 20 | 12 | 12 | 6 | 4 | 6 | 6 | 4 | 4 | |
| - | Current Use | | PDL | Agricultural | PDL | Ag / Golf | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Paddock | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Paddock | Paddock | Industrial | Industrial | Industrial | Industrial | |
| | | | Brown | Green | Brown | Green | Green | Green | Green | Green | Green | Green | Green | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Brown | Green | Green | Brown | Brown | Brown | Brown | |
| | | | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | Generally | |
| - | | | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Villag | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD | Small Green 9 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD | |
| | | | 1 | 2 | e | 4 | ъ | 9 | 7 | 8 | 6 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | |

Source: HDH (August 2018)



- 9.22 Through the September 2018 consultation it was suggested that smaller developers may produce units around 150m². The sizes of the units modelled are included in Appendix 11 below. The larger units are of this scale so adjustment is made.
- 9.23 It was also suggested that some sites may come forward at different densities. This is accepted, but the purpose of this study is to test the delivery of the new Local Plan in the context of the policies within it. It is important that the assumptions used are consistent with the wider evidence base so no change is made in this regard.

Older People's Housing

- 9.24 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows.
 - A private sheltered/retirement scheme of 20 x 1 bed units of 50m² and 25 x 2 bed units of 75m² to give a net saleable area (GIA) of 2,875m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 3,594m².
 - 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 35% non-saleable service and common areas to give a scheme GIA of 6,554m².

Employment Uses

- 9.25 In line with the CIL Regulations, we have only assessed developments of over 100m². There are other types of development (such as retail development, 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.
- 9.26 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 in the Council area are around 1,000m² 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 75% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two story construction, in the business park situation, and four-story construction in the urban situation.

- b. **Large Industrial.** Modern industrial units of over 2,000m². 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 single storey construction.
- c. **Small Industrial.** Modern industrial units of 400m². We have assumed 40% coverage which is based on single storey construction.



- d. Distribution. These will normally be on a business park and be of simple steel frame construction, the walls will be of block work and insulated cladding and there will be a small office area. Typical small units in the area are around 3,000m² we will use this as the basis of our modelling.
- 9.27 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

- 9.28 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. We have modelled the following distinct types of retail development for the sake of completeness although it should be noted that no such development is scheduled to take place on the specific sites.
 - 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. We have assumed a 1,200m² unit on a 0.4ha site (40% coverage) to allow for car parking.

- b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 2,500m². It is assumed to occupy a total site area of 0.5ha. 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 150 m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.019ha.
- 9.29 In line with the CIL Regulations, we have only assessed developments of over 100m². There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. We have not included these in this high-level study due to the great diversity of project that may arise.
- 9.30 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

- 9.31 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).
- 9.32 We have assumed that this is a 60 bedroom product $(60x19m^2+30\% \text{ circulation space} = 1,824m^2)$ with ample car parking on a 0.4ha (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 the Council will consider, including the need for infrastructure, other available evidence, such as the Council's track record in delivering affordable housing and collecting payments under s106.
- 10.2 The appraisals use the residual valuation approach that is, they are designed to assess the value of the 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 described as viable, it is necessary for this value to exceed the EUV by a satisfactory margin.
- 10.3 In order to assist the Council, several sets of appraisals have been run. The initial appraisals are based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and CIL.
- 10.4 Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.5 As set out above, for each development type the Residual Value is calculated. In the tables in this chapter we have colour coded the results using a simple traffic light system:
 - a. **Green Viable** where the Residual Value per hectare exceeds the Benchmark Land Value per hectare (being the EUV plus the appropriate uplift to provide a competitive return for the landowner).
 - b. Amber Marginal where the Residual Value per hectare exceeds the EUV but not the Benchmark Land Value per hectare. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.
 - c. Red Non-viable where the Residual Value does not exceed the EUV.
- 10.6 The results are set out and presented for each site and per gross hectare to allow comparison between sites.
- 10.7 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.



Financial appraisal approach and assumptions

10.8 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options. The detailed appraisal base results are included in **Appendix 11**.

Base Appraisals – full current policy requirements

10.9 These appraisals are based on the following assumptions. In this study the base appraisals have been based on 35% affordable housing.

| Affordable Housing | 35% (25% Affordable Rent, 10% Int | ermediate) | | | | | |
|-------------------------|---------------------------------------|------------------------|--|--|--|--|--|
| Design | Water efficiency and Enhanced C02 | | | | | | |
| | Sites of 6 or more units - to meet re | equirement M4(2) | | | | | |
| | Plus, sites of 20 or more units 5% of | of affordable to M4(3) | | | | | |
| Developer Contributions | CIL - £200/m ² | | | | | | |
| | s106 - £2,500/unit. | | | | | | |
| | Strategic Sites: | | | | | | |
| | Warley extension masterplan area | £7,919,559 | | | | | |
| | Officers Meadows masterplan area | £18,073,121 | | | | | |
| | West Horndon masterplan | £14,468,399 | | | | | |
| | Dunton Hills Garden Village | £126,697,158 | | | | | |



| | | | | | | | Та | ble | e 1 | 0.1 | R | es | ide | ent | ial | De | eve | lop | om | en | t | | | | | | | |
|---|--|----------|------------|------------------|--------------|-----------------------------|-----------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|---------------|---------------|---------------|------------------|---------------|------------------|--|
| 3 | 35% | A | ffo | rda | abl | e, s | s10 |)6 £ | 2, | 000 |)/u | nit, | St | rat | eg | ic S | Site | es a | as p | ber | ID | P, | CI | L£ | 20 | 0/n | n² | |
| | | Site | 27,306,018 | 49,956,948 | 31,340,628 | 171,254,941 | 17,287,439 | 3,891,184 | 3,513,621 | 1,884,092 | 1,699,409 | 1,270,772 | 1,149,883 | 7,691,177 | 6,449,631 | 3,109,755 | 2,635,911 | 1,575,853 | 1,304,543 | 996,800 | 802,310 | 1,530,606 | 627,724 | 1,054,729 | 940,311 | 451,571 | 363,927 | |
| | sidual Value (£) | Net ha | 4,375,964 | 1,771,523 | 3,063,600 | 1,332,723 | 3,025,302 | 3,404,786 | 3,074,418 | 2,826,138 | 2,973,965 | 3,706,419 | 3,353,825 | 2,691,912 | 4,192,260 | 2,721,036 | 4,283,355 | 2,757,742 | 4,239,764 | 2,907,334 | 4,345,843 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 | 4,515,714 | 9,098,163 | |
| Ċ | - Kes | Gross ha | 2,418,602 | 1,289,544 | 1,816,848 | 666,362 | 2,268,976 | 3,064,308 | 2,766,977 | 2,543,525 | 2,676,568 | 3,706,419 | 3,353,825 | 2,018,934 | 3,563,421 | 2,448,932 | 3,855,019 | 2,481,968 | 4,239,764 | 2,907,334 | 4,345,843 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 | 4,515,714 | 9,098,163 | |
| | Units | | 473 | 825 | 580 | 4,000 | 200 | 40 | 40 | 20 | 20 | 12 | 12 | 100 | 100 | 40 | 40 | 20 | 20 | 12 | 12 | 6 | 4 | 6 | 6 | 4 | 4 | |
| | a (ha) | Net | 6.24 | 28.20 | 10.23 | 128.50 | 5.71 | 1.14 | 1.14 | 0.67 | 0.57 | 0.34 | 0.34 | 2.86 | 1.54 | 1.14 | 0.62 | 0.57 | 0.31 | 0.34 | 0.18 | 0.30 | 0.13 | 0.26 | 0.14 | 0.10 | 0.04 | |
| | Area | Gross | 11.29 | 38.74 | 17.25 | 257.00 | 7.62 | 1.27 | 1.27 | 0.74 | 0.63 | 0.34 | 0.34 | 3.81 | 1.81 | 1.27 | 0.68 | 0.63 | 0.31 | 0.34 | 0.18 | 0.30 | 0.13 | 0.26 | 0.14 | 0.10 | 0.04 | |
| | | | PDL | Agricultural | PDL | Ag / Golf | Agricultural | Agricultural | Agricultural | Agricultural | Agricultural | Paddock | Paddock | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Industrial | Paddock | Paddock | Industrial | Industrial | Industrial | Industrial | |
| | Brown PDL Brown PDL Green Agricultu Green Agricultu Brown PDL Green Agricultu Brown Industrial Brown Industrial | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | Generally | |
| | | | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Village | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD | Small Green 9 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD | |
| | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | azi Site 9 | E Site 10 | E Site 11 | 0 Site 12 | o Site 13 | a Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 | |



- 10.10 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of the site. The additional costs associated with brownfield sites also result in significantly lower values.
- 10.11 The Residual Value is not a good 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.
- 10.12 In the following tables the Residual Value is compared with the Benchmark Land Value. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a competitive return and induce them to sell the land for development as set out in Chapter 6 above.



| | Table 10.2 Resid | dual Value v Ben | chmark Land | d Value | |
|---------|--------------------------|----------------------|----------------|-------------------------|-------------------|
| | 35% Affordable, s106 £2 | ,000/unit, Strat Sit | tes as per IDI | P, CIL £200/n | n ² |
| | | | EUV | Benchmark Land Value | Residual Value |
| Site 1 | Warley | Warley | 1,200,000 | 1,440,000 | 2,418,602 |
| Site 2 | Officers Meadows | Shenfield | 25,000 | 480,000 | 1,289,544 |
| Site 3 | West Horndon | W Hordon | 1,200,000 | 1,440,000 | 1,816,848 |
| Site 4 | Dunton Hills Gdn Village | East Horndon | 100,000 | 570,000 | 666,362 |
| Site 5 | Large Green 200 | Urban Fringe | 25,000 | 480,000 | 2,268,976 |
| Site 6 | Medium Green 40 | Rural | 25,000 | 480,000 | 3,064,308 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | 25,000 | 480,000 | 2,766,977 |
| Site 8 | Medium Green 20 | Rural | 25,000 | 480,000 | 2,543,525 |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | 25,000 | 480,000 | 2,676,568 |
| Site 10 | Medium Green 12 | Rural | 50,000 | 510,000 | 3,706,419 |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | 50,000 | 510,000 | 3,353,825 |
| Site 12 | Large Brown 100 | Urban Area | 1,200,000 | 1,440,000 | 2,018,934 |
| Site 13 | Large Brown 100 HD | Urban Area | 1,200,000 | 1,440,000 | 3,563,421 |
| Site 14 | Large Brown 40 | Urban Area | 1,200,000 | 1,440,000 | 2,448,932 |
| Site 15 | Large Brown 40 HD | Urban Area | 1,200,000 | 1,440,000 | 3,855,019 |
| Site 16 | Medium Brown 20 | Urban Area | 1,200,000 | 1,440,000 | 2,481,968 |
| Site 17 | Medium Brown 20 HD | Urban Area | 1,200,000 | 1,440,000 | 4,239,764 |
| Site 18 | Medium Brown 12 | Urban Area | 1,200,000 | 1,440,000 | 2,907,334 |
| Site 19 | Medium Brown 12 HD | Urban Area | 1,200,000 | 1,440,000 | 4,345,843 |
| Site 20 | Small Green 9 | Generally | 50,000 | 510,000 | 5,102,020 |
| Site 21 | Small Green 4 | Generally | 50,000 | 510,000 | 4,707,932 |
| Site 22 | Small Brown 9 | Generally | 1,200,000 | 1,440,000 | 4,101,725 |
| Site 23 | Small Brown 9 HD | Generally | 1,200,000 | 1,440,000 | 6,791,136 |
| Site 24 | Small Brown 4 | Generally | 1,200,000 | 1,440,000 | 4,515,714 |
| Site 25 | Small Brown 4 HD | Generally | 1,200,000 | 1,440,000 | 9,098,163 |

| Source: HDH (September | 2018) |
|------------------------|-------|

- 10.13 When tested in a full 'policy' on scenario, based on the most recent version of the emerging Local Plan (including the proposed rate of CIL of £200/m²), all of the typologies generate a Residual Value that is well above the Benchmark Land Value. The Council can therefore have confidence that general development that comes forward across the Borough is going to be viable and bear the Council's full policy requirements, including the proposed rate of CIL.
- 10.14 The NPPF refers to 'deliverable' sites.

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. Sites that are not major development, and 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 (e.g. they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans). Sites with outline planning permission, permission in principle, allocated in the development plan or identified on a brownfield register should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years. (2018 NPPF, Glossary)

- 10.15 Those sites that are similar to the typologies can be considered as 'deliverable'.
- 10.16 The four Strategic Sites are tested separately (as per the guidance set out in the PPG). In each case the Residual Value is above the Benchmark Land Value, indicating that these sites can bear the full s106 as estimated through the IDP and set out in Table 7.2 above and CIL at £200/m². It is important to note that these costs are officers' best estimates as at October 2018 and tend to be maximum costs based on worst case scenarios. This approach is appropriate at this stage of the plan-making process, but it will be necessary to keep these under review as the plan-making process continues.
- 10.17 At the time of this report it is premature to provide definitive advice as to the deliverability of the Strategic Sites. In due course, when the Council has completed the work assessing the strategic infrastructure and mitigation requirements, it may be necessary to revisit this analysis. In any event it is recommended that the Council continues to engage with the owners in line with paragraph 10-006-20180724 of the updated 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.

10.18 Similar advice is set out in the Harman Guidance (page 23):

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

10.19 As set out in Chapter 9 above, both the Warley Site and the West Horndon Site have significant existing buildings on them. At the time of this study the extent of these are not known. In due course, it may be necessary to consider Vacant Buildings Credit. The rules around Vacant Buildings Credit and the calculation of Net New Development are nuanced and need to be carefully considered at the time of the planning application. If they apply (and that will depend on the site-specific facts) the liability for affordable housing and / or CIL will be reduced. For the purpose of this study, ignoring the existing floor space is a cautious approach.

Affordable Housing

10.20 The Council's policy is based on the affordable housing for rent being provided as Affordable Rent. Consideration has also been in given to the provision of the affordable housing for rent



at Social Rent. Consideration has also been given to the impact of a greater proportion of the affordable housing to be as Intermediate Housing.

| Ta s106 £2,0 | bl)0(| e 0/ | 10 ur | D.: nit | 3 | Va Sti | ar ra | ie te | ed eg | Lo ic | ev S | /el | l o es | of a | Af s | ifc pe | or er | da IC | bl DP | e , (| R/ CI | er L | 1t £200/m² |
|---|------------|--------------|------------------------|------------|--------------|--------------------------|-------------|--------------|--------------------|------------------------|-----------------------------|--------------------|---|----------------------------|----------------|---------------|------------------|----------------------------|-------------|------------------------|----------------|-------------|-------------------|
| | 50% | 10% | 40% | 530,945 | 831,042 | 081,326 394 466 | 648 759 | 222,958 | 990,091 | 836,243 017 177 | 314,174 711.375 | 435,355 | 398,569 | 395,310 696 089 | 598,063 | 707,280 | 830,702 | <u>024,324</u> 941,802 | 102,020 | 707,932 101 725 | 791,136 | 515,714 | 098,163 |
| | 45% | 10% | 35% | 8,970 1, | 3,986 | 6,500 1, 5,824 | 5 498 1 | 3,408 2, | 9,053 1, | 2,004 1, | 3.057 2. | 1,511 2, | 1, 15, 357 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, | 4,680 2, 7 037 1 | 7,049 2, | 5,509 1, | 0,389 2, | 8,000 2, 19,816 2, | 12,020 5, | 17,932 4, 11 725 4 | 11,136 6, | 5,714 4, | 8,183 9 |
| | % | % | % | 86 1,82 | 65 98 | 74 1,32 12 48 | 37 1 85 | 58 2.50 | 15 2,24 | 64 2,07 37 2,67 | 38 3.04 | 68 2,74 | 45 1,60 | 51 2,78 85 1.94 | 34 3,01 | 38 1,96 | 76 3,30 | 30 3,40 | 20 5,10 | 32 4,70 | 36 6,79 | 14 4,51 | 60 9 0 0 |
| | 4(| 10 | 30 | 2,123,7 | 1,136,7 | 1,571,6 | 2 062 2 | 2,783,8 | 2,508,0 | 2,307,7 | 3.374.7 | 3,047,6 | 1,812,1 | 3,1/4,0 2 197 9 | 3,436,0 | 2,223,7 | 3,770,0 | 3,877,8 | 5,102,0 | 4,707,9 | 6,791,1 | 4,515,7 | 9,098,1 |
| | 35% | 10% | 25% | 2,418,602 | 1,289,544 | 1,816,848 666 362 | 2 268 976 | 3.064.308 | 2,766,977 | 2,543,525 2 676 669 | 3 706 419 | 3,353,825 | 2,018,934 | 3,563,421 2 448 932 | 3,855,019 | 2,481,968 | 4,239,764 | 4,345,843 | 5,102,020 | 4,707,932 4 101 725 | 6, 791, 136 | 4,515,714 | 9,098,163 |
| | 30% | 10% | 20% | 2,713,418 | 1,442,324 | 2,062,022 756 611 | 2 475 715 | 3,344,757 | 3,025,938 | 2,779,285 2,020,700 | 4 038 101 | 3,659,981 | 2,225,722 | 3, 952, 792 2, 699, 880 | 4,274,005 | 2,740,197 | 4,709,451 | 3,201,671 4,813,857 | 5,102,020 | 4,707,932 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 25% | 10% | 15% | 3,008,234 | 1,595,103 | 2,307,196 846 331 | 2 682 454 | 3,625,207 | 3,284,900 | 3,015,045 | 3, 104,031 4.369.782 | 3,966,138 | 2,432,511 | 4,342,162 2 950 828 | 4,692,990 | 2,998,427 | 5,179,138 | 5,281,871 | 5,102,020 | 4,707,932 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 20% | 10% | 10% | 3,303,050 | 1,747,882 | 2,552,370 935 788 | 2 889 194 | 3.905,657 | 3,543,862 | 3,250,806 | 3,430,303 4,701,464 | 4,272,295 | 2,639,299 4 734 533 | 4, /31, 532 3 201 776 | 5,111,975 | 3,256,656 | 5,648,826 | 3,790,344 5,749,884 | 5,102,020 | 4,707,932 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 15% | 10% | 5% | 3,597,866 | 1,900,661 | 2,797,544 1 025 246 | 3 095 933 | 4,186,106 | 3,802,824 | 3,486,566 | 5,033,145 | 4,578,452 | 2,846,088 5 120,002 | 5,120,903 3.452-723 | 5,530,960 | 3,514,886 | 6,118,513 | 4, 084, 681 6, 217, 898 | 5,102,020 | 4,707,932 4 101 725 | 6,791,136 | 4,515,714 | 9,038,163 |
| | 10% | 10% | | 3,892,682 | 2,053,441 | 3,042,718 | 302 672 | 4,466,556 | 4,061,786 | 3,722,327 2 047 225 | 5 364 826 | 4,884,608 | 3,052,876 | 3,510,273 3,703,671 | 5,949,946 | 3,773,115 | 5,588,200 | 4,3/9,01/ 6,685,912 | 5,102,020 | 4,707,932 4 101 725 | 5,791,136 | 4,515,714 | 9,098,163 |
| | 5% | 5% | | 4,087,499 | 2,148,642 | 3,196,383 3 1 169,871 | 3 432 158 | 4,642,074 | 4,226,288 | 3,864,293 | 5.578.722 | 5,084,735 | 3,182,617 | 5, /45, 693 3 3 861 334 | 6,206,241 | 3,932,839 | 6,874,284 (| 6,975,642 | 5,102,020 | 4,707,932 | 6,791,136 | 4,515,714 | 9,038,163 |
| Residual | 0%0 | %0 | %0 | 4,282,317 | 2,243,844 | 3,349,984 1 225 038 | 3 561 645 | 4,817,591 | 4,390,791 | 4,006,259 | 4, 230, 47 0 5, 792, 618 | 5,284,862 | 3,312,357 | 5,981,112 4.018.997 | 6,462,536 | 4,092,564 | 7,160,368 | 4,755,65373 | 5,102,020 | 4,707,932 4 101 725 | 6,791,136 | 4,515,714 | 9,038,163 |
| and the second se | Housing | Housing | able Rent cial Rent | ,440,000 | 480,000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510,000 | 510,000 | 440,000 | 440,000 | ,440,000 | ,440,000 | 440,000 | ,440,000 | 510,000 | 510,000 | 1,440,000 | ,440,000 | 440,000 |
| Existing Be | Affordable | Intermediate | Affords | 1,200,000 | 25,000 | 1,200,000 1 | 25,000 | 25,000 | 25,000 | 25,000 25,000 | 50,000 | 50,000 | 1,200,000 | 1,200,000 1 | 1,200,000 1 | 1,200,000 | 1,200,000 | 1,200,000 1 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | x |
| | | | | rlev | nfield | Hordon | an Frince | al | an Fringe | al an Eringo | aliriiye | an Fringe | an Area | an Area an Area | an Area | an Area | an Area | an Area an Area | herally | herally | herally | Jerally | Deraily |
| - | | | | War | She | W F | I Irbs | Rur | nge Urb; | Rur | Ige UIU. Rur | ige Urb | Ë LE | | Urb | Urbi | Ë, | | Ger | Ger | Gen | Ger | <u></u> |
| | | | | ley | ers Meadows | st Horndon | e Green 200 | ium Green 40 | lium Green 40 Frir | tium Green 20 | ium Green 12 | lium Green 12 Frir | te Brown 100 | je Brown 100 HD | le Brown 40 HD | lium Brown 20 | dium Brown 20 HE | lium Brown 12 HE | all Green 9 | all Green 4 | all Brown 9 HD | all Brown 4 | al Brown 4 HD |
| | | | | Site 1 War | Site 2 Offic | Site 3 Wes | Site 5 Lam | Site 6 Med | Site 7 Med | Site 8 Mec | Site 10 Med | Site 11 Med | Site 12 Larg | Site 13 Lard | Site 15 Larg | Site 16 Mec | Site 17 Mec | Site 19 Med | Site 20 Smé | Site 21 Smi | Site 23 Sm | Site 24 Smé | Site 25 [Sm: |

Source: HDH (October 2018)



| • | Ta | ab | le | 1 | 0. | 4 | ١ | Va | ar | ie | d | L | e | ve | el | of | S | 60 | ci | a | IF | Re | en | t | |
|-----------------------------|------------|-------------|------------|--------------------|----------------|-------------|------------------|----------------|----------------|----------------|------------------------|----------------|----------------|----------------|----------------|---------------------------------|----------------|----------------|----------------|----------------|------------------------|--------------|-----------------|--------------|--------------------|
| s106 £2, | 0 | 00 | /u | Ini | it, | S | str | at | e | gi | С | Si | ite | es | а | s | pe | er | IC |)F | Р, | С | IL | £ | 200/m ² |
| | 50% | 10% | 4007 | 40% 1.270.923 | 689,271 | 847,189 | 313,615 | 1,461,480 | 1,981,272 | 1,748,404 | 1,020,211 1,662,136 | 2,440,084 | 2,164,063 | 1,203,220 | 2,031,663 | 2,207,469 | 1,455,241 | 2,401,419 | 1,753,032 | 2,508,626 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 45% | 10% | 260/ | 1.602.418 | 861,852 | 1,121,630 | 415,080 | 1,691,629 | 2,291,932 | 2,037,577 | 1 947 779 | 2,805,677 | 2,504,132 | 1,434,427 | 2,466,489 | 1,/40,55/78 2.675.278 | 1,744,976 | 2,924,767 | 2,081,280 | 3,030,787 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 40% | 10% | 7000 | 30.76 1.931.892 | 1,032,079 | 1,396,071 | 516,276 | 1,921,778 | 2,602,593 | 2,326,750 | 2,143,740 2,233,408 | 3,171,269 | 2,844,200 | 1,665,634 | 2,901,315 | 3.143.088 | 2,034,710 | 3,448,114 | 2,409,529 | 3,552,948 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 35% | 10% | 2E0/ | 2.258.690 | 1,202,306 | 1,670,512 | 616,498 | 2,151,927 | 2,913,253 | 2,615,922 | 2,400,304 | 3,536,862 | 3,184,268 | 1,896,841 | 3,336,142 | 3.610.898 | 2,324,444 | 3,971,462 | 2,737,777 | 4,075,109 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 30% | 10% | 7000 | 2.585.488 | 1,372,533 | 1,944,953 | 716,721 | 2,382,076 | 3,223,914 | 2,905,095 | 2,0/1,203 2,804,681 | 3,902,455 | 3,524,336 | 2,128,048 | 3,770,968 | 2,581,892 | 2,614,178 | 4,494,810 | 3,066,025 | 4,597,269 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 25% | 10% | 1 E 0/ | 2.912.287 | 1,542,760 | 2,219,395 | 816,714 | 2,612,225 | 3,534,574 | 3,194,268 | 3 090 317 | 4,268,048 | 3,864,404 | 2,359,255 | 4,205,794 | 2,862,336 | 2,903,912 | 5,018,157 | 3,394,273 | 5,119,430 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 20% | 10% | 100/ | 3.239.085 | 1,712,987 | 2,493,836 | 916,044 | 2,842,374 | 3,845,235 | 3,483,440 | 3,375,953 | 4,633,641 | 4,204,472 | 2,590,462 | 4,640,621 | 3,142,781 5.014.326 | 3,193,647 | 5,541,505 | 3,722,521 | 5,641,591 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 15% | 10% | E0/. | 3.565.883 | 1,883,214 | 2,768,277 | 1,015,374 | 3,072,523 | 4,155,896 | 3,772,613 | 3,433,302 | 4,999,234 | 4,544,540 | 2,821,669 | 5,075,447 | 3,423,226 | 3,483,381 | 6,064,852 | 4,050,769 | 6,163,751 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 10% | 10% | | 3.892.682 | 2,053,441 | 3,042,718 | 1,114,704 | 3,302,672 | 4,466,556 | 4,061,786 | 3,122,321 | 5,364,826 | 4,884,608 | 3,052,876 | 5,510,273 | 3,703,671 | 3,773,115 | 6,588,200 | 4,379,017 | 6,685,912 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | 5% | 5% | | 4.087.499 | 2,148,642 | 3, 196, 383 | 1,169,871 | 3,432,158 | 4,642,074 | 4,226,288 | 3,004,233 4 102 852 | 5,578,722 | 5,084,735 | 3,182,617 | 5,745,693 | 3,861,334 | 3,932,839 | 6,874,284 | 4,567,324 | 6,975,642 | 5,102,020 4 707 032 | 4.101.725 | 6,791,136 | 4,515,714 | 9.098,163 |
| Residual Value | %0 | %0 | %0 | 4.282.317 | 2,243,844 | 3, 349, 984 | 1,225,038 | 3,561,645 | 4,817,591 | 4,390,791 | 4,000,233 4 258 478 | 5,792,618 | 5,284,862 | 3,312,357 | 5,981,112 | 4, U18, 997 6. 462. 536 | 4,092,564 | 7,160,368 | 4,755,632 | 7,265,373 | 5,102,020 4 707 032 | 4,101.725 | 6,791,136 | 4,515,714 | 9,008,163 |
| enchmark and Value | Housing | e Housing | dable Kent | 1.440.000 | 480,000 | 1,440,000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 1.440.000 | 1,440,000 | 1,440,000 | 1,440,000 |
| E Xisting B Utse Value L | Affordable | Intermediat | Alton | 1.200.000 | 25,000 | 1,200,000 | 100,000 | 25,000 | 25,000 | 25,000 | 25,000 | 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 | 50,000 | 1.200.000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | | T | arlev | henfield | ' Hordon | ast Horndon | rban Fringe | ural | rban Fringe | ulai than Frinde | ural | ban Fringe | rban Area | rban Area | rban Area ban Area | ban Area | rban Area | rban Area | rban Area | enerally | enerally | enerally | enerally | enerally |
| | | | T | > | 5 S | Ŵ | en Village Ea | <u></u> | | Pringe U. | Erinde | N N N | : Fringe Ur | Ĵ. | う : 모 | | | IN OH O | ñ | | <u></u> | 00 | Ō | Ō | |
| | | | | arlev | ficers Meadows | est Homdon | unton Hills Gard | irge Green 200 | edium Green 40 | edium Green 40 | adium Green 20 | adium Green 12 | edium Green 12 | irge Brown 100 | Irge Brown 100 | trge Brown 40 rge Brown 40 H | edium Brown 20 | edium Brown 20 | edium Brown 12 | edium Brown 12 | nall Green 9 | nall Brown 9 | nall Brown 9 HL | nall Brown 4 | nall Brown 4 H |
| | | | | Site 1 W | Site 2 OI | Site 3 W | Site 4 Dt | Site 5 Lé | Site 6 M | Site / M | Site 0 M | Site 10 M | Site 11 M | Site 12 Lé | Site 13 Lé | Site 15 La | Site 16 M | Site 17 M | Site 18 M | Site 19 M | Site 20 Si | Site 22 St | Site 23 Sr | Site 24 Si | Site 25 S |

Source: HDH (October 2018)

10.21 The general pattern of results is similar under both Affordable Rent and Social Rent tenures, however the Residual Value, at 35% Affordable Housing, is about £160,000/ha lower where



the affordable housing for rent is provided at Social Rent. All other things being unchanged, a move to specify a preference for Social Rent would be unlikely to jeopardise development. Having said this, as set out in Chapter 13 (that covers the setting of CIL) below, this may impact on the setting of CIL at the proposed rates.

- 10.22 The analysis shows some limited scope to increase the overall requirement for affordable housing without jeopardising development. As set out in Chapter 13 below, this may impact on the setting of CIL at the proposed rates.
- 10.23 We understand that some housing associations' preference is to deliver Affordable Rented units, as this fits into their wider business models. We therefore suggest caution around developing a policy around the Social Rent tenure that the sector may be reluctant to provide.

Affordable Tenure Mix

10.24 The analysis in the base appraisals (above) assumes that the 35% affordable housing is provided and the first 10% of all the housing on site is as Intermediate Housing (ie 29% of the affordable housing) and the 25% balance of the housing on the site is as Affordable Rent (71% of the affordable element). As set out in Chapter 2 above, this is in line with the 2018 NPPF that sets out a requirement for low cost home ownership as part of the affordable housing mix:

Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership⁵⁸, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups...

Paragraph 64, 2018 NPPF

10.25 In the following analysis, this is assumed to apply and the effect of this is tested. The following analysis shows the impact of increasing the amount of affordable housing (within the 35% requirement) that is provided as intermediate housing.





| | Ta | ab | le | 1 | 0. | 5 | ۷ | a | rie | ec | 1 | ٩f | fc | or | da | ab | le |) 7 | Ге | n | Jr | е | Μ | ix | | |
|-------------------|---|--------------|--------------|-----------|----------------|-------------|----------------------------|----------------|----------------|------------------------|-------------------------|----------------|-----------------------|----------------|-------------------|---------------|------------------|----------------|-------------------|-------------------|--------------|--------------|--------------|-------------------------|-----------------|-------------------|
| s106 £ | 2,0 | 00 | 0/ | ur | hit | , S | St | ra | te | gi | ic | S | ite | əs | а | IS | р | er | | DF | Э, | С | IL | £ | 20 | 10/m ² |
| | 35% | 35% | %0 | 2.918.594 | 1,577,432 | 2,274,391 | 838,867 | 2,655,239 | 3,588,969 | 3,239,213 | 3,012,490 3 160 003 | 4, 295, 348 | 3.883.973 | 2,404,174 | 4,333,176 | 2,915,357 | 4,668,471 | 2,974,493 | 5,157,780 | 5.237.260 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 4 E4E 74 4 | 9,098,163 | |
| | 35% | 30% | 5% | 2.818.596 | 1,519,854 | 2,182,882 | 804,577 | 2,577,986 | 3,484,037 | 3,144,814 2,018,702 | 2,918,702 2,070,588 | 4.177.562 | 3.777.943 | 2,327,126 | 4,179,225 | 2,822,072 | 4,505,780 | 2,875,988 | 9,9/4,1// | 5.058.977 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 4 E4E 744 | 9,098,163 | |
| | 35% | 25% | 10% | 2.718.597 | 1,462,277 | 2,091,374 | 770,277 | 2,500,734 | 3,379,105 | 3,000,304 700,007 | 2,024,907 | 4,059,776 | 3.671.914 | 2,250,078 | 4,025,274 | 2,728,787 | 4,343,090 | 2,777,483 | 4,790,573 | 4,880.693 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 | 9,098,163 | |
| | 35% 35% 20% 15% 15% 15% 15% 15% 15% 15% 15% 2.855,885 3.73,578 3.855,884 1.999,865 1.999,865 3.855,884 3.735,502 2.855,884 3.811,931 3.855,884 4.806,970 4.707,323 4.702,410 4.511,138 4.511,138 4.515,133 3.811,3333 3.811,3333 3.811,3333 3.811,3333 3.811,3333 3.811,3333 3.811,3333 3.811,3333 3.811,33333 3.811,33333 3.811,33333 3.811,33333 3.811,33333 3.811 | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 35% | 15% | 20% | 2.518.601 | 1,347,122 | 1,908,357 | 701,000 | 2,346,229 | 3,169,240 | 2,801,430 | 2,03/,319 2 775 073 | 3.824.205 | 3.459.854 | 2,095,982 | 3,717,372 | 2,542,217 | 4,017,710 | 2,580,473 | 4,423,367 | 4.524.127 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 4 E4E 744 | 9,098,163 | |
| Residual Vence | 35% | 10% | 25% | 2.418.602 | 1,289,544 | 1,816,848 | 666,362 | 2,268,976 | 3,064,308 | 2,100,977 | 2,043,020 | 3.706.419 | 3.353.825 | 2,018,934 | 3,563,421 | 2,448,932 | 3,855,019 | 2,481,968 | 4,239,764 | 4.345.843 | 5,102,020 | 4,707,932 | 4,101,725 | 6,791,136 4 545 744 | 9,098,163 | |
| Benchmark | ole Housing | iate Housing | ordable Rent | 1.440.000 | 480,000 | 1,440,000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510.000 | 510.000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | |
| Existing | | Intermed | Aff | 1.200.000 | 25,000 | 1,200,000 | 100,000 | 25,000 | 25,000 | 25,000 | 25,000 | 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 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | |
| | | | | Warlev | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe Burat | Kurai Lirhan Eringa | Rural Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | |
| | | | | arlev | ficers Meadows | est Horndon | unton Hills Garden Village | Irge Green 200 | edium Green 40 | edium Green 40 Fiinge | edium Green 20 Eringe I | edium Green 12 | edium Green 12 Fringe | rige Brown 100 | Irge Brown 100 HD | Irge Brown 40 | Irge Brown 40 HD | edium Brown 20 | Edium Brown 20 HD | edium Brown 12 HD | nall Green 9 | nall Green 4 | nall Brown 9 | mail Brown 9 HU | nall Brown 4 HD | |
| | | | | Site 1 W | Site 2 Ot | Site 3 W | Site 4 Dt | Site 5 La | Site 6 M | | | Site 10 M | Site 11 M | Site 12 La | Site 13 La | Site 14 La | Site 15 La | Site 16 M | Site 1/ M | Site 19 M | Site 20 Sr | Site 21 Sr | Site 22 Sr | Site 23 SI | Site 25 Sr | |



- 10.26 Approximately, a 5% increase in the amount of Intermediate Housing, balanced with a 5% decrease in the Affordable Rent element, results in an increase in the Residual Value of about £100,000/ha. This is a significant difference, particularly where a site may be closer to the limits of viability.
- 10.27 Having taken into account the requirement for 10% of the housing to be available for affordable home ownership and the need for a range of housing, it is preferable (and in line with the PPG) to be clear as to the mix of housing required (including tenure) to be specified. It may be necessary for the Council to be flexible about the mix on sites where viability is challenged by the developer at the development management stage.



Developer Contributions

10.28 The above analysis considered the impact of affordable housing on development viability. The following analysis considers the ability to bear developer contributions. In the following table, different levels of developer contribution are tested. No separate allowance is made for CIL.



| Table | 10 |).(| 5 | V | ar | ie | ed | D |)e | ve | el | o | be | er | С | 0 | nt | ri | bı | utions |
|-------|--------------------------|----------------------|------------------|---|----------------|-----------------|------------------------|------------------------|---|----------------|-------------------|-----------------------------------|-----------------|------------------------|----------------------------|---------------|--------------------------------|------------------|---------------|--------------------|
| | | | 3 | 59 | % | A | ff | or | da | ab | le |) ł | łc | bu | si | nę | g | | | |
| | 000 | £50,000 1.786.301 | 1,081,798 | 640,892 640,892 | 1,467,473 | 2,018,438 | 1,637,891 | 1,619,996 | 2,222,966 | 1,181,725 | 1,655,485 | 1,430,416 1,813,874 | 1,439,157 | 1,930,233 1 76E 423 | 2,051,982 | 4,318,527 | 3,896,214 3 096 432 | 4,697,162 | 3,374,390 | 9,382,111 |
| - | | £47,500 876.764 | 123,714 | 665,096 | 525,892 | 094,891 | 703,422 | 696,448 | 307,913 | 242,960 | 786,669 | ,504,869 954.915 | 515,609 | ,088,941 | 210, 799 | ,391,827 | 970,007 | 856,926 | 472,780 | |
| - | 000 | 228 1. | 630 1, | 301 1, | 310 1, | 343 2, | 952 1, | 901 1, | 455 2. 860 2. | 195 1, | 853 1, | 322 1, 956 1, | 062 1 | 650 2, 276 4 | 615 2. | 127 4, | 799 3, 465 3 | 690 4, | 170 3, | 20 |
| | 1 | £45, 1.967. | 1,165, | 1,694, | 1,584, | 2,171, | 1,768, | 1,772, | 2,745, | 1,304, | 1,917, | 2.095 | 1,592, | 2,247, | 2,369, | 4,465, | 3 267 | 5,016, | 3,571, | ·尔和·伯 |
| | 0010 | £42,500 2.056.001 | 1,207,546 | 713,505 | 1,642,729 | 2,247,796 | 1,834,483 | 1,849,353 | 2,830,402 2,477,807 | 1,365,431 | 2,049,037 | 1,653,775 2,236,997 | 1,668,514 | 2,406,359 | 2.528,431 | 4,538,427 | 3 352 981 | 5,176,454 | 3,669,560 | <u>5.344, 47.4</u> |
| | 000 | £40,000 2.144.600 | 1,249,462 | 737.710 | 1,701,147 | 2,324,248 | 1,900,014 | 1,925,806 | 2,915,349 | 1,426,666 | 2,180,220 | 1,728,228 2.378.038 | 1,744,966 | 2,565,068 | 2,687.247 | 4,611,726 | 4,191,384 3 438 498 | 5,336,218 | 3,767,950 | 59%'I 100 |
| | 000 | £37,500 2.233.199 | 1,291,377 | 761.614 | 1,759,566 | 2,400,700 | 1,965,544 | 2,002,258 | 3,000,296 2,647,702 | 1,487,901 | 2,311,404 | 1,802,681 2.519.079 | 1,821,419 | 2,723,777 | 2,846,063 | 4,685,026 | 4,265,177 3.524.014 | 5,495,982 | 3,866,340 | फ़ राध, मन्त्र |
| | 000 000 | £35,000 2.321.798 | 1,333,293 | 785.476 | 1,817,985 | 2,477,153 | 2,031,075 | 2,078,710 | 3,085,243 | 1,549,137 | 2,442,588 | 2.660.120 | 1,897,871 | 2,882,486 | 3,004,879 | 4,758,326 | 4,338,969 3 609 530 | 5,655,746 | 3,964,730 | urs: 1997 |
| | 000 | £32,500 2.410.397 | 1,375,209 | 2,04/,122 809.337 | 1,876,403 | 2,553,605 | 2,096,606 | 2,155,163 | 3,170,190 | 1,610,372 | 2,573,771 | 1,951,587 2.801.161 | 1,974,324 | 3,041,195 | 2, Jou, uoz 3, 163, 695 | 4,831,626 | 4,412,762 3,695,047 | 5,815,510 | 4,063,120 | 1010,csb,7 |
| - | 000 000 | £30,000 2.498.996 | 1,417,125 | 833,199 | 1,934,822 | 2,630,058 | 2,162,136 | 2,231,615 | 3,255,138 2,902,543 | 1,671,607 | 2,704,955 | 2,026,040 | 2,050,776 | 3,199,903 | 3,322,512 | 4,904,925 | 4,486,554 3 780 563 | 5,975,274 | 4,161,510 | (seat/7aC/) |
| | 000 100 | £25,000 2.676.194 | 1,500,957 | 2,258,656 | 2,051,659 | 2,782,963 | 2,293,197 | 2,384,520 | 3,425,032 | 1,794,078 | 2,967,322 | 2,174,945 | 2,203,681 | 3,517,321 | 3,640,144 | 5,051,525 | 3 951 596 | 6,294,802 | 4,358,290 | 907/2811 |
| | | £20,000 2.853.392 | 1,584,789 | 2,399,678 | 2,168,496 | 2,935,867 | 2,424,259 | 2,537,425 | 3,594,926 | 1,916,548 | 3,229,690 | 2,323,851 | 2,356,586 | 3,834,739 | 3,957,776 | 5,198,124 | 4,781,724 | 6,614,330 | 4,555,070 | 8 D (5) 1 20 |
| | | £15,000 3.030.591 | 1,668,620 | 2,540,700 | 2,285,334 | 3,088,772 | 2,555,320 | 2,690,330 | 3,764,821 | 2,039,019 | 3,492,057 | 2,472,757 3.788,448 | 2,509,491 | 4,152,156 | 4,275,408 | 5,344,724 | 4,929,309 | 6,933,858 | 4,751,850 | 1714-1901)S |
| | 000 010 | £10,000 3.207.789 | 1,752,452 | 2,680,222 | 2,402,171 | 3,241,677 | 2,686,381 | 2,843,235 | 3, 934, /15 3, 582, 120 | 2,161,490 | 3,754,425 | 2,621,663 4.070.530 | 2,662,396 | 4,469,574 | 3, 124, 360 4, 593, 041 | 5,491,323 | 5,076,894 | 7,253,386 | 4,948,630 | la I / Soa |
| | 000 000 | £5,000 3.384.987 | 1,836,284 | 2,818,942 1.070,990 | 2,519,008 | 3,394,582 | 2,817,443 | 2,996,140 | 4,104,609 3.752,015 | 2,283,960 | 4,016,792 | 2,770,569 | 2,815,301 | 4,786,992 | 3,234,460 4,910,673 | 5,637,923 | 5,224,480 4 635 727 | 7,572,914 | 5,145,411 | |
| | Value | 3.562.185 | 1,920,116 | 2,957,662 | 2,635,845 | 3,547,487 | 3,230,130 2,948,504 | 3,149,044 | 3.921.909 | 2,406,431 | 4,279,160 | 2,919,475 | 2,968,205 | 5,104,409 | 5,228,305 | 5,784,522 | 5,372,065 4 R//6 76/ | 7,892,442 | 5,342,191 | 1023450201 |
| | enchmark and Value | 1.440.000 | 480,000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 510,000 1 440 000 | 1,440,000 | 1,440,000 | 1.440.000 |
| | Existing E se Value L | 200.000 | 25,000 | 100,000 | 25,000 | 25,000 | 25,000 | 25,000 | 50,000 | ,200,000 | ,200,000 | 200,000 | ,200,000 | ,200,000 | 200,000 | 50,000 | 50,000 | ,200,000 | ,200,000 | |
| - | Ŭ. | Developer 1. | י ק | -indon | ringe | - | abuu | ringe | ringe | rea 1 | trea 1 | rea 1 | rea 1 | Trea 1 | rea 1 | ار ا | - | y 1, | | - |
| - | | Warlev | Shenfiel | e East Ho | Urban F | Rural | Rural | Urban F. | Urban Fi | Urban A | Urban A | Urban A | Urban A | Urban A | Urban A | General | General | General | General | 0 0 0 0 |
| | | Varlev | Officers Meadows | v est Horndon Junton Hills Garden Villao | arge Green 200 | Aedium Green 40 | fedium Green 20 | Aedium Green 20 Fringe | Aedium Green 12 Aedium Green 12 Fringe | arge Brown 100 | arge Brown 100 HD | arge Brown 40 arge Brown 40 HD | Aedium Brown 20 | Medium Brown 20 HD | Aedium Brown 12 HD | Small Green 9 | Small Green 4 Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HU |
| | | Site 1 | Site 2 C | Site 3 V | Site 5 L | Site 6 N | Site 8 N | Site 9 N | Site 10 N | Site 12 L | Site 13 L | Site 14 L | Site 16 | Site 17 N | Site 19 N | Site 20 S | Site 21 S | Site 23 S | Site 24 S | 210 22 |

Source: HDH (October 2018)



10.29 The analysis shows that all the typologies and the four Strategic Sites can bear up to £40,000 per unit of developer contributions and most can bear more than this. It is important to note that this is a total developer contribution applied to all market and affordable units on a site and no differentiation is made as to whether the payments are under the s106 regime (or s278) or CIL.

Commuted Sums

10.30 The Council's preference is for affordable housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2018 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, 2018 NPPF

10.31 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

- 10.32 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 almost all of those we looked at which had developed a specific formula, had used one which derived from the Housing Corporation's⁵⁹ 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.
- 10.33 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

⁵⁹ 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.



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.

10.34 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

- 10.35 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.
- 10.36 The calculation works as follows:
 - a. Estimate the value of the site with 100% market housing.
 - b. Estimate the Residual Value of the site with the target level (i.e. the 35%) of affordable housing contribution.
- 10.37 The difference between (a) and (b) is the loss in site value due to the affordable housing policy contribution. This is set out in the following table:



| | 35% Affordable Housi | ng | | | Units | |
|-------------------------------|---------------------------------------|--------------------------|----------|--------------|--------------------|--------------------|
| | | | | | | Site |
| Site 5 | Large Green 200 | Urban Fringe | Green | Agricultural | 200 | 17,287,439 |
| Site 6 | Medium Green 40 | Rural | Green | Agricultural | 40 | 3,891,184 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | Green | Agricultural | 40 | 3,513,621 |
| Site 8 | Medium Green 20 | Rural | Green | Agricultural | 20 | 1,884,092 |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | Green | Agricultural | 20 | 1,699,409 |
| Site 10 | Medium Green 12 | Rural | Green | Paddock | 12 | 1,270,772 |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | Green | Paddock | 12 | 1,149,883 |
| Site 12 | Large Brown 100 | Urban Area | Brown | Industrial | 100 | 7,691,177 |
| Site 13 | Large Brown 100 HD | Urban Area | Brown | Industrial | 100 | 6,449,631 |
| Site 14 | Large Brown 40 | Urban Area | Brown | Industrial | 40 | 3,109,755 |
| Site 15 | Large Brown 40 HD | Urban Area | Brown | Industrial | 40 | 2,635,911 |
| Site 16 | Medium Brown 20 | Urban Area | Brown | Industrial | 20 | 1,575,853 |
| Site 17 | Medium Brown 20 HD | Urban Area | Brown | Industrial | 20 | 1,304,543 |
| Site 18 | Medium Brown 12 | Urban Area | Brown | Industrial | 12 | 996,800 |
| Site 19 | Medium Brown 12 HD | Urban Area | Brown | Industrial | 12 | 802,310 |
| | | | | | L loite | |
| | NO Affordable Housi | ng | | | Units | Site |
| Site 5 | Large Green 200 | Lirban Eringe | Green | Agricultural | 200 | 27 136 342 |
| Site 6 | Medium Green 40 | Bural | Green | Agricultural | 40 | 6 117 576 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | Green | Agricultural | 40 | 5 575 608 |
| Site 8 | Medium Green 20 | Rural | Green | Agricultural | 20 | 2 967 590 |
| Site 0 | Medium Green 20 Fringe | | Green | Agricultural | 20 | 2,307,333 |
| Site 3 | Medium Green 12 | Rural | Green | Paddock | 12 | 1 986 0/0 |
| Site 10 | Medium Green 12 Fringe | | Green | Paddock | 12 | 1,300,040 |
| Site 12 | Large Brown 100 | | Brown | | 100 | 12 618 503 |
| Site 12 | Large Brown 100 HD | | Brown | Industrial | 100 | 10 825 542 |
| Site 13 | Large Brown 40 | | Brown | Industrial | 100 | 5 103 /89 |
| Site 14 | | Urban Area | Brown | Industrial | 40 | 4 410 000 |
| Site 15 | Medium Brown 20 | | Brown | Industrial | 40 | 2 508 453 |
| Site 10 | Medium Brown 20 HD | | Brown | Industrial | 20 | 2,090,400 |
| Site 17 | Medium Brown 12 | Urban Area | Brown | Industrial | 12 | 1 620 502 |
| Site 10 | Medium Brown 12 HD | | Brown | Industrial | 12 | 1 3/1 300 |
| Sile 13 | | Ulball Alea | BIOWIT | incustriai | 12 | 1,041,000 |
| | Difference | - | U | nits | Differe | ence |
| | | | All | Aff | Site | £/unit |
| Site 5 | Large Green 200 | Urban Fringe | 200 | 70 | 9,848,903 | 140,699 |
| Site 6 | Medium Green 40 | Rural | 40 | 14 | 2,226,392 | 159,028 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | 40 | 14 | 2,061,986 | 147,285 |
| Site 8 | Medium Green 20 | Rural | 20 | 7 | 1,083,507 | 154,787 |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | 20 | 7 | 1,004,387 | 143,484 |
| Site 10 | Medium Green 12 | Rural | 12 | 4.2 | 715,268 | 170,302 |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | 12 | 4.2 | 662,070 | 157,636 |
| Site 12 | Large Brown 100 | Urban Area | 100 | 35 | 4,927,326 | 140,781 |
| Site 13 | Large Brown 100 HD | Urban Area | 100 | 35 | 4,375,911 | 125,026 |
| Site 14 | Large Brown 40 | Urban Area | 40 | 14 | 1,993,732 | 142,409 |
| Site 15 | Large Brown 40 HD | Urban Area | 40 | 14 | 1,782,917 | 127,351 |
| | Medium Brown 20 | Urban Area | 20 | 7 | 1,022,601 | 146,086 |
| Site 16 | | | | | | |
| Site 16 Site 17 | Medium Brown 20 HD | Urban Area | 20 | 7 | 898,648 | 128,378 |
| Site 16 Site 17 Site 18 | Medium Brown 20 HD Medium Brown 12 | Urban Area Urban Area | 20 12 | 7 4.2 | 898,648 633,702 | 128,378 150,881 |

Table 10.7 Affordable Housing Contribution: Calculations

Source: HDH (October 2018)



- 10.38 Taking the appraisal for Site 8, as an example, the Residual Value with no affordable housing, i.e. 20 market dwellings, is £2,965,599. With 35% affordable housing, the Residual Value falls to £1,884,092. The developer's contribution is £1,083,507; divided by 7 affordable dwellings (35% of 20), this gives a cost of £155,000 per affordable dwelling.
- 10.39 The calculated contributions in the tables above vary, but the average is about £140,000 per affordable unit not delivered on-site.

Suggested guidance

- 10.40 Paragraph 62 of the 2018 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If the Council were to take this option, we would recommend a £140,000/unit payment per affordable unit not delivered on-site. 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 the Council prepares guidance setting out the amount of the payment, to allow a simple review should viability change.
- 10.41 Alternatively, the Council may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units the difference being the commuted sum.

Self and Custom Build

- 10.42 The Council is developing policy in this regard, and is considering seeking the inclusion of Self and Custom Build units within sites. On developments of 500 or more dwellings at least 5% of homes will be self-build or custom build.
- 10.43 In this analysis, we have considered a 5% requirement on sites of 20 and larger. It is assumed that this policy will 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 (a site of 500 units would therefore have 25 self / custom build plots).
- 10.44 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.
- 10.45 As set out in Chapter 7 above, the developer's return is calculated as 17.5% of the GDV. This varies from site to site but is typically between £60,000 and £70,000 per unit (market and



affordable) sold – that is to say the analysis assumes the profit for the willing developer is about $\pounds 65,000/unit$.

- 10.46 As set out in Chapter 6 above (see Table 6.1), we have undertaken a review of development plots currently on the market within 5 miles or so of Brentwood. The minimum asking price is £100,000, and goes up to many times this, although it important to note that these are not in the 'estate housing' situation, mostly being larger single plots.
- 10.47 The modelling in the Viability Assessment is based on 35 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 plot price of £100,000 would give to a land value of £3,500,000/ha⁶⁰. This is substantially above the Benchmark Land Value 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 of £65,000 or so that would be forgone from developing the unit.
- 10.48 Based on the above analysis it is unlikely that the requirements for self-build plots will adversely impact on viability.

Impact of Change in Values and Costs

- 10.49 Whatever policies are adopted, the Plan should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 10.08% over the next 3 years⁶¹. We have tested a scenario with this increase in build costs.
- 10.50 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have tested four price change scenarios, minus 10% and 5%, and plus 10% and 5%. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

⁶¹ See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices* (Issue No 149 – June 2018)



⁶⁰ It is not suggested that estate housing generates values of this level – this is the level based on values of small building sites for sale more widely.

| Ta | bl | e | 10 | .8 | I | m | ра | ac | t c | of | Pı | ric | ce | aı | ٦d | 10 | Co | st | С | ha | an | g | е |
|-------------------------|------------|-------------|----------------------------|------------------------|-----------------------------|-----------------|-----------------|------------------------|----------------------------|-----------------|------------------------|-----------------|------------------------|-------------------|-----------------|--------------------|-----------------|-------------------------------------|---------------|---------------|------------------|---------------|------------------|
| | + 10% | | 3,227,636 1 602 122 | 1,032,122 2.480.003 | 899,460 | 2,814,160 | 3,792,508 | 3,465,148 | 3, 154, 201 3, 359, 734 | 4,568,102 | 4,179,975 | 2,583,307 | 4,604,020 | 4.982.469 | 3,187,108 | 5,496,580 | 3,715,850 | 5,613,156 6 147 063 | 5,719,668 | 5,090,072 | 8,442,916 | 5,676,175 | 11,477,628 |
| | +5% | | 2,823,119 1 400 833 | 2.148.425 | 783,438 | 2,541,568 | 3,428,408 | 3,116,062 | 2,040,303 3,018,151 | 4,137,261 | 3,766,900 | 2,301,120 | 4,083,721 | 4.418.744 | 2,834,538 | 4,868,172 | 3,311,592 | 4,979,500 5,624,542 | 5,213,800 | 4,595,899 | 7,617,026 | 5,095,945 | 10,287,895 |
| | %0 | %0 | 2,418,602 1 280 544 | 1.816.848 | 666,362 | 2,268,976 | 3,064,308 | 2,766,977 | 2,676,568 | 3,706,419 | 3,353,825 | 2,018,934 | 3,563,421 | 3.855.019 | 2,481,968 | 4,239,764 | 2,907,334 | 4,345,843 5 102 020 | 4,707,932 | 4,101,725 | 6,791,136 | 4,515,714 | 9,098,163 |
| | -5% | | 2,014,085 1 088 256 | 1.485.271 | 549,162 | 1,996,384 | 2,700,208 | 2,417,891 | 2,334,986 | 3,275,578 | 2,940,750 | 1,736,747 | 3,043,122 | 3,291,294 | 2,129,398 | 3,611,355 | 2,503,076 | 3,712,187 | 4,202,064 | 3,607,551 | 5,965,246 | 3,935,484 | 7,908,432 |
| | -10% | | 1,605,724 886.067 | 1.153.693 | 430,998 | 1,723,792 | 2,336,107 | 2,068,805 | 1,932,700 | 2,844,736 | 2,527,675 | 1,454,561 | 2,522,822 | 2.727.570 | 1,776,828 | 2,982,947 | 2,098,818 | 3,078,530 | 3,696,196 | 3,113,377 | 5,139,356 | 3,355,254 | 6,718,701 |
| | | +5% | 2,162,702 167 400 | ,107,433 | 595,887 | 2,106,515 | 2,851,227 | 2,553,896 | 2,463,870 | 3,459,221 | 3,106,626 | ,835,091 | 3,216,236 | 480.123 | ,249,992 | 3,820,120 | 2,646,384 | 3,925,842 1,877,112 | 1,476,836 | 3,856,273 | 3,373,266 | ,209,841 | 547,541 |
| | | +10% | 1,905,353 2 1 045 453 | 1.394.417 | 525,192 | 1,944,054 | 2, 638, 147 | 2, 340, 816 | 2,251,172 | 3,212,023 | 2,859,428 | 1,651,248 | 2,869,051 | 3,105,227 | 2,018,016 | 3,400,476 | 2,385,435 | 3,505,840 | 4,245,739 | 3,610,821 | 5,955,395 | 3,903,967 | 7,796,918 |
| Residual Value | | +15% | 1,644,069 | 1.183.202 | 453,517 | 1,781,592 | 2,425,067 | 2,127,736 | 2,038,474 | 2,964,824 | 2,612,230 | 1,467,404 | 2,521,866 1 700 060 | 2,730,330 | 1,786,041 | 2,980,833 | 2,124,485 | 3,085,839 | 4,014,643 | 3,365,369 | 5,537,525 | 3,598,093 | 7,146,296 |
| Benchmark Land Value | Iue Change | Cost Change | 1,440,000 | 1.440.000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1 440.000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| Existing Use Value | Va | | 1,200,000 | 1.200.000 | 100,000 | 25,000 | 25,000 | 25,000 | 25,000 | 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 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | | Warley Shanfiald | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area Generaliv | Generally | Generally | Generally | Generally | Generally |
| | | | Warley Officere Meadowe | West Horndon | Dunton Hills Garden Village | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD Small Green 0 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD |
| | | | Site 1 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 |

Source: HDH (October 2018)

10.51 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.



Review

10.52 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 the 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.

Older People's Housing

10.53 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. The results of these are summarised as follows. In each case allowance, has been made for 35% affordable housing, CIL at £200/m² and a s106 developer contribution of £100,000. The full appraisals are set out in **Appendix 12** below:



| | | | Sheltered Green | Sheltered Brown | Extracare Green | Extracare Browr |
|----------|----------------------|-----------------|--------------------|--------------------|--------------------|--------------------|
| | | | 250/ | 250/ | 250/ | 250 |
| | AFFORDABLE % | | 35% | 35% | 35% | 35% |
| | | UL. | 200 | 200 | 200 | 200 |
| Units | 1 bed | 50 | 20 | 20 | 36 | 36 |
| | 2 bed | 75 | 25 | 25 | 24 | 24 |
| | Saleble Area | | 2,875 | 2,875 | 4,260 | 4,260 |
| | Non-saleable | | 719 | 719 | 2,294 | 2,294 |
| | GIA | | 3,594 | 3,594 | 6,554 | 6,55 |
| | | | | | | |
| | £/m2 | Market £/m2 | 7,000 | 7,000 | 8,000 | 8,00 |
| | | Market m2 | 1,869 | 1,869 | 2,769 | 2,41 |
| | | Market £ | 13,081,250 | 13,081,250 | 22,152,000 | 19,280,00 |
| | | Affordable £/m2 | 1,850 | 1,850 | 1,850 | 1,50 |
| | | Affordable m2 | 1,006 | 1,006 | 1,491 | 1,85 |
| | | Affordable £ | 1,861,563 | 1,861,563 | 2,758,350 | 2,775,00 |
| | | Ground Rent | 173,250 | 173,250 | 231,000 | 231,00 |
| | Capital Value | | 15,116,063 | 15,116,063 | 25,141,350 | 22,286,00 |
| | | | | | | |
| Costs | Land Used | ha | 0.50 | 0.50 | 0.50 | 0.5 |
| | | £/ha | 25,000 | 1,200,000 | 25,000 | 1,200,00 |
| | | Uplift £/ha | 450,000 | 0 | 450,000 | |
| | | 20% | 5,000 | 240,000 | 5,000 | 240,00 |
| | | Cost | 240,000 | 720,000 | 240,000 | 720,00 |
| | | | | | | |
| | Costs on BLV | SDLT | 9,600 | 28,800 | 9,600 | 28,80 |
| | | Costs | 3,600 | 10,800 | 3,600 | 10,80 |
| | Strategic Promotion | | 0 | 0 | 0 | |
| | Planning | | 25,000 | 25,000 | 25,000 | 25,00 |
| | Construction | /m2 | 1,525 | 1,525 | 1,654 | 1,65 |
| | | £ | 5,480,469 | 5,480,469 | 10,840,062 | 10,840,06 |
| | Infrastructure | 15.00% | 822,070 | 822,070 | 1,626,009 | 1,626,00 |
| | Abnormals | 0.00% | 0 | 274,023 | 0 | 542,00 |
| | Fees | 8.00% | 504,203 | 526,125 | 997,286 | 1,040,64 |
| | s106 | 25,000 | 100,000 | 100,000 | 100,000 | 100,00 |
| | CIL | 0 | 373,750 | 373,750 | 553,800 | 482,00 |
| | Contingency | 2.50% | 157,563 | 328,828 | 311,652 | 650,40 |
| | Finance Costs | 0.00% | 80,000 | 80,000 | 150,000 | 150,00 |
| | Sales | 3.50% | 529,062 | 529,062 | 879,947 | 780,01 |
| | Misc | 0.00% | 10,000 | 10,000 | 10,000 | 10,00 |
| | Subtotal | 0.00% | 8,095,318 | 8,588,928 | 15,506,955 | 16,285,73 |
| | Interest | 6.00% | 242 860 | 257 668 | 465 209 | 488 57 |
| | Profit % GDC | 20.00% | 1,619,064 | 1,717 786 | 3.101.391 | 3,257 14 |
| | | 20.0070 | 1,010,004 | 1,717,700 | 0,101,001 | 0,207,14 |
| | COSTS | | 9,957,241 | 11,284,381 | 19,073,555 | 20,031,45 |
| Residual | Land Worth | | 5,158,822 | 3,831,681 | 6,067,795 | 2,254,54 |
| | Existing Lise Value | | 25.000 | 1 200 000 | 25 000 | 1 200 00 |
| | Ronchmark Land Value | | 20,000 | 1,200,000 | 20,000 | 1,200,00 |
| | | | 400.000 | 1 440 000 | 40111111 | 1 440 00 |

Source: October 2018

10.54 In all cases the Residual Value exceeds the EUV and the BLV by a substantial margin indicating that specialist older peoples housing is able to bear the Council's full policy requirements including 35% affordable housing and CIL at £200/m².


Conclusions

10.55 This opportunity is taken to stress again that the results in themselves to do not determine policy. The consequences of these results are discussed in Chapter 12.





11. Non-Residential Appraisals

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded at least initially that the main cost and income assumptions apply across the Borough. Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 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 Values (Existing / Alternative Land Use 'plus').
- 11.3 When testing the non-residential development types, we have not run multiple sets of appraisals for different levels of policy requirement as the Council does not seek to impose layers of policy requirements on these types of development. The exception to this is in relation to the costs of delivering BREEAM Excellent which is tested. As set out in Chapter 7 above. in this high level study, the additional costs are assumed to be in the middle of the range at 2%.



| ustrial Small Industrial | | 0 | 2,000 400 | 1,000 1,000 | 00,000 380,000 | 85,500 17,100 | 14,500 362,900 | 40% 50% | 0.500 0.080 | 00,000 1,200,000 | 0 | 0 | 00,000 96,000 | 24,000 3,840 | 9,000 1,440 | | | | 895 895 | 90,000 358,000 | 68,500 53,700 | 89,500 17,900 | /1,840 34,368 0 0 | | 07,400 21,480 | 10,000 | 23 750 A 750 | 10,000 10,000 | 13,990 525,478 | 75 4200 15 764 | 17 007 100 100 10 | 0.00% 0.00% 0.00% | 07,292 649,491 | 92,792 -286,591 | 00,000 1,200,000 | 00,000 1,200,000 | |
|------------------------------|---------|---------|-----------|-------------|----------------|---------------|----------------|-----------|-------------|------------------|-------------|--------|---------------|--------------------|-------------|---|---------------------|---------|--------------|----------------|----------------|---------------|----------------------|-----|---------------|--------|--------------|-----------------|----------------|----------------|-------------------|-------------------|----------------|-----------------|--------------------|---------------------|----------------|
| Offices - Large Ind | Central | 0 | 1,000 | 3,000 | 2,700,000 1,9 | 121,500 | 2,578,500 1,8 | 75% | 0.033 | 1, 200,000 1,2 | 0 | 0 | 40,000 6 | 1,600 | 600 | | 0 000 | 000/01 | 1,740 | 1,740,000 1,7 | 261,000 2 | 87,000 | 16 /,040 1 | 0 | 104,400 1 | 11 000 | 33 750 | 10,000 | 2,430,390 2,5 | 77 912 | | c 0.00% | 3,1 | -425,462 -1,2 | 1,200,000 1,2 | 1,200,000 1,2 | 3 C 130 C32 C |
| rownfield Offices - Park | | 0 | 1,000 | 3,000 | 2,700,000 | 121,500 | 2,578,500 | 25% | 0.200 | 1,200,000 | 0 | 0 | 240,000 | 9,600 | 3,600 | | 00000 | 000/07 | 1,740 | 1,740,000 | 261,000 | 87,000 | 16/,040 0 | 0 | 104,400 | 11 000 | 33 750 | 10,000 | 2,441,390 | C4C FT | ED3 036 | 0.00% | 3,017,558 | -439,058 | 1,200,000 | 1,200,000 | -2 105 290 -1 |
| 8 Small Industrial | | • | 400 | 1,000 | 380,000 | 17,100 | 362,900 | 50% | 0.080 | 20,000 | 350,000 | 4,000 | 29,920 | 1, 197 | 449 | | 0000 | 000 01 | 895 | 358,000 | 53, 700 | 0 | 32,936 | | 10, 293 | 000.01 | 4 750 | 10,000 | 491, 324 | 14 740 | 101 212 | 0.00% | 607,277 | -244,377 | 20,000 | 374,000 | -2 05A 707 |
| Large Industrial | , , | 0 | 2000 | 1,000 | 1,900,000 | 85,500 | 1,814,500 | 40% | 0.500 | 20,000 | 350,000 | 4,000 | 187,000 | 7,480 | 2,805 | | 00001 | 000'01 | 895 | 1,790,000 | 268,500 | 0 | 164,680 | 0 | 51,463 | 00001 | 23 750 | 10,000 | 2,338,678 | 70.160 | A01 700 | 0.00% | 2,890,605 | -1,076,105 | 20,000 | 374,000 | -2 152 211 |
| Offices - | Central | 0 | 1000 | 3,000 | 2,700,000 | 121,500 | 2,578,500 | 75% | 0.033 | 20,000 | 350,000 | 4,000 | 12,467 | 499 | 187 | 0 | 00001 | 0 | 1,740 | 1,740,000 | 261,000 | 0 | 160,080 | 0 | 50,025 | 11 000 | 33 750 | 10,000 | 2,280,541 | 68 416 | 107 001 | 0.00% | 2,818,748 | -240,248 | 20,000 | 374,000 | -7 207 448 |
| Greenfield Offices - Park | - | 0 | 1000 | 3,000 | 2,700,000 | 121,500 | 2,578,500 | 25% | 0.200 | 20,000 | 350,000 | 4,000 | 74,800 | 2,992 | 1, 122 | | 10,000 | 000 /01 | 1, 740 | 1,740,000 | 261,000 | 0 | 160,080 | 0 | 50,025 | 11 | 33 750 | 10,000 | 2,283,969 | 68 519 | 000 020 | 0.00% | 2,822,986 | -244,486 | 20,000 | 374,000 | -1.222.428 |
| | | lL £/m2 | | | 800.06% | 4.50% | | Coverage | ha | £/ha | Uplift £/ha | 20.00% | Site Cost | 4.00% | 1.50% | | | | /m2 | ч | 15.00% | 5.00% | 8.00% | | 2.5% & 5% | 1000 0 | 2 50% | 2001 | | 6 00% | 20000 | %nn.vz | 0.00% | Site | £/ha | £/ha | f/ha |
| | | 0 | m2 | £/m2 | Capital Value | Buyers Costs | Capital Value | Land Used | | | | | | Stamp Duty (on VT) | Acquisition | | Strategic Promotion | | Construction | | Infrastructure | Abnormals | Fees S106 | CIL | Contingency | | Sales | Misc. Financial | Subtotal | Interest | Drofit W CDC | | COSTS | Land Worth | Existing Use Value | Viability Threshold | Residual Value |

Employment Uses

Source: October 2018

- 11.4 To a large extent, the above results are reflective of the current market in the Borough, and more widely. Whilst office development is not shown as viable it is coming forward on the ground. Similarly, industrial development is shown as being unviable.
- 11.5 These results are not just an issue within this Borough area, this is reflective of the wider area as well and is 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), it tends to be from existing



businesses for operational reasons - rather than to make a return through property development.

- 11.6 It is notable that agents operating in the local market have reported that, over the last 18 or so months, that there has been a change in sentiment and an improvement in the market, and that this is expected to continue.
- 11.7 The analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the area is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.8 Some office and industrial/distribution development is challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.



Retail and Hotel

| | Т | al | bl | е | 1 | 1. | 2 | A | pk | ora | ai | sa | IF | Re | S | ult | s | sl | 10 | w | in | ng | A | ٩ | р | ro | xi | m | ate | e R | es | sic | du | al | V | 'al | ue | Э | | |
|------------|-----------------|--|-----------------|--------------|---------------|--------------|---------------|---|-----------|-------|-----------|---------|-----------|--------------------|---------------------------|-------------|---------------------|--------------|--------------|-----------|----------------|-----------|---------|-------|---------|-------------|---------------|---------|-----------------|-------------|----------|--------------|-------|-------------|-----------|-------------|--------------------|---------------------|----------------|--|
| | | | | | | | | | | | | | | | | R | et | ai | la | n | d | Η | o | te | I | | | | | | | | | | | | | | | |
| | Hotel | | 1 87/ | 2,000 | 5 472 000 | 246.240 | 5,225,760 | | 40% | 0.456 | 1,200,000 | 240,000 | 656,640 | 26.266 | 0.010 | 008,8 | 0 | 10,000 | 1.331 | 2,427,744 | 364,162 | 121,387 | 233,063 | 0 | 0 | 145,665 | 30.000 | 68,400 | 15,000 | 3, 451, 536 | 103 546 | 711.016 | 0.00% | 4, 266, 099 | 000 CE0 | 100,858 | 1,200,000 | 1,440,000 | 2,104,521 | |
| | Retail | Warehouse | 13 | 2, 205 | 8 312 500 | 374.063 | 7,938,438 | | 50% | 0.500 | 1,200,000 | 240.000 | 720,000 | 28,800 | 10,000 | TU/SUU | 0 | 20,000 | 262 | 1,992,500 | 298,875 | 99,625 | 191,280 | 0 | 312,500 | 119,550 | 80.000 | 103,906 | 25,000 | 3, 282, 836 | 98.485 | 676.264 | 0.00% | 4,057,586 | - 000 B | 3, 880, 852 | 1,200,000 | 1,440,000 | 7,761,704 | |
| | Smaller | Supermarkets | 1 200 | 0 700 | 4 440 000 | 199,800 | 4,240,200 | | 30% | 0.400 | 1,200,000 | 240,000 | 576,000 | 73.040 | 01010 | 8,640 | 0 | 20,000 | 1.469 | 1,762,800 | 264,420 | 88,140 | 169,229 | 0 | 240,000 | 105, 768 | 100,000 | 55,500 | 25,000 | 2,862,537 | 85 876 | 589.683 | 0.00% | 3, 538, 095 | 100 101 | /07, 1U5 | 1,200,000 | 1,440,000 | 1,755,261 | |
| | Supermarkets | | 700 | ooo f | 18 000 000 | 810.000 | 17,190,000 | | 30% | 1.333 | 1,200,000 | 240,000 | 1,920,000 | 76 800 | 000 00 | 78,800 | 0 | 20,000 | 1.469 | 5,876,000 | 881,400 | 293,800 | 564,096 | 0 | 800,000 | 352, 560 | 50,000 | 225,000 | 25,000 | 9, 193, 456 | 275 R04 | 1 893 852 | 0.00% | 11,363,112 | 000 000 1 | 5, 82b, 888 | 1,200,000 | 1,440,000 | 4,370,166 | |
| | Shops - Other | Ļ | 1 150 | 002 C | 405 000 | 18.225 | 386,775 | | 80% | 0.019 | 1,200,000 | 240,000 | 27,000 | 1 080 | 100 | 405 | 0 | 5,000 | 1.096 | 164,400 | 24,660 | 8,220 | 15,782 | 0 | 18, 750 | 9,864 | 10,000 | 5,063 | 10,000 | 273, 224 | R 197 | 56.284 | 0.00% | 337, 705 | | 49,070 | 1,200,000 | 1,440,000 | 2,617,081 | |
| Brownfield | Shops - Central | ţ | 3 | | ean nnn | 31.050 | 658,950 | | 80% | 0.019 | 4,000,000 | 800,000 | 000'06 | 3 600 | 1 250 | 1,35U | 0 | 5,000 | 1.096 | 164,400 | 24,660 | 8,220 | 15,782 | 0 | 18, 750 | 9,864 | 10.000 | 8,625 | 10,000 | 280,251 | 8 40R | 57,732 | 0.00% | 346,391 | | 412,512 | 4,000,000 | 4,800,000 | 16,669,828 | |
| | Hotel | c | 0 1871 | 170T | 5 472 000 | 246.240 | 5,225,760 | | 40% | 0.456 | 20,000 | 4,000 | 170,544 | 6 877 | 2,044 | 800,2 | 0 | 10,000 | 1.331 | 2,427,744 | 364,162 | 0 | 223,352 | 0 | 0 | 69,798 | 30.000 | 68,400 | 15,000 | 3,217,836 | 96 535 | 662,874 | 0.00% | 3,977,245 | | 1,248,515 | 20,000 | 374,000 | 2,737,972 | |
| | Retail | Warehouse | 27U | 2 2 2 5 | 8 312 500 | 374.063 | 7,938,438 | | 50% | 0.500 | 20,000 | 4,000 | 187,000 | 7 480 | | cU8,2 | 0 | 20,000 | 797 | 1,992,500 | 298,875 | 0 | 183,310 | 0 | 312,500 | 57,284 | 80.000 | 103,906 | 25,000 | 3,083,661 | 92 510 | 635.734 | 0.00% | 3,811,405 | | 4,12/,033 | 20,000 | 374,000 | 8,254,066 | |
| | Smaller | Supermarkets | 200 1200 | 0027 | 4 440 000 | 199.800 | 4,240,200 | | 30% | 0.400 | 20,000 | 4,000 | 149,600 | 5 984 | | 7,244 | 0 | 20,000 | 1.469 | 1,762,800 | 264,420 | 0 | 162,178 | 0 | 240,000 | 50,681 | 100.000 | 55,500 | 25,000 | 2,688,806 | 80.664 | 553,894 | 0.00% | 3,323,364 | | 916,836 | 20,000 | 374,000 | 2,292,089 | |
| | Supermarkets | 90r | | 1 500 | 18 000 000 | 810.000 | 17,190,000 | | 30% | 1.333 | 20,000 | 4,000 | 498,667 | 19 947 | 007 - | /,480 | 0 | 20,000 | 1.469 | 5,876,000 | 881,400 | 0 | 540,592 | 0 | 800,000 | 168,935 | 50.000 | 225,000 | 25,000 | 8,614,354 | 758 431 | 1 774 557 | 0.00% | 10,647,341 | | 6,542,659 | 20,000 | 374,000 | 4,906,994 | |
| | Shops - Other | - | 150 | 002 0 | 405 000 | 18.225 | 386,775 | | 80% | 0.019 | 20,000 | 4,000 | 7,013 | 281 | 101 | COT | 0 | 5,000 | 1.096 | 164,400 | 24,660 | 0 | 15,125 | 0 | 18,750 | 4,727 | 10.000 | 5,063 | 10,000 | 258,109 | 2 7 43 | 53.171 | 0.00% | 319,023 | | 75//19 | 20,000 | 374,000 | 3,613,423 | |
| reenfield | shops - Central | 121 | 1 50 | | COD (F | 31.050 | 658,950 | | 80% | 0.019 | 20,000 | 4,000 | 7,013 | 281 | 101 | COT | 0 | 5,000 | 1.096 | 164,400 | 24,660 | 0 | 15,125 | 0 | 18,750 | 4,727 | 10.000 | 8,625 | 10,000 | 261,672 | 7 850 | 53.904 | 0.00% | 323,427 | | 335,223 | 20,000 | 374,000 | 17,894,583 | |
| U | | <i>c 1 c 1</i> | IL £/m2 | | 90 OO | 4.50% | | | Coverage | ha | E/ha | 20.00% | Site Cost | 4 00% | 1.00/2 | %0C.1 | | | /m2 | FF. | 15.00% | 5.00% | 8.00% | | | 2.5% & 5% | 0.00% | 2.50% | | | 6 00% | 20.00% | | 0.00% | | Site | £/ha | £/ha | £/ha | |
| | | č | ۳ ³ | 2111 2111 | Canital Value | Buvers Costs | Capital Value | | Land Used | | | | | Stamp Duty (on VT) | Accuration dury (dr. V.1) | Acquisition | Strategic Promotion | Pre Planning | Construction | | Infrastructure | Abnormals | Fees | S 106 | CIL | Contingency | Finance Costs | Sales | Misc. Financial | Subtotal | Interest | Profit % GDC | | COSTS | | | Existing Use Value | Viability Threshold | Residual Value | |
| | | | emozul | | | | | | Costs | | | | | | | <u> </u> | | | | | | | 2 | 01 | 0 | | | | | | | | | | - | Kesiduč | | | | |



- 11.9 Retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centre beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.
- 11.10 The analysis included hotel use. This is shown to be viable on both greenfield and on brownfield land.

Conclusions

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





12. Local Plan Viability

12.1 This document 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 2018 National Planning Policy Framework (2018 NPPF), the updated Planning Practice Guidance (PPG) (July 2018) 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.

Viability Testing under the 2018 NPPF and Updated PPG (July 2018)

- 12.2 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2018 NPPF. The overall requirement (as set out at PPG 10-001-20180724) 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 ...'.
- 12.3 This Local Plan Viability Assessment takes a proportionate approach, building on the Council's existing available evidence, and considers the effect of the local and national policies that will apply to new development.
- 12.4 The PPG sets out that 'drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers'. This report informs that process and has included a consultation with the development industry.
- 12.5 This study is based on typologies that have been developed by having regard to the potential sites identified through the Council's Strategic Housing and Employment Land Availability Assessment (SHELAA). In addition, the 4 largest sites have been modelled separately at they are key to the delivery of the Plan. This viability assessment draws on a wide range of data sources.
- 12.6 The undated 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. This approach is often called 'existing use value plus' (EUV+).

12.7 The updated PPG is much clearer than the old PPG on this – saying (at PPG 10-014-20180724) that the landowner's premium should '... be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to



inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. ...'.

12.8 Research has been undertaken into the price paid for land with a recent, policy compliant planning consent. Overall the average is £2,400,000/ha with a median of £2,000,000/ha, however the only transactional evidence in relation to the larger greenfield sites suggest a value closer to £350,000/ha. We have used a Benchmark Land Value, of EUV plus 20% plus a further £450,000/ha on greenfield sites. The BLV is the amount the Residual Value must exceed for the development to be considered viable. It is notable that this BLV is somewhat higher than the figure put to the consultation – and it is probably higher than would have been used before the PPG was updated in July 2018.

CIL Economic Viability Assessment

- 12.9 The CIL Regulations are broad, so it is necessary to have regard to the CIL Regulations and CIL Guidance (which is contained within the PPG) when considering the delivery of the development set out in the emerging plan as well as when specifically considering CIL.
- 12.10 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole ...

PPG 25-038-20140612

12.11 This study has drawn on the existing available evidence where available. In due course, this study will form one part of the evidence that the Council will use to set CIL. The Council will also consider other 'existing available evidence', the comments of stakeholders and wider priorities. The NPPF, PPG and the Harman Guidance, as referred to below, recommend that the development and consideration of a CIL rate should be undertaken as part of the same exercise as the development of the Local Plan, which is what the Council is doing. If the Council decides to purse CIL in the future, this report will form part of the evidence base as required by the CIL Regulations.

Technical Viability Guidance

- 12.12 There is no specific technical guidance on how to test viability in the 2018 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 *Viability Testing in Local Plans Advice for planning practitioners* (LGA/HBF Sir John Harman) June 2012 (known as the **Harman Guidance**).
- 12.13 In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology. The methodology adopted 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 permission.

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

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including a developer's return (Construction + fees + finance charges)

=

RESIDUAL VALUE

- 12.15 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 margin.
- 12.16 The assessment of viability as required under the 2018 NPPF and the CIL Regulations is a quantitative and qualitative process.
- 12.17 The basic viability methodology involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied by the Council, and on HDH's own experience of development. This process ensures that the appraisals are representative of typical development in the Brentwood Borough Council area over the plan-period.
- 12.18 In addition to modelling a range of representative sites, several Strategic Sites have been modelled (being those over 400 units). These sites, if included in the Plan, are of such a scale that their deliverability will need to be addressed separately.
- 12.19 Through the September 2018 consultation, various representations were received that relate to sites that are not included in this study. This study is restricted to the sites in the emerging Plan so other sites are not considered.
- 12.20 The local housing and commercial markets were surveyed, in order 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, in order to arrive at appropriate built form assumptions for those sites where information from a current planning permission or application was not available. These in turn informed the appropriate build cost figures. A number of other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still return a target profit level.



- 12.21 The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, and by a satisfactory margin, could the scheme be judged to be viable.
- 12.22 The appraisals are based on the emerging policies as they stood in August 2018. The policies and ultimately the Plan may be subject to further changes. For appropriate sensitivity testing a range of options including different levels of developer contributions are tested.
- 12.23 A bespoke viability testing model designed and developed by HDH Planning & Development Ltd specifically for area wide viability testing as required by the NPPF and CIL Regulations is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan and to set CIL.

Existing Available Evidence

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

Stakeholder Engagement

12.25 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. An informal consultation event was held on the 4th September 2018. There was not agreement on all points although there was broad consensus on most matters.

Residential Market

- 12.26 An assessment of the housing market has been undertaken, providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. The study is concerned not just with the prices but the differences across different areas.
- 12.27 Average house prices across England and Wales have recovered to their pre-recession peak; however, this is strongly influenced by London. Prices in London are now well in excess (about 60%) of the 2007/2008 peak and, as can be seen in the figure below, prices in the Council area are well above (about 46%) the previous peak. This is somewhat more than prices across Essex (40%) and substantially more than the increase across England and Wales (24%).





12.28 The figure above shows that prices in the Council area have seen a significant recovery since the bottom of the market in mid-2009. A notable characteristic of the data is that the values of newbuild homes are less than that for existing homes, this is unusual.



Source: Land Registry (August 2018)

12.29 This report is being completed after the UK voted to leave the EU. It is not yet possible to know 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 exit are underway but not concluded, so the future of trade with the European Union and wider world are not yet known.



12.30 This report is being completed after the United Kingdom voted to leave the European Union. It is not yet 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.

The Local Market

- 12.31 A survey of asking prices across the Council area was carried out in August 2018. In addition, recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during July 2018 carried out. The Land Registry publishes data of all homes sold. Across the Council area 158 newbuild home sales were recorded since the start of 2016. Each house sold requires an Energy Performance Certificate (EPC). This is a public document that can be viewed on the EPC Register. The EPC contains the floor area (the Gross Internal Area GIA) as well as a wide range of other information about the construction and energy performance of the building. Of the 158 newbuild sales since the start of 2016, 151 have EPC certificates.
- 12.32 The price paid data from the Land Registry has been married with the homes' floor area from the EPC Register.
- 12.33 The Land Registry data can be broken down by house type and settlement (it is important to note that the Land Registry sorts data by postcode and post town, rather than wards, parishes or other administrative boundaries).



12.34 The average price paid is about £5,075/m². The average prices vary by geography:

- Source: Land Registry Data and EPC Register, (August 2018)
- 12.35 The principle driver of the differences is the situation rather than the location of a site. That is to say, the value will be more strongly influenced by the specific site characteristics, the



immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located.

Price Assumptions for Financial Appraisals

12.36 Bringing together the evidence (which we acknowledge is varied), two values are used, applying a slightly lower value to those in and adjacent to Brentwood and a higher value in the remaining areas. Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the prices were derived. It is accepted that there are nuances and variables within these areas, but in a high level study of the type being undertaken, it is necessary to take a relatively simplistic approach. A differentiation has been made between schemes in and on the urban fringes of Brentwood and Ingatestone, and the remaining areas of the Borough.

| Table 12.1 Updated Residential Price Assumptions (£/m ²) | | | | | | | | |
|--|--------|--|--|--|--|--|--|--|
| Туроlоду | | | | | | | | |
| Larger Brownfield | £4,650 | | | | | | | |
| Smaller Brownfield Sites | £4,650 | | | | | | | |
| Urban Flats | £5,750 | | | | | | | |
| Large Greenfield – Urban Fringe | £4,750 | | | | | | | |
| Large Greenfield | £4,850 | | | | | | | |
| Medium Greenfield – Urban Fringe | £4,650 | | | | | | | |
| Medium Greenfield | £4,850 | | | | | | | |
| Small Greenfield | £5,000 | | | | | | | |

Source: HDH (September 2018)

Affordable Housing

- 12.37 In this study, it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP).
 - a. Social Rent a value of £1,475/m² across the study area is assumed.
 - b. Affordable Rent a value of £1,850/m² across the study area is assumed.
 - c. Intermediate Products for Sale it is assumed that this tenure has a value of 65% of Open Market Value.

Older People's Housing

12.38 Housing for older people is generally a growing sector due to demographic changes and the aging population. A value of £7,000/m² is used for Sheltered Housing and £8,000/m² is used for Extracare housing. In addition to the above an allowance of £3,850/unit has been made for ground rent.



Non-Residential Values

12.39 In Brentwood, 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.

| Table 12.2 Non-Residential Values (£/m ²) - 2018 | | | | | | | | |
|--|------|--------|-------|--------|------------|--|--|--|
| | £/m² | £/sqft | Yield | Value | Assumption | | | |
| Office | £23 | £248 | 7.50% | £3,301 | £3,000 | | | |
| Industrial | £8 | £86 | 8.00% | £1,076 | £1,000 | | | |
| Primary Retail | £30 | £323 | 7.00% | £4,613 | £4,600 | | | |
| Secondary Retail | £20 | £215 | 8.00% | £2,691 | £2,700 | | | |
| Supermarket | £23 | £248 | 5.50% | £4,501 | £4,500 | | | |
| Small Supermarkets | £19 | £205 | 5.50% | £3,718 | £3,700 | | | |
| Retail Warehouses | £17 | £183 | 5.50% | £3,327 | £3,325 | | | |
| Hotel | | | | | £3,000 | | | |

12.40 The following assumptions have been used:

Source: HDH (August 2018)

Land Values

12.41 An important element of the assessment is the value of the land. Under the method 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.

Existing Use Values

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

| Table12.5 Existing Use Value Land Prices £/ha September 2018 | | | | | | | | | |
|--|------------|--|--|--|--|--|--|--|--|
| Residential | £2,000,000 | | | | | | | | |
| Industrial | £1,200,000 | | | | | | | | |
| Agricultural | £25,000 | | | | | | | | |
| Paddock | £50,000 | | | | | | | | |
| Dunton Hills (Agricultural / golf) | £100,000 | | | | | | | | |

Source: HDH 2018



Benchmark Land Values

- 12.43 The Updated PPG makes reference to Benchmark Land Values (BLV). It is therefore necessary to specifically address this.
- 12.44 Having considered the representations of consultees and Land Registry's Price Paid Data that was not available at the time of the September 2018 consultation the approach to Benchmark Land Values is:
 - a. On Brownfield sites an uplift of 20% is used to give a Benchmark Land Value close to the median price paid for recently consented, policy compliant land most of which is brownfield land.
 - b. On greenfield sites an uplift of £450,000 is used to give a Benchmark Land Value that is a little less than £500,000/ha. This is in line with the representations received and consistent with the price paid for greenfield sites.

Development Costs

12.45 This the costs and other assumptions required to produce financial appraisals for the development typologies have been considered.

Construction costs: baseline costs

12.46 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Essex. The cost figure for 'Estate Housing – Generally' is £1,242/m² at the time of this study:

Other normal development costs

12.47 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 10% of build costs for the smaller sites, to 20% for the larger greenfield multi-outlet / multi-phase schemes. On the high density flatted schemes, we have assumed site costs of 5% (on the basis that it is likely to be on a serviced site and have very limited landscaping and other external works).

Abnormal development costs and brownfield sites

12.48 An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs. Generally, 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.



Fees

12.49 Professional fees are assumed to amount to 10% of build costs for residential development and 8% for non-residential development.

Contingencies

12.50 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 and on central locations. 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

12.51 We have assumed all the modelled sites will contribute £2,500 per unit towards infrastructure – either site specific or more general. In relation to the Strategic Sites the Council, has assessed the s106 requests for each site. At the time of the pre-consultation draft report in August 2018, the work on the Infrastructure Delivery Plan (IDP) remains a working document and a zero assumption was used (to avoid false expectations). Whilst these are liable to change as the plan-making process continues, these are the best estimates of the amounts to be sought from these sites as at October 2018. In the final iteration of this report the following s106 costs are used:

| Table 12.4 Key Sites Strategic Infrastructure and Mitigation Costs | | | | | | | | | |
|--|-------|---------|--------------|---------|--|--|--|--|--|
| | Units | Area ha | £ | £/unit | | | | | |
| Warley extension masterplan area | 473 | 11.29 | £7,919,559 | £16,743 | | | | | |
| Officers Meadows masterplan area | 825 | 38.74 | £18,073,121 | £21,907 | | | | | |
| West Horndon masterplan | 580 | 17.25 | £14,468,399 | £24,946 | | | | | |
| Dunton Hills Garden Village | 3,500 | 257.00 | £126,697,158 | £36,199 | | | | | |

Source: BBC (October 2018)

12.52 These costs are officers' best estimates as at October 2018 and tend to be maximum costs based on worst case scenarios. This approach is appropriate at this stage of the plan-making process but it will be necessary to keep these under review as the plan-making process continues. It is expected that some of the costs will be reduced.

Community Infrastructure Levy

12.53 Public consultation on the CIL Preliminary Draft Charging Schedule took place between 27 October and 8 December 2016. This was based on the following rates:



| Table 12.5 Proposed Rates of CIL (2016) | | | | | | | |
|---|-----------------------|--|--|--|--|--|--|
| Development Type | Maximum Rate of CIL | | | | | | |
| Residential - Housing | £200 per square metre | | | | | | |
| All Non-residential uses (excepting Retail) | £0 per square metre | | | | | | |
| General Retail A1-A5 (excluding Food Supermarket) | £125 per square metre | | | | | | |
| Food Supermarket A1 | £200 per square metre | | | | | | |

Source: BBC PDCS (October 2016)

12.54 These costs are included in the base appraisals.

Interest rates

12.55 The appraisals assume 6% pa for total debit balances. No allowance is made for any equity provided by the developer. An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

Developers' return

- 12.56 Initially the developers' return was assumed to be 20% of the value of market housing and 6% of the value of affordable housing. In relation to non-residential development an assumption of 15% is used.
- 12.57 Through the consultation it was highlighted that 'profit' should be expressed as a percentage of GDV rather than costs. This is accepted and agreed, 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'. It was suggested that 20% should be used across both market and affordable units with the developer saying the 'assumed return on affordable units of 6% is at odds with what is now routinely being achieved. Funding institutions will now look for a blended return of 20% on GDV for the scheme as a whole (including affordable)'. Another developer suggested that an assumption of 'at least 30%' be used.
- 12.58 Having considered this further and to bring the study fully in line with the PPG the developers' return is assessed as 17.5% of GDV being in the middle of the suggested range. In a stronger market a lower percentage may be appropriate and in a weaker market a higher assumption may be appropriate so as to reflect the relative levels of risk.

Phasing and timetable

12.59 It is assumed a maximum, per outlet, delivery rate of 50 units/year. On a site with 35% affordable housing this equates to 33 market units/year. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.



Site holding costs and receipts

12.60 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

12.61 A simplistic approach is taken, it is assumed an allowance 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.

Disposal costs

12.62 For the market and the 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.

Local Plan Policy Requirements

- 12.63 The specific purpose of this study is to consider the cumulative impact of the policies set out in the emerging Local Plan and the effect of CIL. Ultimately it will form part of the evidence base to demonstrate the deliverability of the new Local Plan, as required by the NPPF, PPG and CIL Regulations and summarised in Chapter 2 above. In due course, the Council will consider the advice set out in this report and the wider evidence to settle on a set of planning policies. A range of policy options have been considered and these will further inform the development of Council policy.
- 12.64 For the purpose of this study it is assumed that the policies are as set out in the Brentwood Local Plan Pre-Submission Draft, September 2018.

Modelling

- 12.65 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 4 Strategic Sites over 400 are modelled individually.
- 12.66 Both the Warley Site and the West Horndon Site have significant existing buildings on them. At the time of this study the extent of these are not known. In due course, it may be necessary to consider Vacant Buildings Credit.
- 12.67 The rules around Vacant Buildings Credit and the calculation of Net New Development are nuanced and need to be carefully considered at the time of the planning application. If they apply (and that will depend on the site-specific facts) the liability for affordable housing and / or CIL may be reduced. For the purpose of this study, ignoring the existing floor space is a cautious approach.
- 12.68 A range of non-residential uses are also modelled.



Residential Appraisals

12.69 The appraisals use the residual valuation approach – that is, they are designed to assess the value of the 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 described as viable, it is necessary for this value to exceed the EUV by a satisfactory margin. Several sets of appraisals have been run. The initial appraisals are based on the assumptions provided in the previous chapters of this report, including the affordable housing requirement and CIL.

Base Appraisals – full current policy requirements

- 12.70 The base appraisals have been based on 35% affordable housing (25% Affordable Rent, 10% Intermediate), Water efficiency and Enhanced C0₂ standards, and Parts M4(2) and M4(3) of Building Regulations. In addition the requirements for developer contributions of £2,500/ unit on the Strategic Sites⁶², £2,500/unit on the typologies and CIL of £200/m² per unit.
- 12.71 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of the site. The additional costs associated with brownfield sites also result in significantly lower values.
- 12.72 When tested in a full 'policy on' scenario, based on the most recent version of the emerging Local Plan (including the proposed rate of CIL of £200/m²), all of the typologies generate a Residual Value that is well above the Benchmark Land Value. The Council can therefore have confidence that general development that comes forward across the Borough is going to be viable and bear the Council's full policy requirements, including the proposed rate of CIL.
- 12.73 The NPPF refers to '*deliverable*' sites. Those sites that are similar to the typologies can be considered as 'deliverable'.
- 12.74 The four Strategic Sites are tested separately. In each case the Residual Value is above the Benchmark Land Value, indicating that these sites can bear the full s106 as estimated through the IDP and CIL at £200/m². It is important to note that these s106 costs are officers' best estimates as at October 2018 and tend to be maximum costs based on worst case scenarios. This approach is appropriate at this stage of the plan-making process, but it will be necessary to keep these under review as the plan-making process continues.
- 12.75 At the time of this report it is premature to provide definitive advice as to the deliverability of the strategic sites. In due course, when the Council has completed the work assessing the strategic infrastructure and mitigation requirements, it may be necessary to revisit this

⁶² Warley extension masterplan area, £7,919,559, Officers Meadows masterplan area, £18,073,121, West Horndon masterplan, £14,468,399, Dunton Hills Garden Village, £126,697,158



analysis. In any event it is recommended that the Council continues to engage with the owners.

Affordable Housing

- 12.76 The Council's policy is based on the affordable housing for rent being provided as Affordable Rent. Consideration has also been in given to the provision of the affordable housing for rent at Social Rent. Consideration has also been given to the impact of a greater proportion of the affordable housing to be as Intermediate Housing.
- 12.77 The general pattern of results is similar under both Affordable Rent and Social Rent tenures, however the Residual value, at 35% affordable Housing is about £160,000/ha lower where the affordable housing for rent is provided at Social Rent. All other things being unchanged, a move to specify a preference for Social Rent would be unlikely to jeopardise development. Having said this, as set out in Chapter 13 (that covers the setting of CIL) below this may impact on the setting of CIL at the proposed rates.
- 12.78 The analysis shows some limited scope to increase the overall requirement for affordable housing without jeopardising development. As set out in Chapter 13 below, this may impact on the setting of CIL at the proposed rates.
- 12.79 We understand that some housing associations' preference is to deliver Affordable Rented units, as this fits into their wider business models. We therefore suggest caution around developing a policy around the Social Rent tenure that the sector may be reluctant to provide.
- 12.80 The analysis in the base appraisals (above) assumes that the 35% affordable housing is provided and the first 10% of the housing on site is as Intermediate Housing (i.e. 29% of the affordable housing) and the 25% balance of the affordable housing is as Affordable Rent (71% of the affordable. This is in line with the 2018 NPPF that sets out a requirement for low cost home ownership as part of the affordable housing mix:
- 12.81 Approximately, a 5% increase in the amount of intermediate housing, balanced with a 5% decrease in the Affordable Rent element, results in an increase in the Residual Value of about £100,000/ha. This is a significant difference, particularly where a site may be closer to the limits of viability.
- 12.82 Having taken into account the requirement for 10% of the housing to be available for affordable home ownership and the need for a range of housing, it is preferable (and in line with the PPG) to be clear as to the mix of housing required (including tenure) to be specified. It may be necessary for the Council to be flexible about the mix on sites where viability is challenged by the developer at the development management stage.

Developer Contributions

12.83 The above analysis considered the impact of affordable housing on development viability. The ability to bear developer contributions is considered.



12.84 The analysis shows that all the typologies and the four Strategic Sites can bear up to £40,000 per unit of developer contributions and most can bear more than this. It is important to note that this is a total developer contribution applied to all market and affordable units on a site and no differentiation is made as to whether the payments are under the s106 regime (or s278) or CIL.

Commuted Sums

- 12.85 The Council's preference is for affordable housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2018 NPPF.
- 12.86 Paragraph 62 of the 2018 NPPF is clear that off-site provision or financial contribution in lieu 'can be robustly justified'. On this basis, the above calculations provide a sound basis for determining a commuted sum figure. There are two alternatives open to the Council. The first is to work to a published 'standard commuted sum payment'. If the Council were to take this option, we would recommend a £140,000/unit payment per affordable unit not delivered on-site. 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 the Council prepares guidance setting out the amount of the payment, and to allow a simple review should viability change.
- 12.87 Alternatively, the Council may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date figure, but the disadvantage of a lack of clarity for developers. The methodology used is to assess the Open Market Value of the units that would be affordable units, and then deduct from that the amount that a housing association would pay for those units as affordable units the difference being the commuted sum.

Self and Custom Build

- 12.88 The Council is developing policy in this regard, and is considering seeking the inclusion of Self and Custom Build units within sites. On developments of 500 or more dwellings at least 5% of homes will be self-build or custom build.
- 12.89 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.
- 12.90 it is unlikely that the requirements for self-build plots will adversely impact on viability.

Older People's Housing

12.91 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. In all cases the Residual Value exceeds the EUV and the BLV by a substantial



margin indicating that specialist older peoples housing is able to bear the Council's full policy requirements including 35% affordable housing and CIL at £200/m².

Non-Residential Appraisals

- 12.92 We have run a set of development financial appraisals for the non-residential development types. 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 Values (Existing / Alternative Land Use 'plus').
- 12.93 When testing the non-residential development types, we have not run multiple sets of appraisals for different levels of policy requirement as the Council does not seek to impose layers of policy requirements on these types of development. The exception to this is in relation to the costs of delivering BREEAM Excellent. The additional costs are assumed to be in the middle of the range at 2%.
- 12.94 To a large extent, the above results are reflective of the current market in the Borough, and more widely. Whilst office development is not shown as viable it is coming forward on the ground. Similarly, industrial development is shown as being unviable.
- 12.95 These results are not just an issue within this Borough, this is reflective of the wider area as well and is 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), it tends to be from existing businesses for operational reasons rather than to make a return through property development.
- 12.96 Office and industrial/distribution development is challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability. It is notable that agents operating in the local market have reported that over the last 18 or so months, that there has been a change in sentiment and an improvement in the market.
- 12.97 Retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the town centres but there are limited remaining opportunities within the town centre beyond those being currently pursued. The Council wishes to see a broad range of retailing in the towns, and the Plan directs this towards the town centres.
- 12.98 The analysis included hotel use. This is shown to be viable on greenfield and on brownfield land.



Conclusions

- 12.99 The Brentwood Borough Council area has a vibrant and active property market. All types of residential and non-residential development are coming forward. In the current market, the analysis in this report shows that delivering affordable housing at 35% is achievable on the types of site identified in the emerging Plan. This report can conclude that the cumulative impact of the policies in the Plan will not put development at serious risk.
- 12.100 Whilst some 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) and hotel uses are unlikely to be able to bear additional developer contributions, however retail development is generally able to make significant contributions.
- 12.101 CIL is considered in Chapter 13 below.
- 12.102 There is some uncertainty around future changes to the CIL Regulations and around the impact of Brexit on the economy. It is important that the Council monitors these changes as they occur and if necessary, makes any required changes.
- 12.103 This opportunity is taken to again stress again that the results in themselves to do not determine policy.





13. Community Infrastructure Levy

13.1 As set out at the start of this report, part of the scope of this study is to further consider CIL. The Council Published a Preliminary Draft Charging Schedule (PDCS) in October 2016. This included the following rates of CIL:

| Table 13.1 Proposed Rates of CIL | | | | | | | |
|---|-----------------------|--|--|--|--|--|--|
| Development Type | Maximum Rate of CIL | | | | | | |
| Residential - Housing | £200 per square metre | | | | | | |
| All Non-residential uses (excepting Retail) | £0 per square metre | | | | | | |
| General Retail A1-A5 (excluding Food Supermarket) | £125 per square metre | | | | | | |
| Food Supermarket A1 | £200 per square metre | | | | | | |
| Source: Brentwood PDCS (October 2016) | | | | | | | |

- 13.2 These proposed rates of CIL are tested and have been incorporated into the base appraisals in the earlier chapters of this report.
- 13.3 If, following the consideration of this report, the Council decides to pursue CIL, it will be necessary to prepare a Draft Charging Schedule (DCS) and consult on this with the development industry and other interested parties. This process will include publishing the proposed rates, as well as the supporting evidence and rationale for any revisions to the PDCS. Following the consultation on the revised DCS, the Council will consider the consultation responses and then submit a Draft Charging Schedule for independent examination by the Planning Inspectorate (or other appropriate examiner).
- 13.4 The findings of this report do not determine the rates of CIL, but are one of a number of factors that the Council may consider when setting CIL. In setting CIL there are three main elements that need to be brought together:
 - a. Evidence of the infrastructure requirements
 - b. Viability evidence
 - c. The input of stakeholders.
- 13.5 Outside this report the Council has carried out a substantial amount of work looking at the infrastructure requirements of the area. In striking a balance between the different rates of CIL, the Council needs to consider a range of factors including those set out below.
- 13.6 Before considering these, it is timely to note that an important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.



Regulations and Guidance

13.7 CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

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

- 13.8 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL. The Council has taken into account the importance of the provision of infrastructure on the ability to meet its objectives through development and to deliver its Development Plan.
- 13.9 The test that will be applied to the proposed rates of CIL are set out in the updated CIL Guidance, putting greater emphasis on demonstrating how CIL will be used to deliver the infrastructure required to support the Plan.

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

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

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

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13.10 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. The viability evidence has considered the full range of the Council's policy requirements, including the need for infrastructure funding. The test is whether CIL threatens the Development Plan as a whole, rather than a specific site.

Differential Rates

13.11 CIL Regulation 13 gives the flexibility to charge variable rates by zone and development type, however there has been some uncertainty around the charging of differential rates. We recommend that the Council adopt the following definitions⁶³:

⁶³ As approved by Sarah Housden sitting as an Independent CIL Examiner, in her report following her examination of the South Lakeland District Council CIL Charging Schedule (20th March 2015).



Supermarkets are shopping destinations in their own right where weekly food shopping needs are met and which can also include non-food floorspace as part of the overall mix. The majority of custom at supermarkets arrives by car, using the large adjacent car parks provided.

Retail warehouses – are large stores specialising in the sale of comparison goods (such as carpets, furniture, and electrical goods) DIY items and other ranges of goods catering mainly for car borne customers.

Charging Zones and Strategic Sites

13.12 The advice in this report is based on the assumption that the large strategic sites infrastructure and mitigation costs will be as follows.

| Table 13.2 Key Sites Strategic Infrastructure and Mitigation Costs | | | | | | | | | |
|--|-------|---------|--------------|---------|--|--|--|--|--|
| | Units | Area ha | £ | £/unit | | | | | |
| Warley extension masterplan area | 473 | 11.29 | £7,919,559 | £16,743 | | | | | |
| Officers Meadows masterplan area | 825 | 38.74 | £18,073,121 | £21,907 | | | | | |
| West Horndon masterplan | 580 | 17.25 | £14,468,399 | £24,946 | | | | | |
| Dunton Hills Garden Village | 3,500 | 257.00 | £126,697,158 | £36,199 | | | | | |

Source: BBC (October 2018)

- 13.13 Should the final costs be significantly different to this amount it may be necessary to revisit this advice. (if they are lower then viability would be improved, but it is important to note if they are higher the sites may not be deliverable so may not be taken forward possibly making a separate CIL zone necessary).
- 13.14 We recommend that the Council continues to work with the sites' promoters to better understand the delivery of the Strategic Sites (this work is underway at the time of this report).

New Regulations and Guidance

13.15 This Viability Assessment has been prepared in line with the current (as at October 2018) CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance. As set out in Chapter 2 above, further changes are expected later this year, it will be necessary to keep these under review.

Infrastructure Delivery

13.16 Under the pre-April 2015 s106 regime, the delivery of site specific infrastructure largely fell to the developer of a site. If improvements to the infrastructure were required, then normally it was for the developer to procure and construct those items – albeit under the supervision of the relevant authority. The exception to this was in relation to education and public open space, where some councils had developed tariff systems for contributions to be made into a central 'pot' which was then spent across a general area. The use of s106 agreements to deliver infrastructure and mitigation measures is now limited through CIL Regulations 122 and 123.



- 13.17 The advantage of the earlier system was that, to a large extent, the developer had control of the process and could carry out (directly or indirectly) the works required to enable a scheme to come forward. By way of an example, these may be to provide a new roundabout and upgrade a stretch of road, and on a very big scheme, provide community buildings such as a school. Under s106, the developer carries much of the financial and development risk associated with the process⁶⁴.
- 13.18 If CIL is set at the upper limit of viability, it is likely that the delivery of these infrastructure items will fall to the Council. The Council will need to consider the practicalities of this. Does it want to take responsibility for delivering infrastructure that is currently delivered by developers under the s106 regime, and if so, how it will manage and fund it? If the Council does not have a mechanism in place (that may involve borrowing monies), the Development Plan could be put at risk as consented schemes may not be able to proceed.
- 13.19 As part of the plan-making process, the Council has made an assessment of the infrastructure required to support new development. An important part of striking the balance as to what level of CIL to charge, may be around the nature of infrastructure and how it is to be delivered.

Developers' Comments

13.20 Part of the process of preparing this report has been engagement with the development industry (as set out in **Appendix 1** and **Appendix 4**). In due course, the Council decides to proceed with CIL it will consult further at the DCS stage. It will be necessary to take the views of the industry into account.

Uncertain Market

13.21 Chapter 4 above includes a commentary on the property markets. It was noted that the current direction and state of the housing market has improved markedly over the last few years. The figure below shows that prices have seen a recovery since the bottom of the market in mid-2009, but the direction of the market is uncertain.

⁶⁴ It should be noted that there is some uncertainty around how the provision of infrastructure sits within the EU Procurement Rules and whether the provision of such items should be subject to competitive tendering. We recommend that the Council takes independent legal advice in this regard.





Source: Land Registry (August 2018)

- 13.22 Whilst the housing market has seen a recovery and there is considerable optimism in the residential and non-residential sectors, there remain a number of uncertainties around the UK's relationship with Europe and the wider world economies. It is therefore appropriate to take a cautious approach when setting CIL and ensure that the cumulative impact of policies does not result in a total policy burden that is close to the limits of viability.
- 13.23 Sensitivity testing has been carried out and is set out in the latter parts of Chapter 10 above. A reduction in house prices of 10% or an increase in build costs of 15% would result in a tightening of viability, however the Council can have confidence that CIL at the current adopted rates would not prejudice the Plan.

Neighbouring Authorities

13.24 The rates of CIL introduced by neighbouring local authorities provide interesting contextual information when the Council comes to set its rates of CIL (although each Council must draw on its own evidence base). A very high rate may be viable, however if a neighbouring authority has set a low rate, then the Development Plan could be put at risk as developers may prefer to develop in an area with a lower rate of CIL. Limited weight should be given to those not adopted.



Chelmsford

13.25 CIL was introduced from 1st June 2014 at the following rates⁶⁵:

| Type of Development | CIL Charge |
|---|----------------|
| Residential (Use Class C3 including sheltered or specialist housing) | £125 per sq m. |
| Retail – Convenience (Use Class A1 [food]) | £150 per sq m. |
| Retail – All other retail (Use Class A1 [non-food] and Use Classes A2-A5 and sui generis uses akin to non-food retail) | £87 per sq m. |
| All other uses (including Use Classes B, C1, C2, and D and any other sui generis uses) | £0 per sq m. |

Source: Chelmsford Adopted CIL Charging Schedule

- 13.26 These rates have now been increased through indexation as follows:
 - a. £164.39 per square metre for Residential C3
 - b. £197.27 per square metre for Retail A1
 - c. £114.42 per square metre for Retail other

Basildon

13.27 The Council has published Basildon Local Plan and CIL Viability Update Study, Final Report. Porter Planning Economics, February 2018. This recommended the following rates of CIL.

| Use/location | Rate per liable sqm |
|--|---------------------|
| Residential uses in Basildon Town | £50 |
| Residential uses in Wickford | £230 |
| Residential uses in Billericay | £350 |
| Retirement homes in Billericay | £100 |
| Extra-care homes in Billericay | £0 |
| Residential uses in Strategic site H12 East Basildon Borough | zero |
| Residential uses in Retirement and Extra-care homes outside Billericay | zero |
| Retail floorspace outside of defined town centres | £90 |
| All other forms of non-residential floorspace | zero |

 Table 7.1 Recommended CIL charges in Basildon Borough. Basildon Local Plan and CIL Viability Update Study,

 Final Report. Porter Planning Economics, February 2018

⁶⁵ https://www.chelmsford.gov.uk/planning-and-building-control/community-infrastructure-levy/



13.28 The Council has not consulted on a PDCS⁶⁶.

Thurrock

13.29 The Council has suspended the Community Infrastructure Levy that was under development between February 2011 and March 2015. A new Community Infrastructure Levy is now being developed alongside the New Local Plan for Thurrock⁶⁷.

Epping Forest

13.30 Epping Forest District Council is in the process of preparing a new Local Plan whilst at the same time considering the introduction of a Community Infrastructure Levy. The Council has not yet identified a preferred policy approach. At this stage there are no published rates⁶⁸.

S106 History

13.31 BBCI has a mechanism for collecting contributions under the s106 system. This evidence is presented outside of this report.

Costs of Infrastructure and Sources of Funding

- 13.32 BBC is well on in the process of establishing the requirement for infrastructure to support new development and the costs of providing this, however it has not been completed. The Council will consider the amounts of funding that may or may not be available from other sources. We understand that the Council has a funding gap, that is to say the cost of providing the infrastructure is more than the identified funding.
- 13.33 When a Council strikes the balance and sets the levels of CIL, the amount of funding required is a material consideration as it may be that the delivery of the Plan is threatened in the absence of CIL to pay for infrastructure. However, it should be stressed that CIL should be set with regard to the effect of CIL on development viability. There is no expectation that CIL should pay for all of the infrastructure requirements in an area. There are a range of other funding sources that are taken into account. The Council will need to consider the total amount of money that may be received through the consequence of development (from CIL, from s106 payments, and from the New Homes Bonus etc) when striking the balance as to its level of CIL.
- 13.34 Bearing in mind the requirements of the CIL Guidance, it is best practice that the 123 List is prepared and set out at the time of the Consultation on the PDCS. We recommend that the

⁶⁸ http://www.eppingforestdc.gov.uk/index.php/home/file-store/category/447-infrastructure



⁶⁶ http://www.basildon.gov.uk/planningpolicy

⁶⁷ https://www.thurrock.gov.uk/planning-obligations/community-infrastructure-levy

Council sets out those items of infrastructure that are vital to the delivery of the Development Plan in a draft 123 List, and consults stakeholders on its content.

13.35 When setting out the costs and other sources of funding, the Council will need to consider the amount that can be retained to cover the cost of administering CIL (5%) and the amount to be passed to the local neighbourhood (see below) under the localism provisions as these will substantially reduce the monies available.

| Parish Council and a Neighbourhood Plan | Parish Council but no Neighbourhood Plan |
|---|--|
| = 25% uncapped paid to Parish | = 15% capped at £100/dwelling paid to Parish |
| No Parish Council but a Neighbourhood Plan = 25% uncapped - Local Authority consults with community | No Parish Council and no Neighbourhood Plan = 15% capped at £100/dwelling - Local Authority consults with community |

Instalment Policy

13.36 The CIL Guidance sets out:

Regulation 70 (as amended by the 2012 and 2013 Regulations) provides for payment by instalment where an instalment policy is in place. Where no instalment policy is in place, payment is due in full at the end of 60 days after development commenced (see Regulation 7, and section 56(4) of the Town and Country Planning Act 1990, for the definition of 'commencement of development').

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- 13.37 If an Instalment Policy is not adopted, then payment is due on full at the end of 60 days after commencement. To require payment, particularly on large schemes in such a short time scale, could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the Council has an Instalment Policy. Not to do so could put the Development Plan at serious risk.
- 13.38 The analysis in this report assumes that an Instalments Policy is adopted.

Viability Evidence – Rates and Zones

- 13.39 In considering CIL in this report the assessment is based on the Council's planning policies as set out in the emerging Local Plan. This is an evolving document and a number of policy areas are yet to be finalised. As the Council continues through the plan-making process it will be necessary to ensure that the advice in relation to CIL remains appropriate, relative to the Council's wider policy requirements.
- 13.40 The viability analysis has been carried out in line with the requirements of the NPPF, CIL Regulations and PPG (which includes the CIL Guidance). This is a prescriptive process that is aiming to understand development viability in the plan-making / CIL-setting context in a



high-level way. It is a high-level process that does not look at the deliverability of individual sites or any particular developers' business model or methodology.

- 13.41 A range of development typologies (residential and non-residential) have been modelled and from this the effect of CIL is inferred. These modelled typologies are based on the sites that are anticipated to come forward under the new Local Plan.
- 13.42 This study uses the Residual Value methodology as set out in the Harman Guidance. This assesses the impact of introducing CIL in the context of meeting all the Council's other policy requirements. Using evidence of local house prices and non-residential values, local development costs and assumptions about the availability of development finance, developer's profits and the general characteristics of development in the Brentwood Borough Council area, an assessment is made of the amount by which land values may be depressed by CIL and whether that is sufficient to deter landowners from making their land available for development.
- 13.43 CIL may be set for different development types and by different areas although it is necessary to keep any charging schedule simple.

Evidence

- 13.44 We have drawn on the viability evidence set out in Chapters 10 and 11 above. This evidence has been prepared in line with the viability sections of the PPG, with the Harman Guidance and the RICS Guidance and having taken the comments of consultees into account. It is therefore an appropriate evidence base for the setting of CIL.
- 13.45 In this chapter, we have run further appraisals with a range of levels of CIL. It is important to note that in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL were charged on all units (market and affordable). In the following analysis the rates of CIL are only applied to the market housing and are calculated on a £/m² basis.

The Potential for CIL

- 13.46 In Chapter 3 above we set out the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).
- 13.47 The following tables show the additional profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan. The appraisals include the allowances for strategic infrastructure and mitigation, under



s106, as in the Base Appraisals in Chapter 10 above, (typologies at £2,500/unit and the Strategic Sites⁶⁹ as sper the IDP).

| Table 13.3 Additional Profit | | | | |
|------------------------------|-----------------------------|--------------|-------------|-------|
| | | | £ site | £/m² |
| Site 1 | Warley | Warley | 23,778,529 | 780 |
| Site 2 | Officers Meadows | Shenfield | 60,715,518 | 1,115 |
| Site 3 | West Horndon | W Hordon | 21,363,747 | 557 |
| Site 4 | Dunton Hills Garden Village | East Horndon | 134,657,644 | 510 |
| Site 5 | Large Green 200 | Urban Fringe | 21,226,054 | 1,608 |
| Site 6 | Medium Green 40 | Rural | 4,594,579 | 1,727 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | 4,159,343 | 1,564 |
| Site 8 | Medium Green 20 | Rural | 2,157,509 | 1,666 |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | 2,000,477 | 1,545 |
| Site 10 | Medium Green 12 | Rural | 1,512,874 | 1,773 |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | 1,373,533 | 1,610 |
| Site 12 | Large Brown 100 | Urban Area | 4,951,293 | 743 |
| Site 13 | Large Brown 100 HD | Urban Area | 6,374,464 | 1,144 |
| Site 14 | Large Brown 40 | Urban Area | 2,411,872 | 907 |
| Site 15 | Large Brown 40 HD | Urban Area | 2,653,636 | 1,172 |
| Site 16 | Medium Brown 20 | Urban Area | 1,207,857 | 901 |
| Site 17 | Medium Brown 20 HD | Urban Area | 1,344,436 | 1,209 |
| Site 18 | Medium Brown 12 | Urban Area | 851,737 | 1,022 |
| Site 19 | Medium Brown 12 HD | Urban Area | 830,526 | 1,215 |
| Site 20 | Small Green 9 | Generally | 1,825,756 | 1,953 |
| Site 21 | Small Green 4 | Generally | 743,786 | 1,859 |
| Site 22 | Small Brown 9 | Generally | 1,015,214 | 1,246 |
| Site 23 | Small Brown 9 HD | Generally | 1,038,509 | 1,566 |
| Site 24 | Small Brown 4 | Generally | 455,074 | 1,230 |
| Site 25 | Small Brown 4 HD | Generally | 417,809 | 1,712 |

Source: HDH (October 2018)

⁶⁹ Warley extension masterplan area, £7,919,559, Officers Meadows masterplan area, £18,073,121, West Horndon masterplan, £14,468,399, Dunton Hills Garden Village, £126,697,158


- 13.48 The additional profit varies considerably. When the additional profit is considered across the area, it can be seen that there is considerable capacity to bear CIL, however there is less capacity on some of the Strategic Sites.
- 13.49 CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2) In setting rates ...
- 13.50 Viability testing in the context of CIL is to assess the '*effects*' on development. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole (for England, see National Planning Policy Framework paragraph 173)

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13.51 The following appraisals incorporate CIL at a range of levels:



| 0000 | 1,200 | 2,418,602 | 1,289,544 | 1,816,848 | 666,362 | 2,268,976 | 3,064,308 | 2,766,977 | 2,543,525 | 2,676,568 | 3,706,419 | 3,353,825 | 2,018,934 | 3,563,421 | 2,448,932 | 3,855,019 | 2,481,968 | 4,239,764 | 2,907,334 | 4,345,843 r 100 000 | 020,201,6 4 707 932 | 4 101 725 | 6 791 136 | 4.515.714 | 9 098 163 | | | £400 | 1,961,190 | 1,068,186 | 1,444,015 | 538,610 | 1,960,526 | 2,657,581 2,360,250 | 2,000,200 | 2,204,070 | 3,223,282 | 2,870,688 | 1,692,672 | 2,978,867 | 2,052,843 | 3,216,386 | 2,072,183 | 3,533,827 | 2,435,240 | 3,622,198 | 4,492,818 | 4,117,592 | 3,482,206 | 5,849,593 | 3,/8/,628 |
|------------|-------|-----------|------------------|-------------|-----------------------------|-----------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|------------------------|--------------------------|--------------------------------|------------------------|------------------|---------------|------------------|---------------------------------|-----------|----------|-----------|------------------|-------------|-----------------------------|-----------------|---|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|---------------|---------------|---------------|------------------|---------------|
| 0100 | £180 | 2,464,314 | 1,311,680 | 1,854,131 | 679,137 | 2,299,821 | 3,104,980 | 2,807,649 | 2,577,469 | 2,716,171 | 3,754,733 | 3,402,138 | 2,051,560 | 3,621,877 | 2,488,541 | 3,918,883 | 2,522,946 | 4,310,357 | 2, 954, 543 | 4,418,208 | 5, 162, 940 4 766 966 | 4 163 677 | 6 885 290 | 4.588.523 | 9 219 009 | | | £380 | 2,007,200 | 1,090,322 | 1,481,298 | 551,385 | 1,991,371 | 2,698,253 | 2 220 024 | 2,230,021 | 3,271,596 | 2,919,002 | 1,725,298 | 3,037,322 | 2,092,452 | 3,280,249 | 2,113,161 | 3,604,420 | 2,482,449 | 3,694,562 | 4,553,738 | 4,176,626 | 3,544,158 | 5,943,748 | 3,860,437 |
| 2400 | £160 | 2,510,025 | 1,333,816 | 1,891,415 | 691,912 | 2,330,666 | 3, 145, 653 | 2,848,322 | 2,611,414 | 2,755,773 | 3,803,047 | 3,450,452 | 2,084,186 | 3,680,332 | 2,528,150 | 3,982,746 | 2,563,925 | 4,380,951 | 3,001,753 | 4,490,573 r 000 004 | 5,223,861 4 826 000 | 4 225 628 | 6 979 444 | 4.661.332 | 0 330 854 | | | £360 | 2,052,911 | 1,112,458 | 1,518,581 | 564,161 | 2,022,216 | 2,738,926 2 441 595 | 2 274 DEC | 2,2/1,300 2 350 750 | 3,319,910 | 2,967,315 | 1,757,925 | 3,095,778 | 2, 132, 061 | 3,344,112 | 2,154,140 | 3,675,014 | 2,529,659 | 3,766,927 | 4,614,658 | 4,235,660 | 3,606,110 | 6,037,902 | 3, 933, 245 |
| 0110 | £140 | 2,555,736 | 1,355,952 | 1,928,698 | 704,687 | 2,361,511 | 3,186,326 | 2,888,995 | 2,645,359 | 2,795,375 | 3,851,360 | 3,498,766 | 2,116,812 | 3,738,788 | 2,567,759 | 4,046,609 | 2,604,903 | 4,451,545 | 3,048,962 | 4,502,937 r 504 704 | 5,284,781 4 885 034 | 4 287 580 | 7 073 599 | 4.734.140 | 9 460 700 | | | £340 | 2,098,623 | 1,134,594 | 1,555,865 | 576,936 | 2,053,061 | 2,779,599 | 2 20E 010 | 2,303,310 | 3,368,224 | 3,015,629 | 1,790,551 | 3,154,233 | 2,171,670 | 3,407,976 | 2,195,118 | 3,745,608 | 2,576,868 | 3,839,291 | 4,675,578 | 4,294,694 | 3,668,062 | 6,132,056 | 4,006,054 |
| 0010 | £120 | 2,601,448 | 1,378,088 | 1,965,981 | 717,462 | 2,392,356 | 3,226,998 | 2,929,667 | 2,679,304 | 2,834,978 | 3,899,674 | 3,547,080 | 2,149,439 | 3,797,243 | 2,607,368 | 4,110,473 | 2,645,882 | 4,522,138 | 3,096,171 | 4,635,302 | 7 044 068 | 4 349 532 | 7 167 753 | 4 806 949 | 9 581 545 | 0 0 0 0 0 0 0 | | £320 | 2,144,334 | 1,156,729 | 1,593,148 | 589,711 | 2,083,906 | 2,820,271 | 2, 326, 340 | 2,333,033 | 3,416,537 | 3,063,943 | 1,823,177 | 3,212,688 | 2,211,279 | 3,471,839 | 2,236,097 | 3,816,202 | 2,624,078 | 3,911,656 | 4,736,499 | 4,353,728 | 3,730,014 | 6,226,210 | 4, U/8,863 |
| 0100 | 00L3 | 2,647,159 | 1,400,223 | 2,003,265 | 730,237 | 2,423,201 | 3,267,671 | 2,970,340 | 2,713,249 | 2,874,580 | 3,947,988 | 3,595,393 | 2,182,065 | 3,855,699 | 2,646,977 | 4,174,336 | 2,686,860 | 4,592,732 | 3, 143, 381 | 4, /U/,666 | 5,406,621 5,003,102 | 0,000,102 4 411 484 | 7 261 907 | 4 879 757 | 9 702 390 | 200100-10 | | £300 | 2,190,045 | 1,178,865 | 1,630,431 | 602,486 | 2,114,751 | 2,860,944 2 563 613 | 2,000,010 | 2,373,000 | 3,464,851 | 3,112,256 | 1,855,803 | 3,271,144 | 2,250,888 | 3,535,702 | 2,277,075 | 3,886,795 | 2,671,287 | 3,984,020 | 4,797,419 | 4,412,762 | 3,791,965 | 6,320,365 | 4, 151, 6/1 |
| 000 | 183 | 2,692,870 | 1,422,359 | 2,040,548 | 742,980 | 2,454,047 | 3,308,344 | 3,011,013 | 2,747,194 | 2,914,183 | 3,996,301 | 3,643,707 | 2,214,691 | 3,914,154 | 2,686,586 | 4,238,199 | 2,727,839 | 4,663,326 | 3,190,590 | 4,780,031 | 5,467,542 5,062,136 | 4 473 436 | 7 356 061 | 4.952.566 | 9 823 236 | 201 | | £280 | 2,235,757 | 1,201,001 | 1,667,715 | 615,261 | 2,145,596 | 2,901,617 2,604.286 | 2 407 74E | 2,401,143 2,518,150 | 3,513,165 | 3,160,570 | 1,888,429 | 3,329,599 | 2,290,496 | 3,599,566 | 2,318,054 | 3,957,389 | 2,718,496 | 4,056,385 | 4,858,339 | 4,471,796 | 3,853,917 | 6,414,519 | 4,224,480 |
| 000 | £6U | 2,738,582 | 1,444,495 | 2,077,831 | 755,575 | 2,484,892 | 3,349,016 | 3,051,685 | 2,781,139 | 2,953,785 | 4,044,615 | 3,692,021 | 2,247,317 | 3,972,609 | 2,726,195 | 4,302,063 | 2,768,817 | 4,733,920 | 3,237,799 | 4,852,395 | 5,528,462 5,121,170 | 4 535 388 | 7 450 216 | 5,025,375 | 9 944 081 | | | £260 | 2,281,468 | 1,223,137 | 1,704,998 | 628,036 | 2,176,441 | 2,942,289 2 644 959 | 2 444 600 | 2,441,030 2 557 761 | 3,561,478 | 3,208,884 | 1,921,055 | 3,388,055 | 2,330,105 | 3,663,429 | 2,359,032 | 4,027,983 | 2,765,706 | 4,128,750 | 4,919,259 | 4,530,830 | 3,915,869 | 6,508,673 | 4, 291, 288 |
| 010 | £40 | 2,784,293 | 1,466,631 | 2, 115, 115 | 768,169 | 2,515,737 | 3,389,689 | 3,092,358 | 2,815,084 | 2,993,387 | 4,092,929 | 3,740,334 | 2,279,943 | 4,031,065 | 2,765,804 | 4,365,926 | 2,809,796 | 4,804,513 | 3,285,009 | 4, 924, 760 r 500,000 | 5,589,382 5 180 204 | 4 597 340 | 7 544 370 | 5,098,183 | 10.064.926 | | | £240 | 2,327,179 | 1,245,273 | 1,742,281 | 640,811 | 2,207,286 | 2,982,962 2 685 631 | 2,000,001 | 2,4/3,033 | 3,609,792 | 3,257,197 | 1,953,682 | 3,446,510 | 2,369,714 | 3,727,293 | 2,400,011 | 4,098,576 | 2,812,915 | 4,201,114 | 4,980,180 | 4,589,864 | 3,977,821 | 6,602,827 | 4,3/0,09/ |
| 000 | 120 | 2,830,004 | 1,488,767 | 2,152,398 | 780,763 | 2,546,582 | 3,430,362 | 3,133,031 | 2,849,029 | 3,032,990 | 4,141,243 | 3,788,648 | 2,312,569 | 4,089,520 | 2,805,413 | 4,429,790 | 2,850,774 | 4,875,107 | 3,332,218 | 4,997,125 | 5,65U,3UZ | 4 659 292 | 7 638 524 | 5,170,992 | 10 185 772 | - | | £220 | 2,372,891 | 1,267,409 | 1,779,565 | 653,586 | 2,238,131 | 3,023,635 | 2 500 500 | 2,309,300 | 3,658,106 | 3,305,511 | 1,986,308 | 3,504,966 | 2,409,323 | 3,791,156 | 2,440,989 | 4,169,170 | 2,860,124 | 4,273,479 | 5,041,100 | 4,648,898 | 4,039,773 | 6,696,982 | 4,442,906 |
| Value | £0 | 2,875,716 | 1,510,902 | 2,189,681 | 793,357 | 2,577,427 | 3,471,035 | 3,173,704 | 2,882,973 | 3,072,592 | 4,189,556 | 3,836,962 | 2,345,196 | 4,147,976 | 2,845,022 | 4,493,653 | 2,891,753 | 4,945,701 | 3,3/9,428 F 000 400 | 5,069,489 | 5,711,223 5,708,272 | 4 721 243 | 7 732 678 | 5,243,801 | 10 306 617 | - | | | | | | | | | | | | | | | | | | | | | | | I | | |
| Land Value | | 1,440,000 | 480,000 | 1,440,000 | 570,000 | 480,000 | 480,000 | 480,000 | 480,000 | 480,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 1 440 000 | 1 440 000 | 1 440 000 | 1 440 000 | - - - | Benchmark | CIL #/m2 | 1,440,000 | 480,000 | 1,440,000 | 570,000 | 480,000 | 480,000 | 100,000 | 480,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 1,440,000 | 510,000 | 510,000 | 1,440,000 | 1,440,000 | 1,440,000 |
| Use Value | | 1,200,000 | 25,000 | 1,200,000 | 1 00,000 | 25,000 | 25,000 | 25,000 | 25,000 | 25,000 | 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 | 50,000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 |))))) | Existing | | 1,200,000 | 25,000 | 1,200,000 | 100,000 | 25,000 | 25,000 | 25,000 | 25,000 | 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 | 50,000 | 50,000 | 1,200,000 | 1,200,000 | 1,200,000 |
| | | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | 6.00.00 | | | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Kural I Irhan Fringe | | I Irhan Frinde | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally |
| | | Warley | Officers Meadows | West Homdon | Dunton Hills Garden Village | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | | | Small Green 9 Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD | | | | Warley | Officers Meadows | West Homdon | Dunton Hills Garden Village | Large Green 200 | Medium Green 40 Medium Green 40 Frince | Modium Cross 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD | Small Green 9 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 |
| | ŀ | ite 1 | ite 2 | ite 3 | ite 4 | ite 5 | ite 6 | ite 7 | ite 8 | site 9 | ite 10 | ite 11 | ite 12 | ite 13 | ite 14 | ite 15 | ite 16 | ite 17 | 16 18 | 19 19 | ite 20 | te 22 | te 23 | te 24 | te 25 | | | | te 1 | te 2 | te 3 | te 4 | te 5 | te 6 | 0 | | te 10 | te 11 | e 12 | te 13 | te 14 | te 15 | te 16 | te 17 | te 18 | te 19 | te 20 | te 21 | te 22 | te 23 | ILE 24 |

Source: HDH (October 2018)



13.52 When considering these results, it is necessary to have regard to the PPG. This refers to a 'buffer' (with added emphasis).

A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.

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- 13.53 Most sites have capacity to bear well over the current rate of £200/m². At this level the Residual Values for the modelled sites are well in excess (at least 40%) of the Benchmark Land Value, creating a significant buffer and demonstrating that CIL would not be set at the limits of viability.
- 13.54 The notable exceptions to this are the Strategic Sites at West Horndon and Dunton Hills. At West Horndon the buffer is 26% and Dunton Hills the buffer is 17%. To provide a buffer of 40% it would be necessary to reduce the rate of CIL at West Horndon to £40/m². At £20/m² Dunton Hills still has a buffer of about 35%.
- 13.55 There are no hard and fast rules as to what is or is not an adequate buffer. We would suggest 30% or so would be a sensible minimum buffer at this point in the economic cycle, bearing in mind factors such as Brexit.
- 13.56 On this basis a lower rate of CIL is recommended on the West Horndon Strategic Site of £40/m² and on the Dunton Hills Strategic Site of £20/m².
- 13.57 The CIL Regulations are clear that CIL rates can be defined by development type (based on the eventual use of the scheme) or area, and that the areas must be plotted on an Ordnance Survey map.
- 13.58 We take this opportunity to stress that if lower rates of CIL area applied to these sites that they are not being 'let off' contributing to the strategic infrastructure that is required to make the development acceptable. Rather, West Horndon masterplan (580 units) would be making a £24,946/unit contribution under the s106 regime and Dunton Hills Garden Village (3,500 units) would be making a £36,199/ unit contribution under the s106 regime.
- 13.59 As set out in Chapter 9 above, both the Warley Site and the West Horndon Site have significant existing buildings on them. At the time of this study the extent of these are not known. In due course, at the development management stage it will be necessary to consider Vacant Buildings Credit. The rules around Vacant Buildings Credit and the calculation of Net New Development are nuanced and need to be carefully considered at the time of the planning application. If they apply (and that will depend on the site-specific facts) the liability for affordable housing and / or CIL will be reduced. For the purpose of this study, ignoring the existing floor space and assuming that the offsetting of that space is a cautious approach. If the existing floor area at West Horndon is netted off the CIL liability it will be necessary to revisit this advice.



CIL as a proportion of Land Value and Gross Development Value

- 13.60 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.
- 13.61 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination⁷⁰. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL saying:

22. Thirdly the work done by the Councils to demonstrate what funds are likely to be available for CIL (Appendix 1 of the Note following Day 1) relies on the full 25% of the benchmark land value being available for the CIL "pot". While this may sometimes be the case it is unlikely that it will always apply. Even if some landowners may be prepared to accept less than 75% of the benchmark value, the 25% figure should be treated as a maximum and not an average. Using 25% to try to establish what the theoretical maximum amount in a CIL "pot" may be is reasonable, but when thinking about setting a CIL charge in the real world it would be prudent to treat it as a maximum that will only apply on some occasions in some circumstances.

13.62 It is important to note that a wide-ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so. The following tables show CIL, at a range of rates, as a percentage of the Residual Value.

⁷⁰ Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012



| | | | | | | | | | | | • | Га | b | le | 9 1 | 3 | .5 | 0 | | L | a | S | P | ər | C | en | ta | ag | je | 0 | f | R | es | sio | dι | ıa | 1 | Va | al | ue | Э | | | | | | | | | | | |
|------|--------|------------------|--------------|-------------------------------|-----------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|---------------|---------------|---------------|------------------|---------------|------------------|----|------|--------|------------------|--------------|-----------------------------|-----------------|-----------------|------------------------|-----------------|------------------------|-----------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|---------------|---------------|---------------|------------------|---------------|------------------|
| £200 | 22% | 22% | 24% | 31% | 15% | 14% | 15% | 14% | 15% | 13% | 15% | 17% | 17% | 17% | 17% | 17% | 17% | 17% | 17% | 12% | 13% | 15% | 14% | 16% | 13% | | £400 | 55% | 53% | 62% | 76% | 35% | 32% | 36% | 32% | 36% | 31% | 35% | 41% | 41% | 41% | 41% | 41% | 41% | 40% | 41% | 28% | 29% | 36% | 33% | 39% | 31% |
| £180 | 20% | 19% | 22% | 27% | 14% | 12% | 13% | 12% | 14% | 12% | 13% | 15% | 15% | 15% | 15% | 15% | 15% | 15% | 15% | 11% | 11% | 14% | 13% | 15% | 12% | | £380 | 51% | 49% | 57% | 71% | 33% | 30% | 33% | 30% | 33% | 29% | 32% | 39% | 39% | 38% | 38% | 38% | 38% | 37% | 38% | 26% | 27% | 34% | 31% | 36% | 29% |
| £160 | 17% | 17% | 19% | 24% | 12% | 11% | 12% | 11% | 12% | 10% | 12% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 13% | 10% | 10% | 12% | 11% | 13% | 10% | | £360 | 47% | 45% | 53% | 66% | 31% | 28% | 31% | 28% | 31% | 27% | 30% | 36% | 36% | 35% | 36% | 35% | 35% | 35% | 35% | 24% | 25% | 32% | 29% | 34% | 27% |
| £140 | 15% | 15% | 16% | 20% | 10% | %6 | 10% | %6 | 10% | %6 | 10% | 12% | 12% | 11% | 11% | 11% | 11% | 11% | 11% | 8% | %6 | 10% | %6 | 11% | %6 | | £340 | 44% | 42% | 49% | 61% | 29% | 26% | 29% | 26% | 29% | 25% | 28% | 33% | 33% | 33% | 33% | 33% | 33% | 32% | 33% | 23% | 24% | 29% | 27% | 31% | 25% |
| £120 | 12% | 12% | 14% | 17% | %6 | 8% | 9%6 | 8% | %6 | 8% | 8% | 10% | 10% | 10% | 10% | 10% | 10% | %6 | 10% | 7% | %2 | 9%6 | 8% | %6 | 8% | | £320 | 40% | 39% | 45% | 56% | 27% | 24% | 27% | 24% | 27% | 23% | 26% | 31% | 31% | 30% | 31% | 30% | 30% | 30% | 30% | 21% | 22% | 27% | 25% | 29% | 23% |
| £100 | 10% | 10% | 11% | 14% | 7% | %9 | 7% | 6% | 7% | %9 | 7% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 8% | 6% | %9 | 7% | 7% | 8% | 6% | | £300 | 37% | 36% | 41% | 51% | 25% | 22% | 25% | 22% | 25% | 22% | 24% | 28% | 28% | 28% | 28% | 28% | 28% | 27% | 28% | 19% | 20% | 25% | 23% | 27% | 22% |
| £80 | 8% | 8% | %6 | 11% | %9 | 5% | 6% | 5% | %9 | 5% | 5% | 6% | %9 | %9 | 6% | 6% | 6% | 6% | 6% | 5% | 5% | 6% | 5% | 6% | 5% | | £280 | 34% | 33% | 37% | 47% | 23% | 20% | 23% | 20% | 23% | 20% | 22% | 26% | 26% | 26% | 26% | 25% | 26% | 25% | 26% | 18% | 19% | 23% | 21% | 25% | 20% |
| £60 | 6% | 6% | 6% | 8% | 4% | 4% | 4% | 4% | 4% | 4% | 4% | 5% | 5% | 5% | 5% | 5% | 5% | 5% | 5% | 3% | 4% | 4% | 4% | 4% | 4% | | £260 | 31% | 30% | 34% | 43% | 21% | 19% | 21% | 19% | 21% | 18% | 20% | 24% | 24% | 23% | 23% | 23% | 23% | 23% | 23% | 16% | 17% | 21% | 19% | 22% | 18% |
| £40 | 4% | 4% | 4% | 5% | 3% | 2% | 3% | 2% | 3% | 2% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 3% | 2% | 2% | 3% | 3% | 3% | 2% | | £240 | 28% | 27% | 31% | 38% | 19% | 17% | 19% | 17% | 19% | 17% | 18% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 21% | 15% | 16% | 19% | 17% | 20% | 17% |
| £20 | 2% | 2% | 2% | 3% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 2% | 2% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | 1% | | £220 | 25% | 24% | 27% | 35% | 17% | 15% | 17% | 15% | 17% | 15% | 17% | 19% | 19% | 19% | 19% | 19% | 19% | 19% | 19% | 14% | 14% | 17% | 16% | 18% | 15% |
| 69 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | %0 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | Generally | | | Warley | Shenfield | W Hordon | East Horndon | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Rural | Urban Fringe | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Urban Area | Generally | Generally | Generally | Generally | Generally | Generally |
| | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Village I | Larde Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Larde Brown 100 HD | Larde Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD | Small Green 9 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD | | | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Village | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 | Medium Green 20 Fringe | Medium Green 12 | Medium Green 12 Fringe | Large Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD | Small Green 9 | Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD |
| | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 |

13.63 Above it was concluded that most sites were viable at rates of CIL well in excess of £200/m². CIL at above £200/m² would however have a notable impact on land prices with values potentially falling by a little under 20%. The analysis in the table above suggests a maximum



Source: HDH (October 2018)

rate of £260/m² or so may be appropriate on the typologies, although this would be too high on all the Strategic sites. Based on this analysis the maximum rate on the Warley, Officers Meadows and West Horndon sites would be £200/m² and at Dunton Hills the maximum would be £160/m².

13.64 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the competitive return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.



| | | | | | | | | | | | | | | | Ta | ak | ble | Э ' | 13 | 8.6 | 5 (| CI | IL | а | S | Ρ | eı | rc | e | nt | a | ge | e (| of | G | D | V | | | | | | | | | | | | | | | |
|------|--------|------------------|--------------|-------------------------------|-----------------|-----------------|------------------------|-------------------|------------------------|-------------------|------------------------|-----------------|--------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|-------------------|---------------|---------------|------------------|-----------------|------------------|---|------|--------|------------------|--------------|-------------------------------|-----------------|-------------------|------------------------|-------------------|------------------------|-------------------|------------------------|-----------------|----------------------|----------------|-------------------|-----------------|--------------------|-----------------|--------------------|-------------------|---------------|---------------|------------------|---------------|------------------|
| £200 | 3.67% | 3.53% | 3.60% | 3.47% | 3.54% | 3.48% | 3.62% | 3.44% | 3.57% | 3.51% | 3.65% | 3.60% | 3.49% | 3.60% | 3.52% | 3.60% | 3.49% | 3.63% | 3.54% | 4.00% | 4.00% | 4.30% | 3.91% | 4.30% | 3.48% | | £400 | 7.34% | 7.06% | 7.21% | 6.93% | 7.08% | 6.96% | 7.23% | 6.88% | 7.15% | 7.02% | 7.29% | 7.20% | 6.98% | 7.20% | 7.04% | 7.19% | 6.97% | 7.27% | 7.09% | 8.00% | 8.00% | 8.60% | 7.81% | 8.60% | 6.96% |
| £180 | 3.30% | 3.18% | 3.24% | 3.12% | 3.18% | 3.13% | 3.25% | 3.10% | 3.22% | 3.16% | 3.28% | 3.24% | 3.14% | 3.24% | 3.17% | 3.24% | 3.14% | 3.27% | 3.19% | 3.60% | 3.60% | 3.87% | 3.52% | 3.87% | 3.13% | | £380 | 6.97% | 6.71% | 6.85% | 6.58% | 6.72% | 6.61% | 6.87% | 6.54% | 6.79% | 6.67% | 6.93% | 6.84% | 6.63% | 6.84% | 6.68% | 6.83% | 6.62% | 6.91% | 6.73% | 7.60% | 7.60% | 8.17% | 7.42% | 8.17% | 6.61% |
| £160 | 2.94% | 2.83% | 2.88% | 2.77% | 2.83% | 2.78% | 2.89% | 2.75% | 2.86% | 2.81% | 2.92% | 2.88% | 2.79% | 2.88% | 2.81% | 2.88% | 2.79% | 2.91% | 2.84% | 3.20% | 3.20% | 3.44% | 3.13% | 3.44% | 2.78% | | £360 | 6.60% | 6.36% | 6.49% | 6.24% | 6.37% | 6.26% | 6.51% | 6.20% | 6.43% | 6.32% | 6.56% | 6.48% | 6.28% | 6.48% | 6.33% | 6.47% | 6.27% | 6.54% | 6.38% | 7.20% | 7.20% | 7.74% | 7.03% | 7.74% | 6.26% |
| £140 | 2.57% | 2.47% | 2.52% | 2.43% | 2.48% | 2.44% | 2.53% | 2.41% | 2.50% | 2.46% | 2.55% | 2.52% | 2.44% | 2.52% | 2.46% | 2.52% | 2.44% | 2.54% | 2.48% | 2.80% | 2.80% | 3.01% | 2.73% | 3.01% | 2.43% | | £340 | 6.24% | 6.01% | 6.12% | 5.89% | 6.01% | 5.92% | 6.15% | 5.85% | 6.08% | 5.97% | 6.20% | 6.12% | 5.93% | 6.12% | 5.98% | 6.11% | 5.93% | 6.18% | 6.03% | 6.80% | 6.80% | 7.31% | 6.64% | 7.31% | 5.91% |
| £120 | 2.20% | 2.12% | 2.16% | 2.08% | 2.12% | 2.09% | 2.17% | 2.07% | 2.14% | 2.11% | 2.19% | 2.16% | 2.09% | 2.16% | 2.11% | 2.16% | 2.09% | 2.18% | 2.13% | 2.40% | 2.40% | 2.58% | 2.34% | 2.58% | 2.09% | | £320 | 5.87% | 5.65% | 5.76% | 5.54% | 5.66% | 5.57% | 5.78% | 5.51% | 5.72% | 5.62% | 5.84% | 5.76% | 5.58% | 5.76% | 5.63% | 5.75% | 5.58% | 5.81% | 5.67% | 6.40% | 6.40% | 6.88% | 6.25% | 6.88% | 5.57% |
| £100 | 1.83% | 1.77% | 1.80% | 1.73% | 1.77% | 1.74% | 1.81% | 1.72% | 1.79% | 1.76% | 1.82% | 1.80% | 1.74% | 1.80% | 1.76% | 1.80% | 1.74% | 1.82% | 1.77% | 2.00% | 2.00% | 2.15% | 1.95% | 2.15% | 1.74% | | £300 | 5.50% | 5.30% | 5.40% | 5.20% | 5.31% | 5.22% | 5.42% | 5.16% | 5.36% | 5.27% | 5.47% | 5.40% | 5.23% | 5.40% | 5.28% | 5.39% | 5.23% | 5.45% | 5.32% | 6.00% | 6.00% | 6.45% | 5.86% | 6.45% | 5.22% |
| £80 | 1.47% | 1.41% | 1.44% | 1.39% | 1.42% | 1.39% | 1.45% | 1.38% | 1.43% | 1.40% | 1.46% | 1.44% | 1.40% | 1.44% | 1.41% | 1.44% | 1.39% | 1.45% | 1.42% | 1.60% | 1.60% | 1.72% | 1.56% | 1.72% | 1.39% | | £280 | 5.14% | 4.95% | 5.04% | 4.85% | 4.95% | 4.87% | 5.06% | 4.82% | 5.00% | 4.91% | 5.11% | 5.04% | 4.88% | 5.04% | 4.93% | 5.03% | 4.88% | 5.09% | 4.96% | 5.60% | 5.60% | 6.02% | 5.47% | 6.02% | 4.87% |
| £60 | 1.10% | 1.06% | 1.08% | 1.04% | 1.06% | 1.04% | 1.08% | 1.03% | 1.07% | 1.05% | 1.09% | 1.08% | 1.05% | 1.08% | 1.06% | 1.08% | 1.05% | 1.09% | 1.06% | 1.20% | 1.20% | 1.29% | 1.17% | 1.29% | 1.04% | | £260 | 4.77% | 4.59% | 4.68% | 4.50% | 4.60% | 4.52% | 4.70% | 4.47% | 4.65% | 4.56% | 4.74% | 4.68% | 4.53% | 4.68% | 4.57% | 4.67% | 4.53% | 4.72% | 4.61% | 5.20% | 5.20% | 5.59% | 5.08% | 5.59% | 4.52% |
| £40 | 0.73% | 0.71% | 0.72% | 0.69% | 0.71% | 0.70% | 0.72% | 0.69% | 0.71% | 0.70% | 0.73% | 0.72% | 0.70% | 0.72% | 0.70% | 0.72% | 0.70% | 0.73% | 0.71% | 0.80% | 0.80% | 0.86% | 0.78% | 0.86% | 0.70% | | £240 | 4.40% | 4.24% | 4.32% | 4.16% | 4.25% | 4.18% | 4.34% | 4.13% | 4.29% | 4.21% | 4.38% | 4.32% | 4.19% | 4.32% | 4.22% | 4.31% | 4.18% | 4.36% | 4.25% | 4.80% | 4.80% | 5.16% | 4.69% | 5.16% | 4.17% |
| £20 | 0.37% | 0.35% | 0.36% | 0.35% | 0.35% | 0.35% | 0.36% | 0.34% | 0.36% | 0.35% | 0.36% | 0.36% | 0.35% | 0.36% | 0.35% | 0.36% | 0.35% | 0.36% | 0.35% | 0.40% | 0.40% | 0.43% | 0.39% | 0.43% | 0.35% | | £220 | 4.04% | 3.89% | 3.96% | 3.81% | 3.89% | 3.83% | 3.98% | 3.79% | 3.93% | 3.86% | 4.01% | 3.96% | 3.84% | 3.96% | 3.87% | 3.95% | 3.83% | 4.00% | 3.90% | 4.40% | 4.40% | 4.73% | 4.30% | 4.73% | 3.83% |
| £0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | | | | | | | | | | | I | | | | | | | | | | | | | | | |
| | Varley | shenfield | V Hordon | ast Horndon | Jrban Fringe | tural | Jrban Fringe | tural | Jrban Fringe | tural | Jrban Fringe | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Senerally | Senerally | Senerally | Senerally | Generally | Senerally | | | Varley | Shenfield | V Hordon | ast Horndon | Jrban Fringe | tural | Jrban Fringe | tural | Jrban Fringe | Rural | Jrban Fringe | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Jrban Area | Senerally | Senerally | Senerally | Senerally | Senerally | Senerally |
| | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Village E | Large Green 200 | Medium Green 40 | Medium Green 40 Fringe | Medium Green 20 F | Medium Green 20 Fringe | Medium Green 12 F | Medium Green 12 Fringe | Larde Brown 100 | Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD |) Small Green 9 (| Small Green 4 | Small Brown 9 | Small Brown 9 HD | 1 Small Brown 4 | Small Brown 4 HD | | | Warley | Officers Meadows | West Horndon | Dunton Hills Garden Village E | Large Green 200 | Medium Green 40 F | Medium Green 40 Fringe | Medium Green 20 F | Medium Green 20 Fringe | Medium Green 12 F | Medium Green 12 Fringe | Large Brown 100 | I Large Brown 100 HD | Large Brown 40 | Large Brown 40 HD | Medium Brown 20 | Medium Brown 20 HD | Medium Brown 12 | Medium Brown 12 HD |) Small Green 9 (| Small Green 4 | Small Brown 9 | Small Brown 9 HD | Small Brown 4 | Small Brown 4 HD |
| | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 | | | Site 1 | Site 2 | Site 3 | Site 4 | Site 5 | Site 6 | Site 7 | Site 8 | Site 9 | Site 10 | Site 11 | Site 12 | Site 13 | Site 14 | Site 15 | Site 16 | Site 17 | Site 18 | Site 19 | Site 20 | Site 21 | Site 22 | Site 23 | Site 24 | Site 25 |

Source: HDH (October 2018)

13.65 This analysis shows that CIL at its current rates would be less than 4% or so of the Gross Development Value. On this basis the Council can have further confidence that development would not be put at risk.



Older People's Housing

13.66 As well as mainstream housing, we have considered the retirement sectors separately. We have run simple appraisals based on the assumptions set out in the earlier sections of this report. In the following analysis we have shown the impact of CIL:



| | | Т | a | b | le | 1: | 3. | 7 (| 01 | d | er | F | Pe | 0 | p | le' | S | Η | οι | JS | in | g, | ŀ | ٩ | pr | ai | S | al | R | es | su | lt | S | | | |
|-------------|-------------|---------------------|---------------------|--|----------------|----|-------------|-----------|--------------|--------|------|--------------------------|--------------------|--------------------|----------------|-------------|-------------|---|-------------|--------|-------------------|--------------------|--------------------|----------------|--------------|------------|---|-------------|------------|-------------------|--------------------|--------------------|----------------|-------------|-----------|--|
| /030 | 35% | <u>1 827 220</u> | 4,037,330 | 480,000 | 9,674,661 | | 4.7% | 14.7% | | 35% | 380 | 3,510,190 | 1,200,000 | 1,440,000 | 7,020,380 | 4 70% | 20.2% | | | 35% | 380 5,546,988 | 25,000 | 480,000 | 11,093,976 | 4.2% | 19.0% | | | 35% | 3,878,470 | 1,200,000 | 1,440,000 | 7,756,940 | 4.3% | 27.1% | |
| /020 | %GE | 300 | 4,003,302 | 480,000 | 9,766,603 | | 4.5% | 13.8% | | 35% | 360 | 3,556,161 | 1,200,000 | 1,440,000 | 7,112,323 | 4 5% | 18.9% | | | 35% | 360 5,615,106 | 25,000 | 480,000 | 1,230,211 | 4.0% | 17.8% | | | 35% | 3,946,587 | 1,200,000 | 1,440,000 | 7,893,175 | 4.0% | 25.3% | |
| /03C | 35% | 040 VHO | 4,323,213 | 480,000 | 9,858,546 | | 4.2% | 12.9% | | 35% | 340 | 3,602,133 | 1,200,000 | 1,440,000 | 7,204,265 | 4 2º/ | 17.6% | | | 35% | 340 5,683,223 | 25,000 | 480,000 | 1,366,446 | 3.7% | 16.6% | | | 35% | 4,014,705 | 1,200,000 | 1,440,000 | 8,029,410 | 3.8% | 23.5% | |
|)92C | %Q2 | 32U 4 07E 344 | 4,9/3,244 | 480,000 | 9,950,488 | | 4.0% | 12.0% | | 35% | 320 | 3,648,104 | 1,200,000 | 1,440,000 | 7,296,208 | 4 0% | 16.4% | | | 35% | 320 5,751,340 | 25,000 | 480,000 | 1,502,681 1 | 3.5% | 15.4% | | | 35% | 4,082,822 | 1,200,000 | 1,440,000 | 8,165,645 | 3.6% | 21.7% | |
|)01C | %Q2 | 300 | 000 20 | 480,000 | 0,042,431 | | 3.7% | 11.2% | | 35% | 300 | 3,694,075 | 1,200,000 | 1,440,000 | 7,388,150 | 3 70/ | 15.2% | | | 35% | 300 5,819,458 | 25,000 | 480,000 | 1,638,916 1 | 3.3% | 14.3% | | | 35% | 4,150,940 | 1,200,000 | 1,440,000 | 8,301,879 | 3.4% | 20.0% | |
| 1030 | %GE | 280 | 000,101 | 480,000 | 0,134,373 1 | | 3.5% | 10.3% | | 35% | 280 | 3,740,046 | 1,200,000 | 1,440,000 | 7,480,093 | 3 5% | 14.0% | | | 35% | 280 | 25,000 | 480,000 | 1,775,150 1 | 3.1% | 13.2% | | | 35% | 4,219,057 | 1,200,000 | 1,440,000 | 3,438,114 | 3.1% | 18.4% | |
|)5E0/ | 35% | 200 | 0113,130 | 480 000 | 0,226,316 1 | | 3.2% | 9.5% | | 35% | 260 | 3,786,018 | 1,200,000 | ,440,000 | 7,572,035 | 3 2% | 12.8% | | | 35% | 260 5,955,693 | 25,000 | 480,000 | 1,911,385 1 | 2.9% | 12.1% | | | 35% 260 | 4,287,174 | ,200,000 | ,440,000 | 3,574,349 | 2.9% | 16.8% | |
| 030 | %G£ | 240 | 000 JE | 480,000 | ,318,258 10 | | 3.0% | 8.7% | | 35% | 240 | 3,831,989 | ,200,000 | ,440,000 | ,663,978 | 3 00% | 11.7% | | | 35% | 240 3,023,810 | 25,000 | 480,000 | 2,047,620 1 | 2.6% | 11.0% | | | 35% | 1,355,292 | ,200,000 | ,440,000 | 3,710,584 8 | 2.7% | 15.3% | |
|)01C | %65 | 220 | | 480 000 | ,410,201 10 | | 2.7% | 7.9% | | 35% | 220 | 3,877,960 | ,200,000 | ,440,000 | ,755,920 7 | 2 7º/2 | 10.6% | | | 35% | 220 3,091,927 | 25,000 | 480,000 | 2,183,855 12 | 2.4% | 10.0% | | | 35% | 1,423,409 4 | 1,200,000 | ,440,000 | ,846,819 8 | 2.5% | 13.8% | |
| /030 | %G£ | 200 | 2 7/1/1/2 | 480,000 | ,502,143 10 | | 2.5% | 7.1% | | 35% | 200 | ,923,931 3 | ,200,000 1 | ,440,000 | ,847,863 7 | 2 E% | 9.5% | | | 35% | 200 3,160,045 | 25,000 | 480,000 | ,320,090 12 | 2.2% | 9.0% | | | 35% | ,491,527 4 | ,200,000 1 | ,440,000 | ,983,053 8 | 2.2% | 12.3% | |
|)92C | %Q? | 180 | 231,043 3 | 480,000 | ,594,086 10 | | 2.2% | 6.4% | | 35% | 180 | ,969,903 3 | ,200,000 1 | ,440,000 1 | ,939,805 7 | 106 6 | 8.5% | | | 35% | 180 228,162 6 | 25,000 | 480,000 | ,456,324 12 | 2.0% | 8.0% | | | 35% 180 | ,559,644 4 | ,200,000 1 | ,440,000 | ,119,288 8 | 2.0% | 10.9% | |
| /836 | 30% 1001 | 100 CFC | 043,014 3 | 480 000 | 686,028 10 | | 2.0% | 5.6% | | 35% | 160 | 015,874 3 | 200,000 1 | 440,000 1 | 031,748 7 | 2 0% | 7.4% | | | 35% | 160 296,280 6 | 25,000 | 480,000 | 592,559 12 | 1.8% | 7.0% | | | 35% 160 | 627,761 4 | 200,000 1 | 440,000 1 | 255,523 9 | 1.8% | 9.6% | |
| ,03C | 35% 011 | 140 | 300,303 3 | 480,000 | 777,971 10 | | 1.7% | 4.9% | | 35% | 140 | 061,845 4 | 200,000 1 | 440,000 1 | 123,690 8 | 1 7% | 6.4% | | | 35% | 140 364,397 6 | 25,000 | 480,000 | 728,794 12 | 1.5% | 6.1% | | | 35% 140 | 695,879 4 | 200,000 1 | 440,000 1 | 391,758 9 | 1.6% | 8.3% | |
| /030 | %00 | 120 424 057 5 | 434,937 3 | 480.000 | 869,913 10, | | 1.5% | 4.1% | | 35% | 120 | 107,816 4, | 200,000 1, | 440,000 1, | 215,633 8, | 1 50% | 5.5% | | | 35% | 120 432,514 6, | 25,000 | 480,000 | 865,029 12, | 1.3% | 5.2% | | | 35% | 763,996 4, | 200,000 1, | 440,000 1, | 527,993 9, | 1.3% | 7.0% | |
| /020 | %007 | | 400,320 3, | 480.000 | 961,856 10, | | 1.2% | 3.4% | | 35% | 100 | 153,788 4, | 200,000 1, | 440,000 1, | 307,575 8, | 1 20% | 4.5% | | | 35% | 100 500,632 6, | 25,000 | 480,000 | 001,264 12, | 1.1% | 4.3% | | | 35% | 832,114 4, | 200,000 1, | 440,000 1, | 664,227 9, | 1.1% | 5.7% | |
| /030 | %G£ | 80 52 | 220,033 3, | 25,000 480,000 | 053,798 10, | | 1.0% | 2.7% | | 35% | 80 | 199,759 4, | 200,000 1, | 440,000 1, | 399,518 8, | 1 0% | 3.6% | | | 35% | 80 568,749 6, | 25,000 | 480,000 | 137,498 13, | 0.9% | 3.4% | | | 35% | 900,231 4, | 200,000 1, | 440,000 1, | 800,462 9, | 0.9% | 4.5% | |
| /830 | %C£ | 00 20 | 012,010 0,0 | 480 000 | 145,741 11, | | 0.7% | 2.0% | | 35% | 60 | 245,730 4, | 200,000 1, | 440,000 1, | 491,460 8, | % U | 2.6% | | | 35% | 60 536,867 6, | 25,000 | 480,000 | 273,733 13, | 0.7% | 2.5% | | | 35% | 968,348 4, | 200,000 1, | 440,000 1, | 936,697 9, | 0.7% | 3.3% | |
| ,83C | %Q2 | 40 410 240 2 | 010,042 0, | 25,000 480,000 | 237,683 11, | | 0.5% | 1.3% | | 35% | 40 | 291,701 4, | 200,000 1, | 440,000 1, | 583,403 8, | 0 5% | 1.7% | | | 35% | 40 704,984 6, | 25,000 | 480,000 | 409,968 13, | 0.4% | 1.7% | | | 35% | 036,466 4, | 200,000 1, | 440,000 1, | 072,932 9, | 0.4% | 2.2% | |
| 1010 | 30% 00 | 2012 | 004,013 3, | 25,000 180,000 | 329,626 11, | | 0.2% | 0.7% | | 35% | 20 | 337,673 4, | 200,000 1, | 440,000 1, | 675,345 8, | /0 U | 0.9% | | | 35% | 20 773,101 6. | 25,000 | 480,000 | 546,203 13, | 0.2% | 0.8% | | | 35% | 104,583 5, | 200,000 1, | 440,000 1, | 209,167 10, | 0.2% | 1.1% | |
| 1030 | 35% | 740 704 E | 7E 000 | 180 000 | 121,568 11, | | 0.0% | 0.0% | | 35% | 0 | 383,644 4, | 200,000 1, | 440,000 1, | 767,288 8, | 70 U% | 0.0% | | | 35% | 0 341,219 6, | 25,000 | 480,000 | 682,438 13, | 0.0% | 0.0% | | | 35% | 172,701 5, | 200,000 1, | 440,000 1, | 345,401 10, | 0.0% | 0.0% | |
| | () | z/mz | olte o, | ±/na | £/ha 11,4 | | | | | | £/m2 | Site 4, | £/ha 1, | £/ha 1,- | £/ha 8, | | | | | | £/m2 Site 6,4 | £/ha | £/ha | £/ha 13, | | | | | 6/m2 | Site 5, | £/ha 1,: | £/ha 1, | £/ha 10, | | | |
| reen | ABLE % | CL P | 5 | g | 3 | | | | rown | ABLE % | CIL | th | | en | | | | | reen | ABLE % | th CIL | | en | | | | _ | rown | ABLE % | ÷ | | e | | | Н | |
| Sheltered G | AFFORD | Posidinal Land More | Fristing Ins Vision | EXISTING USE Value Renchmark I and Vali | Residual Value | | CIL as% GDV | CIL as%RV | Sheltered Bi | AFFORD | | Residual Land Wor | Existing Use Value | Benchmark Land Val | Residual Value | CII ac% GDV | CIL as % RV | | Extracare G | AFFORD | Residual Land Wor | Existing Use Value | Benchmark Land Val | Residual Value | CIL as % GDV | CIL as %RV | | Extracare B | AFFORD | Residual Land Wor | Existing Use Value | Benchmark Land Val | Residual Value | CIL as% GDV | CIL as%RV | |

Source: HDH (October 2018)



13.67 Sheltered housing and Extracare housing is viable in the study area, and has a capacity to bear CIL at the same rate as other residential development.

Non-Residential Development

13.68 In Chapter 11 above, it was concluded the retail and hotel uses has potential to bear CIL but the other non-residential and employment uses did not. The Additional Profit calculation is set out below.



| | Ta | ble 13. | 8a No | n-Res | identia | al Use | s - App | oraisa | l Resu | lts | | |
|---------------------|----------------|-------------------|---------------|------------|------------|------------|------------|----------------|------------|---------------|---------------|------------|
| Shops - Central | | Greenfield | | | | | | | | | | |
| CIL | £/m2 | 125 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 330,023 | 354,990 | 351,282 | 347,574 | 343,800 | 340,158 | 336,450 | 332,742 | 329,034 | 325,326 | 321,618 |
| Existing Use Value | £/ha | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Viability Threshold | £/ha | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 |
| Residual value | £/na | 17,894,583 | 18,932,823 | 18,735,063 | 18,537,303 | 18,339,543 | 18,141,783 | 17,944,023 | 17,746,263 | 17,548,503 | 17,350,743 | 17,152,983 |
| Additional Profit | Site | 328,511 | 347,978 | 344,270 | 340,562 | 336,854 | 333,146 | 329,438 | 325,730 | 322,022 | 318,314 | 314,606 |
| | £/m2 | 2,190 | 2,320 | 2,295 | 2,270 | 2,246 | 2,221 | 2,196 | 2,172 | 2,147 | 2,122 | 2,097 |
| CIL as % | Residual Value | 5.6% | 0.8% | 1.7% | 2.6% | 3.5% | 4.4% | 5.3% | 6.3% | 7.3% | 8.3% | 9.3% |
| | GDV | 2.7% | 0.4% | 0.9% | 1.3% | 1.7% | 2.2% | 2.6% | 3.0% | 3.5% | 3.9% | 4.3% |
| Shana Othar | | Creenfield | | | | | | | | | | |
| CIL | £/m2 | 125 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 67,752 | 87,219 | 83,511 | 79,803 | 76,095 | 72,387 | 68,679 | 64,971 | 61,263 | 57,555 | 53,847 |
| Existing Lice Value | £/ba | 20,000 | 20,000 | 20.000 | 20.000 | 20.000 | 20.000 | 20.000 | 20.000 | 20.000 | 20.000 | 20.000 |
| Viability Threshold | £/ha | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374.000 | 374,000 |
| Residual Value | £/ha | 3,613,423 | 4,651,663 | 4,453,903 | 4,256,143 | 4,058,383 | 3,860,623 | 3,662,863 | 3,465,103 | 3,267,343 | 3,069,583 | 2,871,823 |
| Additional Draft | Site | 60 720 | 80.000 | 76 409 | 70 700 | 60.092 | CE 274 | 64 666 | E7.059 | E4 2E0 | E0 E40 | 46.924 |
| Additional Profit | £/m2 | 405 | 60,206 535 | 76,498 | 485 | 461 | 436 | 411 | 386 | 54,250 362 | 50,542 337 | 40,834 |
| | | | | 0.0 | | | | | | | | |
| CIL as % | Residual Value | 27.7% | 3.4% | 7.2% | 11.3% | 15.8% | 20.7% | 26.2% | 32.3% | 39.2% | 46.9% | 55.7% |
| | GDV | 4.6% | 0.7% | 1.5% | 2.2% | 3.0% | 3.7% | 4.4% | 5.2% | 5.9% | 6.7% | 7.4% |
| Supermarkets | | Greenfield | | | | | | | | | | |
| | £/m2 | 200 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 6,542,659 | 7,432,579 | 7,333,699 | 7,234,819 | 7,135,939 | 7,037,059 | 6,938,179 | 6,839,299 | 6,740,419 | 6,641,539 | 6,542,659 |
| Existing Use Value | £/ha | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Viability Threshold | £/ha | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 |
| Residual Value | £/na | 4,906,994 | 5,574,434 | 5,500,274 | 5,426,114 | 5,351,954 | 5,277,794 | 5,203,634 | 5,129,474 | 5,055,314 | 4,981,154 | 4,906,994 |
| Additional Profit | Site | 6,043,992 | 6,933,912 | 6,835,032 | 6,736,152 | 6,637,272 | 6,538,392 | 6,439,512 | 6,340,632 | 6,241,752 | 6,142,872 | 6,043,992 |
| | £/m2 | 1,511 | 1,733 | 1,709 | 1,684 | 1,659 | 1,635 | 1,610 | 1,585 | 1,560 | 1,536 | 1,511 |
| CII. as % | Residual Value | 12.2% | 1 1% | 2.2% | 3.3% | 4.5% | 5.7% | 6.9% | 8.2% | 9.5% | 10.8% | 12.2% |
| | GDV | 4.4% | 0.4% | 0.9% | 1.3% | 1.8% | 2.2% | 2.7% | 3.1% | 3.6% | 4.0% | 4.4% |
| | l | | | | | | | | | | | |
| Smaller Supermark | f/m2 | Greenfield 200 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 916,836 | 1,183,812 | 1,154,148 | 1,124,484 | 1,094,820 | 1,065,156 | 1,035,492 | 1,005,828 | 976,164 | 946,500 | 916,836 |
| | 0/h - | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 | 00.000 |
| Viability Threshold | £/na £/ha | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Residual Value | £/ha | 2,292,089 | 2,959,529 | 2,885,369 | 2,811,209 | 2,737,049 | 2,662,889 | 2,588,729 | 2,514,569 | 2,440,409 | 2,366,249 | 2,292,089 |
| Additional Deeft | 0:1- | 707.000 | 4 004 040 | 4 004 540 | 074 004 | 0.45,000 | 045 550 | 005 000 | 050.000 | 000 504 | 700.000 | 707.000 |
| Additional Piolit | £/m2 | 639 | 1,034,212 | 1,004,546 | 974,004 | 945,220 | 915,556 | 000,092 738 | 714 | 689 | 796,900 | 639 |
| | | | | | | | | | | | | |
| CIL as % | Residual Value | 26.2% | 2.0% | 4.2% | 6.4% | 8.8% | 11.3% | 13.9% | 16.7% | 19.7% | 22.8% | 26.2% |
| | GDV | 5.4% | 0.5% | 1.1% | 1.6% | 2.2% | 2.1% | 3.2% | 3.8% | 4.3% | 4.9% | 5.4% |
| Retail Warehouse | | Greenfield | | | | | | | | | | |
| | £/m2 Site | 125 | 20 | 4 290 692 | 4 227 992 | 4 266 082 | 100 | 120 | 140 | 160 | 2 057 092 | 200 |
| RESIDUAL VALUE | Site | 4,127,033 | 4,431,403 | 4,309,003 | 4,327,003 | 4,200,003 | 4,204,203 | 4,142,403 | 4,000,003 | 4,010,003 | 3,957,005 | 3,095,205 |
| Existing Use Value | £/ha | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 | 20,000 |
| Viability Threshold | £/ha C/ha | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 |
| Residual value | 2/11a | 0,204,000 | 0,902,900 | 0,779,300 | 0,000,700 | 0,002,100 | 0,400,000 | 0,204,900 | 0,101,300 | 0,037,700 | 7,914,100 | 7,790,500 |
| Additional Profit | Site | 3,940,033 | 4,264,483 | 4,202,683 | 4,140,883 | 4,079,083 | 4,017,283 | 3,955,483 | 3,893,683 | 3,831,883 | 3,770,083 | 3,708,283 |
| | £/m2 | 1,576 | 1,706 | 1,681 | 1,656 | 1,632 | 1,607 | 1,582 | 1,557 | 1,533 | 1,508 | 1,483 |
| CIL as % | Residual Value | 7.6% | 1.1% | 2.3% | 3.5% | 4.7% | 5.9% | 7.2% | 8.6% | 10.0% | 11.4% | 12.8% |
| | GDV | 3.8% | 0.6% | 1.2% | 1.8% | 2.4% | 3.0% | 3.6% | 4.2% | 4.8% | 5.4% | 6.0% |
| Hotel | | Greenfield | | | | | | | | | | |
| CIL | £/m2 | 0 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 1,248,515 | 1,203,426 | 1,158,337 | 1,113,247 | 1,068,158 | 1,023,069 | 977,980 | 932,890 | 887,801 | 842,712 | 797,622 |
| Existing Lise Value | f/ha | 20.000 | 20.000 | 20 000 | 20 000 | 20 000 | 20 000 | 20 000 | 20 000 | 20 000 | 20 000 | 20.000 |
| Viability Threshold | £/ha | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 | 374,000 |
| Residual Value | £/ha | 2,737,972 | 2,639,092 | 2,540,212 | 2,441,332 | 2,342,452 | 2,243,572 | 2,144,692 | 2,045,812 | 1,946,932 | 1,848,052 | 1,749,172 |
| Additional Profit | Site | 1 077 071 | 1 032 882 | 087 702 | 0/12 702 | 807 614 | 852 525 | 807 426 | 762 3/6 | 717 257 | 672 169 | 627.078 |
| | £/m2 | 591 | 566 | 542 | 542,703 | 492 | 467 | 443 | 418 | 393 | 369 | 344 |
| 01 21 | Deside 1973 | | 0.55 | | 0.55 | 10 | | | | | | |
| UIL as % | Residual Value | 0.0% | 3.0% | 6.3% | 9.8% | 13.7% | 17.8% | 22.4% | 27.4% | 32.9% 5.3% | 39.0% 6.0% | 45.7% |
| L | 551 | 0.078 | 0.170 | 1.070 | 2.070 | 2.1 /0 | 0.070 | 4.070 | 4.770 | 0.070 | 0.070 | 0.170 |

Source: HDH (October 2018)



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| | Та | ble 13. | 8b No | n-Res | identia | al Use | s - Ap | praisa | l Resu | lts | | |
|--|---|---|--|---|--|--|--|--|---|--|--|--|
| Shops - Central | | Brownfield | | | | | | | | | | |
| CIL | £/m2 | 125 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 312,559 | 332,026 | 328,318 | 324,610 | 320,902 | 317,194 | 313,486 | 309,778 | 306,070 | 302,362 | 298,654 |
| | | | | | | | | | | | | |
| Existing Use Value | £/ha | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 |
| Viability Threshold | £/ha | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 | 4,800,000 |
| Residual Value | £/ha | 16,669,828 | 17,708,068 | 17,510,308 | 17,312,548 | 17,114,788 | 16,917,028 | 16,719,268 | 16,521,508 | 16,323,748 | 16,125,988 | 15,928,228 |
| Additional Draft | Site | 222 550 | 242.026 | 000.040 | 224 640 | 220,002 | 227 404 | 222.496 | 010 770 | 216.070 | 212 262 | 208.654 |
| Additional Profit | Site E/m2 | 222,559 | 242,026 | 238,318 | 234,610 | 230,902 | 227,194 | 223,486 | 219,778 | 216,070 | 212,362 | 208,654 |
| | 2/1112 | 1,404 | 1,014 | 1,009 | 1,504 | 1,009 | 1,010 | 1,490 | 1,405 | 1,440 | 1,410 | 1,391 |
| CIL as % | Residual Value | 6.0% | 0.9% | 1.8% | 2.8% | 3.7% | 4.7% | 5.7% | 6.8% | 7.8% | 8,9% | 10.0% |
| 0.0% | GDV | 2.7% | 0.4% | 0.9% | 1.3% | 1.7% | 2.2% | 2.6% | 3.0% | 3.5% | 3.9% | 4.3% |
| | | | | | | | | | | | | |
| Shops - Other | | Brownfield | | | | | | | | | | |
| CIL | £/m2 | 125 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 49,070 | 68,537 | 64,829 | 61,121 | 57,413 | 53,705 | 49,997 | 46,289 | 42,581 | 38,873 | 35,165 |
| Evistics Use Malve | 0/h - | 1 000 000 | 4 000 000 | 4 000 000 | 4 000 000 | 1 000 000 | 4 000 000 | 4 000 000 | 4 000 000 | 4 000 000 | 4 000 000 | 4 000 000 |
| Visiting Use value | £/na £/ba | 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 |
| Residual Value | £/ha | 2 617 081 | 3,655,321 | 3,457,561 | 3 259 801 | 3 062 041 | 2,864,281 | 2,666,521 | 2 468 761 | 2 271 001 | 2 073 241 | 1,440,000 |
| | 2/10 | 2,017,001 | 0,000,021 | 0,401,001 | 0,200,001 | 0,002,041 | 2,004,201 | 2,000,021 | 2,400,701 | 2,271,001 | 2,010,241 | 1,070,401 |
| Additional Profit | Site | 22,070 | 41,537 | 37,829 | 34,121 | 30,413 | 26,705 | 22,997 | 19,289 | 15,581 | 11,873 | 8,165 |
| | £/m2 | 147 | 277 | 252 | 227 | 203 | 178 | 153 | 129 | 104 | 79 | 54 |
| | | | | | | | | | | | | |
| CIL as % | Residual Value | 38.2% | 4.4% | 9.3% | 14.7% | 20.9% | 27.9% | 36.0% | 45.4% | 56.4% | 69.5% | 85.3% |
| | GDV | 4.6% | 0.7% | 1.5% | 2.2% | 3.0% | 3.7% | 4.4% | 5.2% | 5.9% | 6.7% | 7.4% |
| | | | | | | | | | | | | |
| Supermarkets | C/m 2 | Brownfield | 20 | 40 | 60 | 90 | 100 | 120 | 140 | 160 | 400 | 200 |
| | z/mz Site | 5 826 888 | 6 716 808 | 6 617 028 | 6 519 0/8 | 6 420 168 | 6 321 288 | 6 222 408 | 6 123 528 | 6 024 648 | 5 925 768 | 5 826 888 |
| RESIDUAL VALUE | Sile | 3,020,000 | 0,710,000 | 0,017,920 | 0,515,040 | 0,420,100 | 0,321,200 | 0,222,400 | 0,123,320 | 0,024,040 | 5,525,700 | 3,020,000 |
| Existing Use Value | £/ha | 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 |
| Viability Threshold | £/ha | 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 |
| Residual Value | £/ha | 4,370,166 | 5,037,606 | 4,963,446 | 4,889,286 | 4,815,126 | 4,740,966 | 4,666,806 | 4,592,646 | 4,518,486 | 4,444,326 | 4,370,166 |
| | | | | | | | | | | | | |
| Additional Profit | Site | 3,906,888 | 4,796,808 | 4,697,928 | 4,599,048 | 4,500,168 | 4,401,288 | 4,302,408 | 4,203,528 | 4,104,648 | 4,005,768 | 3,906,888 |
| | £/m2 | 977 | 1,199 | 1,174 | 1,150 | 1,125 | 1,100 | 1,076 | 1,051 | 1,026 | 1,001 | 977 |
| | | | | | | | | | | | | |
| CIL as % | Residual Value | 13.7% | 1.2% | 2.4% | 3.7% | 5.0% | 6.3% | 7.7% | 9.1% | 10.6% | 12.2% | 13.7% |
| | GDV | 4.4% | 0.4% | 0.9% | 1.3% | 1.8% | 2.2% | 2.1% | 3.1% | 3.6% | 4.0% | 4.4% |
| Smaller Supermarkets | | Brownfield | | | | | | | | | | |
| | £/m2 | 200 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 702.105 | 969.081 | 939.417 | 909.753 | 880.089 | 850.425 | 820.761 | 791.097 | 761.433 | 731.769 | 702.105 |
| | | | | | | | | | | | | |
| Existing Use Value | £/ha | 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 |
| Viability Threshold | £/ha | 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 |
| Residual Value | £/ha | 1,755,261 | 2,422,701 | 2,348,541 | 2,274,381 | 2,200,221 | 2,126,061 | 2,051,901 | 1,977,741 | 1,903,581 | 1,829,421 | 1,755,261 |
| | | | | | | | | | | | | |
| Additional Profit | Site | 126,105 | 393,081 | 363,417 | 333,753 | 304,089 | 274,425 | 244,761 | 215,097 | 185,433 | 155,769 | 126,105 |
| | £/m2 | 105 | 328 | 303 | 278 | 253 | 229 | 204 | 179 | 155 | 130 | 105 |
| CII as % | Residual Value | 34.2% | 2.5% | 5 1% | 7.9% | 10.9% | 14 1% | 17.5% | 21.2% | 25.2% | 29.5% | 34.2% |
| | GDV | 5.4% | 0.5% | 1.1% | 1.6% | 2.2% | 2.7% | 3.2% | 3.8% | 4.3% | 4 9% | 5.4% |
| | | | | | | | /* | | | | | |
| Retail Warehouse | | Brownfield | | | | | | | | | | |
| CIL | £/m2 | 125 | 20 | 40 | 60 | 80 | 100 | 120 | 140 | 160 | 180 | 200 |
| RESIDUAL VALUE | Site | 3,880,852 | 4,205,302 | 4,143,502 | 4,081,702 | 4,019,902 | 3,958,102 | 3,896,302 | 3,834,502 | 3,772,702 | 3,710,902 | 3,649,102 |
| | | | | | | | | | | | | |
| Existing Use Value | £/ha | 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 |
| Viability Ibreebold | A 11 | | | | | | ., | 1,200,000 | 1,200,000 | 1,200,000 | 1,200,000 | |
| Desidual) (alua | £/ha | 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 |
| Residual Value | £/ha £/ha | 1,440,000 7,761,704 | 1,440,000 8,410,604 | 1,440,000 8,287,004 | 1,440,000 8,163,404 | 1,440,000 8,039,804 | 1,440,000 7,916,204 | 1,440,000 7,792,604 | 1,440,000 7,669,004 | 1,200,000 1,440,000 7,545,404 | 1,440,000 7,421,804 | 1,440,000 7,298,204 |
| Residual Value | £/ha £/ha Site | 1,440,000 7,761,704 | 1,440,000 8,410,604 | 1,440,000 8,287,004 | 1,440,000 8,163,404 | 1,440,000 8,039,804 | 1,440,000 7,916,204 | 1,440,000 7,792,604 | 1,200,000 1,440,000 7,669,004 | 1,200,000 1,440,000 7,545,404 | 1,200,000 1,440,000 7,421,804 | 1,440,000 7,298,204 |
| Additional Profit | £/ha £/ha Site £/m2 | 1,440,000 7,761,704 3,160,852 1,264 | 1,440,000 8,410,604 3,485,302 1,394 | 1,440,000 8,287,004 3,423,502 1,369 | 1,440,000 8,163,404 3,361,702 1,345 | 1,440,000 8,039,804 3,299,902 1,320 | 1,440,000 7,916,204 3,238,102 1,295 | 1,440,000 7,792,604 3,176,302 | 1,440,000 7,669,004 3,114,502 1 246 | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 | 1,440,000 7,421,804 2,990,902 1 196 | 1,440,000 7,298,204 2,929,102 1,172 |
| Additional Profit | £/ha £/ha Site £/m2 | 1,440,000 7,761,704 3,160,852 1,264 | 1,440,000 8,410,604 3,485,302 1,394 | 1,440,000 8,287,004 3,423,502 1,369 | 1,440,000 8,163,404 3,361,702 1,345 | 1,440,000 8,039,804 3,299,902 1,320 | 1,440,000 7,916,204 3,238,102 1,295 | 1,440,000 7,792,604 3,176,302 1,271 | 1,440,000 7,669,004 3,114,502 1,246 | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 | 1,440,000 7,421,804 2,990,902 1,196 | 1,440,000 7,298,204 2,929,102 1,172 |
| Additional Profit | £/ha £/ha Site £/m2 Residual Value | 1,440,000 7,761,704 3,160,852 1,264 8.1% | 1,440,000 8,410,604 3,485,302 1,394 1.2% | 1,440,000 8,287,004 3,423,502 1,369 2.4% | 1,440,000 8,163,404 3,361,702 1,345 3.7% | 1,440,000 8,039,804 3,299,902 1,320 5.0% | 1,440,000 7,916,204 3,238,102 1,295 6.3% | 1,200,000 1,440,000 7,792,604 3,176,302 1,271 7.7% | 1,200,000 1,440,000 7,669,004 3,114,502 1,246 9.1% | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 10.6% | 1,200,000 1,440,000 7,421,804 2,990,902 1,196 12.1% | 1,440,000 7,298,204 2,929,102 1,172 13.7% |
| Additional Profit | £/ha £/ha Site £/m2 Residual Value GDV | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% | 1,440,000 8,287,004 3,423,502 1,369 2.4% 1.2% | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% | 1,200,000 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% | 1,200,000 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% | 1,200,000 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% |
| Additional Profit | £/ha £/ha Site £/m2 Residual Value GDV | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% | 1,440,000 8,287,004 3,423,502 1,369 2.4% 1.2% | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% | 1,200,000 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% | 1,200,000 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% | 1,200,000 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% |
| Residual Value Additional Profit CIL as % Hotel | £/ha £/ha Site £/m2 Residual Value GDV | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% | 1,440,000 8,287,004 3,423,502 1,369 2.4% 1.2% | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% | 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% | 1,200,000 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% |
| Residual Value Additional Profit CIL as % Hotel CIL DEELDLAL VALUE | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 0 £/m2 | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 0 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 20 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1.2% 40 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 770 25 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 70 1 00 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% | 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% | 1,200,000 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% | 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 505 720 |
| Residual Value Additional Profit CIL as % Hotel CIL RESIDUAL VALUE | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 Site | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 20 914,572 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1.2% 40 869,483 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 824,394 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 7779,304 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 734,215 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 | 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% 140 644,036 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 | 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% 180 553,858 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 |
| Additional Profit CIL as % Hotel CIL RESIDUAL VALUE Evisting Use Value | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 Site £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 20 914,572 | 1,440,000 8,287,004 3,423,502 1,369 2.4% 1.2% 40 869,483 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 824,394 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 734,215 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 | 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% 140 644,036 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 | 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% 180 553,858 | 1,440,000 7,298,204 2,929,102 1,172 13,7% 6.0% 200 508,769 |
| Residual Value Additional Profit CIL as % Hotel CIL RESIDUAL VALUE Existing Use Value Viability Threshold | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 Site £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 1,200,000 1,440,000 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 20 914,572 1,200,000 1,440,000 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,440,000 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 824,394 1,200,000 1,440,000 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 1,200,000 1,440,000 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 734,215 1,200,000 1,440,000 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,400,000 | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4.2% 140 644,036 1,200,000 1,400,000 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 1,200,000 1,440,000 | 1,400,000 7,421,804 2,990,902 1,196 12,1% 5,4% 180 553,858 1,200,000 1,440,000 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 |
| Residual Value Additional Profit CIL as % Hotel CIL RESIDUAL VALUE Existing Use Value Viability Threshold Residual Value | £/ha £/ha Site £/m2 Residual Value GDV £/m2 Site £/ha £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 1,200,000 1,440,000 2,104.521 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 20 914,572 1,200,000 1,440,000 2,005,641 | 1,440,000 8,287,004 3,423,502 1,369 2.4% 1.2% 40 869,483 1,200,000 1,440,000 1,906.761 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 824,394 1,200,000 1,440,000 1,807.881 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 1,200,000 1,440,000 1,709,001 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 734,215 1,200,000 1,440,000 1,610,121 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511.241 | 1,440,000 7,669,004 3,114,502 1,246 9.1% 4.2% 140 644,036 1,200,000 1,440,000 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 1,200,000 1,440,000 1,313.481 | 1,400,000 7,421,804 2,990,902 1,196 12.1% 5.4% 180 553,858 1,200,000 1,440,000 1,214.601 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115.721 |
| Residual Value Additional Profit CIL as % Hotel CIL RESIDUAL VALUE Existing Use Value Viability Threshold Residual Value | £/ha £/ha Site £/m2 Residual Value GDV £/m2 5ite £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 1,200,000 1,440,000 2,104,521 | 1,440,000 8,410,604 3,485,302 1,394 1.2% 0.6% 914,572 1,200,000 1,440,000 2,005,641 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,440,000 1,440,000 | 1,440,000 8,163,404 3,361,702 1,345 3.7% 1.8% 60 824,394 1,200,000 1,440,000 1,480,881 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 7779,304 1,200,000 1,440,000 1,709,001 | 1,440,000 7,916,204 3,238,102 1,295 6.3% 3.0% 100 734,215 1,200,000 1,440,000 1,610,121 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511,241 | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4,2% 140 644,036 1,200,000 1,440,000 1,412,361 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 1,200,000 1,440,000 | 1,440,000 7,421,804 2,990,902 1,196 12,1% 5,4% 180 553,858 1,200,000 1,440,000 1,214,601 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115,721 |
| Additional Profit CIL as % CIL ADDITIONAL VALUE Existing Use Value Viability Threshold Residual Value Additional Profit | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 Site £/ha £/ha £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 1,200,000 1,440,000 2,104,521 303,021 | 1,440,000 8,410,604 3,485,302 1,394 1,2% 0,6% 20 914,572 1,200,000 1,440,000 2,005,641 257,932 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,440,000 1,906,761 212,843 | 1,440,000 8,163,404 3,361,702 1,345 3,7% 1.8% 60 824,394 1,200,000 1,440,000 1,440,000 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 1,200,000 1,440,000 1,709,001 122,664 | 1,440,000 7,916,204 3,238,102 1,295 6,3% 3,0% 100 734,215 1,200,000 1,440,000 1,610,121 77,575 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511,241 32,486 | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4,2% 140 644,036 1,200,000 1,440,000 1,442,361 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 1,200,000 1,440,000 1,313,481 | 1,440,000 7,421,804 2,990,902 1,196 12:1% 5.4% 180 553,858 1,200,000 1,440,000 1,214,601 -102,782 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115,721 -147,871 |
| Residual Value Additional Profit CIL as % Hotel CIL Existing Use Value Viability Threshold Residual Value Additional Profit | £/ha £/ha Site £/m2 Residual Value GDV 0 £/m2 Site £/ha £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8.1% 3.8% Brownfield 0 959,661 1,200,000 1,440,000 2,104,521 303,021 166 | 1,440,000 8,410,604 3,485,302 1,394 1,2% 0,6% 20 914,572 1,200,000 1,440,000 2,005,641 257,932 141 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,906,761 212,843 117 | 1,440,000 8,163,404 3,361,702 1,345 3,7% 1,8% 60 824,394 1,200,000 1,807,881 167,754 92 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 1,200,000 1,440,000 1,709,001 122,664 67 | 1,440,000 7,916,204 3,238,102 1,295 6,3% 3,0% 734,215 1,200,000 1,440,000 1,610,121 77,575 43 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511,241 32,486 18 | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4,2% 140 644,036 1,200,000 1,440,000 1,442,361 -12,604 -7 | 1,440,000 7,545,404 3,052,702 1,221 10,6% 4.8% 160 598,947 1,200,000 1,440,000 1,313,481 -57,693 -32 | 1,440,000 7,421,804 2,990,902 1,196 12,1% 5,4% 553,858 1,200,000 1,440,000 1,214,601 -102,782 -56 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115,721 -147,871 -81 |
| Residual Value Additional Profit CiL as % Hotel CiL RESIDUAL VALUE Existing Use Value Viability Threshold Residual Value Additional Profit | £/ha £/ha Site £/m2 Residual Value GDV 6/m2 £/m2 £/ha £/ha £/ha £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8,1% 3,8% Brownfield 0 959,661 1,200,000 1,440,000 2,104,521 303,021 166 | 1,440,000 8,410,604 3,485,302 1,394 1,2% 0,6% 20 914,572 1,200,000 1,440,000 2,005,641 257,932 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,440,000 1,440,000 1,906,761 212,843 117 | 1,440,000 8,163,404 3,361,702 1,345 3,7% 1,8% 60 824,394 1,200,000 1,440,000 1,440,000 1,807,881 167,754 92 | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 7779,304 1,200,000 1,440,000 1,709,001 122,664 67 | 1,440,000 7,916,204 3,238,102 1,295 6,3% 3,0% 100 734,215 1,200,000 1,440,000 1,610,121 77,575 43 | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511,241 32,486 18 | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4,2% 140 644,036 1,200,000 1,442,361 1,200,000 1,412,361 -12,604 -7 | 1,440,000 7,545,404 3,052,702 1,221 10.6% 4.8% 160 598,947 1,200,000 1,440,000 1,313,481 -57,693 -32 | 1,440,000 7,421,804 2,990,902 1,196 12,1% 5,4% 180 553,858 1,200,000 1,440,000 1,214,601 -102,782 -56 | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115,721 -147,871 -81 |
| Residual Value Additional Profit CIL as % Hotel CIL RESIDUAL VALUE Existing Use Value Viability Threshold Residual Value Additional Profit CIL as % | £/ha £/ha Site £/m2 Residual Value GDV £/m2 £/ha £/ha £/ha £/ha £/ha £/ha £/ha £/ha | 1,440,000 7,761,704 3,160,852 1,264 8,1% 3,8% Brownfield 0 959,661 1,200,000 1,440,000 2,104,521 303,021 166 0,0% | 1,440,000 8,410,604 3,485,302 1,394 1,2% 0,6% 20 914,572 1,200,000 1,440,000 2,005,641 257,932 1,411 441 | 1,440,000 8,287,004 3,423,502 1,369 2,4% 1,2% 40 869,483 1,200,000 1,440,000 1,906,761 212,843 117 8,4% | 1,440,000 8,163,404 3,361,702 1,345 3,7% 1,8% 60 824,394 1,200,000 1,400,000 1,807,881 167,754 92 13,3% | 1,440,000 8,039,804 3,299,902 1,320 5.0% 2.4% 80 779,304 1,200,000 1,440,000 1,709,001 122,664 67 18.7% | 1,440,000 7,916,204 3,238,102 1,295 6,3% 3,0% 100 734,215 1,200,000 1,440,000 1,610,121 77,575 43 24,8% | 1,440,000 7,792,604 3,176,302 1,271 7.7% 3.6% 120 689,126 1,200,000 1,440,000 1,511,241 32,486 18 31.8% | 1,440,000 7,669,004 3,114,502 1,246 9,1% 4,2% 140 644,036 1,200,000 1,440,000 1,412,361 -12,604 -7 39,6% | 1,440,000 7,545,404 3,052,702 1,221 10,6% 4,8% 1,200,000 1,440,000 1,313,481 -57,693 -32 48,7% | 1,440,000 7,421,804 2,990,902 1,196 12.1% 5.4% 180 553,858 1,200,000 1,440,000 1,214,601 -102,782 -56 59.3% | 1,440,000 7,298,204 2,929,102 1,172 13.7% 6.0% 200 508,769 1,200,000 1,440,000 1,115,721 -147,871 -81 71.7% |

Source: HDH (October 2018)

13.69 In the case of office and industrial, the analysis (in Chapter 11) shows that these are not viable. We therefore recommend CIL is not applied to these development type.



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- 13.70 For general retail development, the proposed rate of CIL in the PDCS was £125/m². Based on the above analysis we recommend that this is reduced to £80/m². At this level not only would there be a substantial buffer on between the Residual Value and the Benchmark Land Value, but CIL would be less than 5% of GDV and less than 25% of the Residual Value.
- 13.71 For supermarket development, the proposed rate of CIL in the PDCS was £200/m². Based on the above analysis we recommend that this is reduced to £140/m². At this level not only would there be a substantial buffer between the Residual Value and the Benchmark Land Value, but CIL would be less than 5% of GDV and less than 25% of the Residual Value.
- 13.72 Hotel development was not subject to CIL under the PDCS. Based on the above analysis we recommend that this is set at £100/m². At this level not only would there be a substantial buffer on between the Residual Value and the Benchmark Land Value, but CIL would be less than 5% of GDV and less than 25% of the Residual Value.

Setting of CIL

- 13.73 In this chapter we have set out the range of factors to be considered when reviewing CIL. Through the process of engagement with the Council and taking into account all the matters set out above, it was decided that:
 - a. CIL is required to fund infrastructure. Having taken into account the other sources of finance there is a 'funding gap' and CIL could make a useful contribution to fund the infrastructure required to support the development most likely to come forward prior to the adoption of the new Local Plan.
 - b. Affordable housing remains a Council priority but the Council also puts weight on the delivery of infrastructure.
 - c. The Council and its partners have been successful in securing capital funding for infrastructure but there remains a significant 'funding gap'.
 - d. That it would be preferable, if supported by evidence, to 'keep things simple' and not have multiple rates of CIL although it was recognised that it was appropriate to have differential rates. It was agreed that a fine grained approach was not desirable.
 - e. CIL setting is a qualitative and a quantitative process. CIL is not calculated through a predetermined formula. The Council is required to 'strike' the balance between (a) the desirability of funding from CIL ... the ... cost of infrastructure required to support the development of its area, ... and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- 13.74 Based on the above, the following rates of CIL are recommended:



| Table 13.9 Updated Recommended Rates of CIL | – October 2018 |
|--|---------------------|
| Development Type | |
| Residential | |
| West Horndon Masterplan Area | £40/m ² |
| Dunton Hills Garden Village | £20/m2 |
| All other Areas-(including older people's housing) | £200/m ² |
| Retail | |
| General Retail (excluding Food Supermarket) | £80/m² |
| Food Supermarket A1 | £140/m ² |
| Hotel Development | £100/m ² |
| All Other Development | £0/m ² |

Source: HDH (October 2016)

Next Steps

- 13.75 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that Brentwood Borough Council may put on different parts of its Development Plan. The above suggested rates are supported by the evidence however there is considerable scope for the Council to strike a different balance.
- 13.76 We stress that the information in this report is an important element of the evidence for setting CIL, but is only one part of the evidence; the wider context needs to be considered.



Appendix 1 – Summary of PDCS Consultation

| Name: | Main Issues Raised: |
|---|---|
| Parish Councils | |
| Ingatestone & Fryerning Parish Council (Abigail Wood) | Support a single value zone and the CIL to be non- negotiable, saving time on dealings with developers. |
| West Horndon Parish Council (Kim Harding) | No objections to the proposals; No explanation why non retail development has a zero charge; Much stronger evidence needed to justify the proposed charging mechanism; The cap on money for Parish Councils need to be reviewed. |
| Statutory Bodies | |
| Basildon Borough Council (Matthew Winslow) | Concerned that the valuation study does not include any information drawn from settlements south of the A127 which is where significant growth is envisaged; Advised that the value data should be drawn from Basildon Borough; The Basildon CIL Viability Study (Dec 2015) recommended a charge of £250psm in Billericay but for areas around Basildon it ranges from £33psm in urban areas to £70psm outside urban areas, these are likely to be more comparable charges for south of the A127; The large difference in charges between Dunton Hills and development west of Basildon could cause issues in delivering the required infrastructure. Suggest that a joint charging zone between the two authorities could be set up; The Whole Plan and CIL Viability Assessment (May 2016) states a series of residential viability tests have been undertaken reflecting affordable housing delivery of 35%, yet the extract from a generic sample shows this being tested at 30%, is this an error? Report also shows planning obligation costs for commercial development being rounded up from £13psm to £20psm is this a standard approach2 |
| Environment Agency (Tim Butt) | There are a number of structures and assets that we maintain associated with and part of the "Main River" system in Brentwood. Funding towards their upkeep is likely to reduce over time. Not unreasonable that as Brentwood has more development which relies upon the longevity of these structures that additional funding could be sourced from CIL; |



| | Looking at potential improvements, subject to funding, associated with the "Main River" Ingatestone Hall Brook. This currently sits in our 6 year plan; |
|--|--|
| | CIL contributions could look to improve both surface water and fluvial flooding in Ingatestone and other urban conurbations in the Borough; |
| | No immediate concerns about any need to upgrade the water recycling centre, further conversation will be needed however with Anglian Water and Thames Water; |
| | There are no concerns about potable water supply in the area from Thames Water or Essex & Suffolk Water, however, the Council should require developers to build water efficient homes. |
| Essex County Council (Kevin Fraser) | A rationale for the percentage 'headroom' between viability and rate should be added. This could be based on the experience of other Authorities that have adopted CIL. |
| | Greater account needs to taken of site specific infrastructure. This work should be progressed in conjunction with the completion of Brentwood's IDP; |
| | The proposed charging rate should not be determined until the funding gap that CIL needs to fund is also understood; |
| | Correct for their to be a zero rate for all non-residential developments as that is what the evidence shows; |
| | Major strategic sites should be zero rated for CIL purposes and all necessary infrastructure funded via S106 and thereby excluded from CIL funding via Reg 123 list; |
| | In terms of instalments policy these can be used but should be balanced by the significant cost of collecting multiple payments. The viability evidence should also inform this i.e. if there is significant headroom then little need for a generous instalments policy; |
| | With regards to including discretionary relief from CIL for charitable investment this is likely to open unwelcome loop-holes; |
| | • Rate reviews should be undertaken regularly, say bi- annually, as CIL rates are not index linked and marked conditions change. Since sufficient funding from CIL is unlikely to build up during the first year or two, may not be necessary to look at the Reg 123 list until the highest priority schemes have been addressed; |
| | • A funding gap has not yet been established as this can only be articulated in conjunction with the IDP. Important to consider how modifications to the spatial strategy could improve viability and secondly what the correct mix between CIL and S106 funding is to ensure the funding gap is minimised. |
| Historic England | Encourage charging authorities to consider identifying the ways in which CIL, and S106 agreements can be used to |



| (Debbie Mack) | implement Local Plan Policy and proposals relating to the conservation of the historic environment, heritage assets and their setting; |
|---|--|
| | Suggests reference in the Reg 123 list to 'Our Streets and Spaces public realm projects' as the type of infrastructure that CIL will be spent on; |
| | • May wish to clarify in your schedule that S106 will continue to offer opportunities for funding improvements to and the mitigation of adverse impacts on the historic environment, such as archaeological investigations, access and interpretation, and the repair and reuse of buildings or other heritage assets; |
| | • Encouraging local authorities to assert their right to apply discretionary relief for exceptional circumstances, where development which affects heritage assets and their setting and/or their significance, may become unviable if it was subject to CIL; |
| NHS England (Midlands and East) (Sophie Emerson) | Request that healthcare facilities are specifically mentioned within the CIL charging schedule and other relevant documents, such as the Reg 123 List; |
| | For example on p6 of the PDCS a number of applicable infrastructures are mentioned, such as schools, highways etc, but not healthcare; |
| | Pleased to note that a zero rate has been proposed for all non-residential development excluding retail; |
| Sport England | Concerns with the IDP and CIL Section 123 list; |
| (Steve Beard) | • Aware work has commenced on development of the playing pitch strategy and built sports facilities strategy, concerned these will not be complete in time to inform the IDP and Reg 123 list. |
| | A generic facility list should be avoided in the S123 list as this limits the use of S106 agreements; |
| | Should be clear that S106 will still be used to fund facilities or improvements to facilities which are not included on the S123 list. |
| Transport for London | No comments. |
| (Richard Carr) | |
| Site Promoters | |
| Barton Wilmore (on behalf of Croudace Homes) (Emma Wreathall) | The production of the CIL is considered to be premature in the context of the Local Plan's progress. The Inspector for Maldon DC advised that it is not possible of practical for the percessary viability testing of CIL to be corriad out. |
| | until the Local Plan's soundness has been established at Examination; |
| | Recommended the timetable for CIL is amended to allow the EiP of the Local Plan to conclude on 'soundness' matters before it is subject to Examination itself; |
| | Viability assessment tested 5 development scenarios in seeking to appraise the likely development to come forward over the plan period. The largest greenfield |



| | developments tested comprised 80 units, this is no considered to be reflective position of the strategic sites in the Local Plan. |
|---|--|
| | Large sites generate higher development costs payable under Section 106. Such costs together with CIL charges would likely lead to differing conclusions on viability than that reached for an 80-unit scheme; |
| | The implication of CIL charges on larger schemes (500+ units) must be appraised; |
| | Not apparent the PDCS has been suitably informed by the IDP and Reg 123 List as they are still in early preparation; |
| | Considered appropriate and necessary that an instalments policy is provided to reduce pressure on cashflow and viability; |
| | The CIL should be reviewed if market conditions change significantly. Sales values could be monitored to ensure that CIL does not lead to schemes becoming unviable. |
| Chilmark Consulting (on behalf of Barwood Land and Estates Ltd) | The PDCS lacks any evidence as to what infrastructure items and projects the CIL is intended to fund or contribute towards; |
| (Mike Taylor) | There is no published Reg 123 list of infrastructure nor is there a draft IDP; |
| | Not clear how infrastructure contributions via a borough- CIL would align with developer contributions sought from ECC; |
| | Without this information it is not possible to evaluate or draw conclusions on the proposed charges. |
| Code Development Planners Ltd (on behalf of Commercial Estates Group) (Mike Carpenter) | Concerned that an assessment of CIL rates based on the viability evidence provided in the Local Plan and CIL Viability Assessment is premature for the Dunton Hills Garden Village proposals; |
| | The need to encourage non-residential uses as part of a balanced development scheme would suggest it is correct to zero rate all non-residential; |
| | It is highly unlikely that with such large and early infrastructure requirements to be provided on major strategic sites such as at Dunton Hills Garden Village, additional CIL costs could be afforded. It is therefore highly likely that the conclusion of detailed further evidence will confirm that sites of this nature should be zero rated; |
| | It is likely to be very important to introduce an instalments policy especially for those large strategic sites which, if CIL rates apply at all, will require substantial early delivery of infrastructure. An instalments policy would give some flexibility in the viability and delivery of such sites; |
| | Council should include discretionary relief for exceptional circumstances. In the case of large strategic sites in |



| | particular there are many factors which are variable through the life of development; |
|--|--|
| Iceni (on behalf of EA Strategic Land LLP) (David Churchill) | Supports the introduction of a CIL regime but have a number of comments to ensure the final Charging Schedule is sufficiently flexible; |
| | Blanket approach to affordable housing has been applied to the assessment. Affordable rent has been assumed as the only delivery mechanism for affordable housing. Do not consider this to be representative of all development schemes. A more realistic tenure mix should be applied such as that set out in the SHMA; |
| | • Larger strategic sites require major infrastructure delivery, but his has not been reflected in the viability report. Should incorporate the findings of the forthcoming IDP and consider as much site specific infrastructure as feasible within CIL. Without this the proposed CIL rate fails to accord with Reg 14. It this is not possible then alternative geographic zones with different CIL rates should be proposed for strategic sites. |
| | NCS has clearly not allowed for site servicing infrastructure as a cost within the appraisals. The viability model does not suitably reflect the significant associated costs of funding such infrastructure early o in the development process. |
| | Interest of 5% assumed for development finance is low in comparison to the standard 6 or 7% across the industry; |
| | The ability for developers to deliver affordable housing in the Borough should be a key priority due to the poor performance between 2001-2014 where only 15.4% of homes built were affordable; |
| | Support the introduction of an instalments policy for CIL; |
| | Proposed rates may act as a disincentive to development in Brentwood, an average family home will be charged circa £20k; |
| | Support the nil rate for commercial development; |
| | The 10% profit allowance used by NCS is considered appropriate for inclusion in the assessment; |
| | Support the inclusion of a developer's profit of 20% return on GDV used in the residential viability appraisals to reflect speculative risk on the market housing units; |
| | A fixed rate of £200 psm is considered high in comparison to neighbouring authorities; |
| JB Planning (on behalf of CALA Homes) (John Boyd) | Question to appropriateness of proposing a CIL rate in advance of publishing a draft infrastructure list, this is contrary to advice in the Planning Practice Guidance; |
| | Consider it to be premature for the Council to be seeking comments on its proposed charging rates in advance of identifying the infrastructure it is expected to fund; |



| | Due to not being notified of the PDCS consultation until a late stage will defer full representations until the Draft Charging Schedule is published. |
|--|---|
| Persimmon Homes (Anna Davies) | Strongly suggest the £200 psm rate is too high, unjustified and will render allocated sites undeliverable; |
| (, | Question why the rate has risen by £70 psm since 2013 as very little development has occurred in the Borough in recent years to support and justify the increase in the rate; |
| | Calculated that the average household (900sqft or 83.61sqm) would render an overall CIL contribution of £16,722. Persimmon typically see overall S106 costs of between £6000 and £9000 per dwelling in Essex; |
| | • A number of sites are being promoted on greenfield and brownfield land. Development on brownfield land inherently have more constraints and cost more to get the land ready for development. This does not appear to have been factored into the proposed blanket zone being proposed; |
| | The rates appear to be based on what value may be extracted from development rather than based on the need to fund infrastructure arising to make development sustainable. |
| Planning Potential (on behalf of ALDI Stores Ltd) | The PDCS proposes a blanket charge of £200psm for food retail development (A1) which is amongst the highest for retail development n the south east; |
| | ALDI is committed to exploring new investment opportunities in the borough but are concerned that the proposed CIL charging rate may jeopardise the viability of new proposals being delivered; |
| | Concerned that the viability testing of food retail units only pursued one development scenario (3000sq.m) therefore only representing large supermarkets and not taking into account the wide variety of store sizes in this sector; |
| | • The Brentwood Retail and Commercial Leisure Study (2011) identifies a requirement of 6,333 sq.m convenience floorspace up to 2031, suggest that the CIL rate proposed would limit the ability to deliver this level of retail development; |
| | Suggest it would be appropriate to introduce a tier of differentiation within the charging schedule which recognises Limited Assortment Discounters (LADs) as operationally different to larger supermarkets; |
| | London Borough of Lambeth recently adopted a CIL charging schedule of £115psm of retail above 2,500 sq.m and a nil charge below the threshold. |
| Savills (on behalf of a House Builder Consortium – Bellway Homes Ltd, Countryside Properties, Crest Nicholson Eastern, | Concerns regarding the number of assumptions used in the viability assessment, and also the overall approach to viability by BBC's appointed consultants; |



| Redrow Homes Ltd, Taylor Wimpey Strategic Land) (Abigail Jones) | Recommend that a revision and update of the viability assessment is carried out to ensure that assumptions are based on current and realistic figures; |
|---|---|
| | Further clarification on the methodology adopted within the viability assessment alongside the viability appraisals being made available for scrutiny; |
| | A revision of the Charging Zone map to reflect the Average House Prices map of the Borough to ensure that sites are not captured by CIL rates which would render them unviable; |
| | If the CIL level is set too high it will almost certainly have a negative impact on a large proportion of development coming forward; |
| | • Do not believe that the supporting evidence has shown that the proposed CIL rates will not put at risk the delivery of the relevant Plan; rather to the contrary. |





Appendix 2 – Consultees

Local Plan Viability Workshop – 4th August 2018

| Name | Organisation |
|--------------------|--|
| Emma Gladwin | Barton Willmore |
| Philip Wright | CALA Homes |
| Robbie Greenaway | Clearview Homes |
| Emma Woods | Countryside Properties |
| Mark Bedding | Crest Nicholson Eastern |
| David Russell | David Russell Associates |
| Richard Henley | HGH Consulting |
| Richard Milliken | Hilbery Chaplin |
| Luke Challenger | Iceni Projects Limited |
| Nick Pryor | JTS Partnership LLP |
| Chris McGough | McGough Planning Consultants |
| Richard Harding | Rural Community Housing Ltd. |
| Lauren Hawksworth | Smart Planning Ltd |
| David Kwan | Stonebond Properties Ltd |
| Alasdair Sherry | Strutt & Parker LLP |
| lan Jeffrey | Sunbury Homes |
| Scott Norris | W.H. Norris and Sons |
| Ben Willis | Wingfield Planning Consultancy |
| Simon Fleming | N/A - Landowner site ref: 178 (Land off Bishops Walk/Priests Lane) |
| Alex Davies | Berkeley Group |
| Jennie Bean | GL Hearn |
| Brentwood BC Staff | |





Appendix 3 – Consultation Presentation

The pages in this appendix are not numbered.













2018 NPPF

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. Sites that are not major development, and 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 (e.g. they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans). Sites with outline planning permission, permission in principle, allocated in the development plan or identified on a brownfield register should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years. (NPPF Glossary)

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2018 NPPF (67)

Strategic policy-making authorities should have a clear understanding of the land available in their area through the preparation of a strategic housing land availability assessment. From this, planning policies should identify a sufficient supply and mix of sites, taking into account their availability, suitability and likely economic viability. Planning policies should identify a supply of:

- a) specific, deliverable sites for years one to five of the plan period; and
- b) specific, developable sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15 of the plan.

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Updated PPG (July 2018)

...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)

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Updated PPG (July 2018)

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)

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'New' / Current issues – for this project

- Impact of policy
- Greater emphasis on plan making stage only include deliverable sites
- Reduced scope for viability at application stage
- Greater transparency

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Updated PPG (July 2018)

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)









| New Build Asking Prices | | | | | | | |
|-------------------------|---------------|------------------|------------------|---------|---------|---------|-------|
| | Development | | | Minimum | Average | Maximun | |
| Brentwood Rural | | | | | | | |
| Keith Ashton | | Tipps Cross Lane | Hook End | £4,154 | | £4,395 | Flat |
| Brentwood NE Rural | | | | | | , | |
| Weston Homes | The Elms | Mountnessing | Brentwood | | £5,540 | | Flat |
| Marden Homes | Bellmead | High St | Ingatestone | £4,491 | £5,805 | £6,597 | Flat |
| Savills | The Laurels | Alexander Lane | Hutton,Shenfield | £5,650 | | £6,443 | House |
| Central South | | | | | | | |
| William H Brown | Regent House | Hubert Road | Brentwood | £5,382 | £6,067 | £6,843 | Flat |
| Savills | Library House | New Rd | Brentwood | £6,163 | £7,275 | £7,960 | Flat |
| Hilbery Chaplin | | Burntwood Way | Brentwood | | £6,250 | | House |
| Central West | | | | | | | |
| Savills | Regents Place | Regent Place | Brentwood | £4,580 | £5,300 | £6,142 | House |



| Land | Regis | stry P | PD & | & EP | С |
|--------------|----------|----------|----------|----------|----------|
| | | | Semi- | | |
| | Detached | Flats | detached | Terraced | All |
| Count | 63 | 55 | 27 | 13 | 158 |
| Average £ | £841,513 | £296,428 | £466,661 | £498,457 | £559,485 |
| Average £/m2 | £4,877 | £5,420 | £4,841 | £4,945 | £5,071 |
| | | | | | |
| | | | | | 啩 |



Price Assumptions

| Туроlоду | |
|----------------------------------|--------|
| Larger Brownfield | £4,800 |
| Smaller Brownfield Sites | £4.800 |
| Urban Flats | £5,750 |
| Large Greenfield – Urban Fringe | £5,000 |
| Large Greenfield | £5,200 |
| Medium Greenfield – Urban Fringe | £5,000 |
| Medium Greenfield | £5,200 |
| Small Greenfield | £5,500 |

| | | Table 4.8 Capitalisation of Social Rents | | | | | |
|------------|-----------|--|------------|--|--|--|--|
| | 1 Bedroom | 2 Bedrooms | 3 Bedrooms | | | | |
| Gross Rent | £5,240 | £6,107 | £7,090 | | | | |
| Net Rent | £4,191.64 | £4,885.98 | £5,671.77 | | | | |
| Value | £83,833 | £97,720 | £113,435 | | | | |
| m² | 50 | 70 | 84 | | | | |
| £/m² | £1,677 | £1,396 | £1,350 | | | | |



Affordable Rent £/month Table 4.11 Capitalisation of Affordable Rents 1 Bedroom 3+ Bedrooms 2 Bedrooms Gross Rent £6,866 £8,637 £10,087 Net Rent £5,492.86 £6,909.76 £8,069.57 Value £99,870 £125,632 £146,719 m² 50 70 84 £1,997 £1,795 £/m² £1,747

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Affordable Housing

- Affordable Rent
 - LHA CAP; Management 10%; Voids and bad debts 4%; Repairs 6%; Yield 5.5%
 - = £1,850/m²

Social Rent

= £1,475/m²

Intermediate

 – 50% Share; Rent 2.75%; Management 10%; Yield 5.5%

= 65% OMV 🕅



Older Peoples Housing

| Table 4.12 | North of Retiremen | t and Extracare | |
|---------------------|------------------------|-----------------|------------------|
| | Brentwood | | |
| | Area (m ²) | £ | £/m ² |
| 3 bed semi-detached | | 480,000 | |
| I bed Sheltered | 50 | 360,000 | 7,200 |
| 2 bed Sheltered | 75 | 480,000 | 6,400 |
| 1 bed Extracare | 65 | 450,000 | 6,923 |
| 2 bed Extracare | 80 | 600,000 | 7,500 |
| | Ingatestone | | |
| 3 bed semi-detached | | 550,000 | |
| I bed Sheltered | 50 | 412,500 | 8,250 |
| 2 bed Sheltered | 75 | 550,000 | 7,333 |
| 1 bed Extracare | 65 | 515,625 | 7,933 |
| 2 bed Extracare | 80 | 687,500 | 8,594 |

Updated PPG (July 2018)

To define land value for any viability assessment, a benchmark land value should be established on the basis of the <u>existing use value (EUV)</u> 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+). (PPG 10-013)

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Updated PPG (July 2018)

Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use together with the right to implement any development for which there are policy compliant extant planning consents, including realistic deemed consents, but without regard to alternative uses. 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. 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 10-016)

| Table 5.2 Non-Residential Values (£/m ²) - 2018 | | | | | |
|---|------------------|--------|-------|--------|---------|
| | £/m ² | £/sqft | Yield | Value | Assump- |
| | | | | | tion |
| Office | £23 | £248 | 7.50% | £3,301 | £3,000 |
| Industrial | £8 | £86 | 8.00% | £1,076 | £1,000 |
| Primary Retail | £30 | £323 | 7.00% | £4,613 | £4,600 |
| Secondary Retail | £20 | £215 | 8.00% | £2,691 | £2,700 |
| Supermarket | £23 | £248 | 5.50% | £4,501 | £4,500 |
| Small | | | | | |
| Supermarkets | £19 | £205 | 5.50% | £3,718 | £3,700 |
| Retail Warehouses | £17 | £183 | 5.50% | £3,327 | £3,325 |
| Hotel | | | | | £3,000 |

Existing Use Value £/ha

- £20,000/ha Agricultural Land
- Paddock Land £50.000/ha
- Industrial Land £1,200,000/ha
 - ??/ha
- Residential Land

Updated PPG (July 2018)

38

Paragraph 10-012 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
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Updated PPG (July 2018)

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) 埾



Contingencies 2.5% / 5%

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Updated PPG (July 2018)

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)

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. (PPG 10-002)

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| Modelling 1 | | | | | | | | | | | |
|--|-------|--------|----------|---------|---------|--|--|--|--|--|--|
| | Sites | Area | Capacity | Average | Average | | | | | | |
| | | ha | Unit | ha | Units | | | | | | |
| Brentwood North | 3 | 4.60 | 428 | 1.15 | 143 | | | | | | |
| Brentwood South | 1 | 0.33 | 31 | 0.33 | 31 | | | | | | |
| Brentwood West | 3 | 12.27 | 345 | 4.09 | 115 | | | | | | |
| Brizes & Doddinghurst | 2 | 3.02 | 53 | 1.51 | 27 | | | | | | |
| Herongate, Ingrave & West Horndon | 2 | 274.25 | 3,080 | 68.56 | 1,540 | | | | | | |
| Ingatestone, Fryerning and Mountnessing | 3 | 9.49 | 218 | 3.16 | 73 | | | | | | |
| Pilgrims Hatch | 2 | 7.19 | 238 | 3.60 | 119 | | | | | | |
| Shenfield | 6 | 45.64 | 995 | 4.56 | 166 | | | | | | |
| South Weald | 1 | 5.88 | 125 | 5.88 | 125 | | | | | | |
| Tipps Cross | 4 | 5.65 | 116 | 1.41 | 29 | | | | | | |
| Warley | 4 | 13.84 | 525 | 2.77 | 131 | | | | | | |
| | 31 | 382.16 | 6,154 | 9.80 | 199 | | | | | | |
| | | | | | ł | | | | | | |

| | | | | 1 112 | | \sim | | | | |
|----|--------------------------------|--|-------|--------------|---------|--------|--------|-----------|----------|---------|
| | | - N | /10 | dellii | ากเ | 3 | | | | |
| | | | | Current Use | - Units | Area | На | Density I | Jnits/ha | Density |
| | | | | | - | Gross | Net | Gross | Net | m2/ha |
| 1 | Warley | Warley | Brown | PDL | 473 | 11.29 | 6.24 | 41.90 | 75.80 | 6.678 |
| 2 | Officers Meadows | Shenfield | Green | Agricultural | 825 | 38.74 | 28.20 | 21.30 | 29.26 | 2,730 |
| 3 | West Horndon | W Hordon | Brown | PDL | 580 | 17.25 | 10.23 | 33.62 | 56.70 | 5,293 |
| 4 | Dunton Hills Garden Village | East Horndon | Green | Ag / Golf | 4,000 | 257.00 | 128.50 | 15.56 | 31.13 | 2,906 |
| 5 | Large Green 200 | Urban Fringe | Green | Agricultural | 200 | 7.62 | 5.71 | 26.25 | 35.00 | 3,256 |
| 6 | Medium Green 40 | Rural | Green | Agricultural | 40 | 1.27 | 1.14 | 31.50 | 35.00 | 3,267 |
| 7 | Medium Green 40 | Urban Fringe | Green | Agricultural | 40 | 1.27 | 1.14 | 31.50 | 35.00 | 3,267 |
| | Fringe | , in the second se | | ľ | | | | | | |
| 8 | Medium Green 20 | Rural | Green | Agricultural | 20 | 0.74 | 0.67 | 27.00 | 30.00 | 2,783 |
| 9 | Medium Green 20 Fringe | Urban Fringe | Green | Agricultural | 20 | 0.63 | 0.57 | 31.50 | 35.00 | 3,246 |
| 10 | Medium Green 12 | Rural | Green | Paddock | 12 | 0.34 | 0.34 | 35.00 | 35.00 | 3.456 |
| 11 | Medium Green 12 Fringe | Urban Fringe | Green | Paddock | 12 | 0.34 | 0.34 | 35.00 | 35.00 | 3,456 |
| 12 | Large Brown 100 | Urban Area | Brown | Industrial | 100 | 3.81 | 2.86 | 26.25 | 35.00 | 3,276 |
| 13 | Large Brown 100 HD | Urban Area | Brown | Industrial | 100 | 1.81 | 1.54 | 55.25 | 65.00 | 5,149 |
| 14 | Large Brown 40 | Urban Area | Brown | Industrial | 40 | 1.27 | 1.14 | 31.50 | 35.00 | 3,267 |
| 15 | Large Brown 40 HD | Urban Area | Brown | Industrial | 40 | 0.68 | 0.62 | 58.50 | 65.00 | 5,207 |
| 16 | Medium Brown 20 | Urban Area | Brown | Industrial | 20 | 0.63 | 0.57 | 31.50 | 35.00 | 3,325 |
| 17 | Medium Brown 20 HD | Urban Area | Brown | Industrial | 20 | 0.31 | 0.31 | 65.00 | 65.00 | 5,109 |
| 18 | Medium Brown 12 | Urban Area | Brown | Industrial | 12 | 0.34 | 0.34 | 35.00 | 35.00 | 3,398 |
| 19 | Medium Brown 12 HD | Urban Area | Brown | Industrial | 12 | 0.18 | 0.18 | 65.00 | 65.00 | 5,233 |
| 20 | Small Green 9 | Generally | Green | Paddock | 9 | 0.30 | 0.30 | 30.00 | 30.00 | 3,117 |
| 21 | Small Green 4 | Generally | Green | Paddock | 4 | 0.13 | 0.13 | 30.00 | 30.00 | 3,000 |
| 22 | Small Brown 9 | Generally | Brown | Industrial | 9 | 0.26 | 0.26 | 35.00 | 35.00 | 3,169 |
| 23 | Small Brown 9 HD | Generally | Brown | Industrial | 9 | 0.14 | 0.14 | 65.00 | 65.00 | 4,788 |
| 24 | Small Brown 4 | Generally | Brown | Industrial | 4 | 0.10 | 0.10 | 40.00 | 40.00 | 3,700 |
| 25 | Small Brown 4 HD | Generally | Brown | Industrial | 4 | 0.04 | 0.04 | 100.00 | 100.00 | 6,100 |

| | Table 9.5 Distribut | ion of Allocat | ions by Size | |
|-----------|---------------------|----------------|--------------|------|
| | Sites | | Capacity | |
| >1,000 | 1 | 3% | 2,500 | 41% |
| 500 - 999 | 2 | 6% | 1,090 | 18% |
| 100-499 | 8 | 26% | 1,633 | 27% |
| 50-99 | 7 | 23% | 543 | 9% |
| 25-49 | 8 | 26% | 316 | 5% |
| 10-25 | 2 | 6% | 43 | 19 |
| <10 | 3 | 10% | 29 | 0% |
| | 31 | 100% | 6.154 | 100% |



Updated PPG (July 2018)

- Benchmark land value should, be based upon existing use value, allow for a premium to landowners reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and be informed by market evidence.
- where recent market evidence is used to inform assessment of benchmark land value this
 evidence should be based on developments which are compliant with policies, including for
 affordable housing.
- 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.
- ... The [landowners] 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. 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. 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.

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A Pragmatic Viability Test

Existing Use Value

- Plus 20%
- Plus £350,000/ha on greenfield

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Pre-consultation

| | | | | | Area | (ha) | Units | Res | idual Value (| £) |
|---------|-----------------------------|--------------|-------|--------------|--------|--------|-------|-----------|---------------|----------|
| | | | | | Gross | Net | | Gross ha | Net ha | S |
| Site 1 | Warley | Warley | Brown | PDL | 11.29 | 6.24 | 473 | 3,927,299 | 7,105,643 | 44,339,2 |
| Site 2 | Officers Meadows | Shenfield | Green | Agricultural | 38.74 | 28.20 | 825 | 2,178,005 | 2,992,054 | 84,375, |
| Site 3 | West Horndon | W Hordon | Brown | PDL | 17.25 | 10.23 | 580 | 3,559,216 | 6,001,611 | 61,396,4 |
| Site 4 | Dunton Hills Garden Village | East Horndon | Green | Ag / Golf | 257.00 | 128.50 | 4000 | 1,286,697 | 2,573,395 | 330,681, |
| Site 5 | Large Green 200 | Urban Fringe | Green | Agricultural | 7.62 | 5.71 | 200 | 2,971,335 | 3,961,780 | 22,638, |
| Site 6 | Medium Green 40 | Rural | Green | Agricultural | 1.27 | 1.14 | 40 | 3,620,826 | 4,023,140 | 4,597, |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | Green | Agricultural | 1.27 | 1.14 | 40 | 3,324,488 | 3,693,876 | 4,221, |
| Site 8 | Medium Green 20 | Rural | Green | Agricultural | 0.74 | 0.67 | 20 | 3,025,569 | 3,361,743 | 2,241, |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | Green | Agricultural | 0.63 | 0.57 | 20 | 3,238,623 | 3,598,470 | 2,056, |
| Site 10 | Medium Green 12 | Rural | Green | Paddock | 0.34 | 0.34 | 12 | 4,347,525 | 4,347,525 | 1,490, |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | Green | Paddock | 0.34 | 0.34 | 12 | 3,998,516 | 3,998,516 | 1,370 |
| Site 12 | Large Brown 100 | Urban Area | Brown | Industrial | 3.81 | 2.86 | 100 | 2,647,641 | 3,530,188 | 10,086 |
| Site 13 | Large Brown 100 HD | Urban Area | Brown | Industrial | 1.81 | 1.54 | 100 | 4,902,198 | 5,767,292 | 8,872 |
| Site 14 | Large Brown 40 | Urban Area | Brown | Industrial | 1.27 | 1.14 | 40 | 2,673,998 | 2,971,109 | 3,395 |
| Site 15 | Large Brown 40 HD | Urban Area | Brown | Industrial | 0.68 | 0.62 | 40 | 4,470,058 | 4,966,731 | 3,056 |
| Site 16 | Medium Brown 20 | Urban Area | Brown | Industrial | 0.63 | 0.57 | 20 | 2,752,920 | 3,058,800 | 1,747 |
| Site 17 | Medium Brown 20 HD | Urban Area | Brown | Industrial | 0.31 | 0.31 | 20 | 4,786,350 | 4,786,350 | 1,472 |
| Site 18 | Medium Brown 12 | Urban Area | Brown | Industrial | 0.34 | 0.34 | 12 | 3,200,194 | 3,200,194 | 1,097 |
| Site 19 | Medium Brown 12 HD | Urban Area | Brown | Industrial | 0.18 | 0.18 | 12 | 5,094,858 | 5,094,858 | 940 |
| Site 20 | Small Green 9 | Generally | Green | Paddock | 0.30 | 0.30 | 9 | 5,601,244 | 5,601,244 | 1,680 |
| Site 21 | Small Green 4 | Generally | Green | Paddock | 0.13 | 0.13 | 4 | 5,190,511 | 5,190,511 | 692 |
| Site 22 | Small Brown 9 | Generally | Brown | Industrial | 0.26 | 0.26 | 9 | 3,912,685 | 3,912,685 | 1,006 |
| Site 23 | Small Brown 9 HD | Generally | Brown | Industrial | 0.14 | 0.14 | 9 | 4,959,339 | 4,959,339 | 686 |
| Site 24 | Small Brown 4 | Generally | Brown | Industrial | 0.10 | 0.10 | 4 | 4,285,417 | 4,285,417 | 428 |
| | Email Brown 4 HD | Cenerally | Brown | Industrial | 0.04 | 0.04 | 4 | 4 043 654 | 4 043 654 | 161 |

| | Table 9.2a Re | sidential Development | v Benchmark Land Valu | ie | |
|---------|-----------------------------|-----------------------|-----------------------|-----------|----------------|
| | | 35% Affordable, s106 | 2,500/unit | | |
| | | | Alternative Use | Viability | Residual Value |
| | | | Value | Threshold | |
| Site 1 | Warley | Warley | 1,200,000 | 1,790,000 | 3,927,299 |
| Site 2 | Officers Meadows | Shenfield | 20,000 | 374,000 | 2,178,005 |
| Site 3 | West Horndon | W Hordon | 1,200,000 | 1,790,000 | 3,559,216 |
| Site 4 | Dunton Hills Garden Village | East Horndon | 100,000 | 470,000 | 1,286,697 |
| Site 5 | Large Green 200 | Urban Fringe | 20,000 | 374,000 | 2,971,335 |
| Site 6 | Medium Green 40 | Rural | 20,000 | 374,000 | 3,620,826 |
| Site 7 | Medium Green 40 Fringe | Urban Fringe | 20,000 | 374,000 | 3,324,488 |
| Site 8 | Medium Green 20 | Rural | 20,000 | 374,000 | 3,025,569 |
| Site 9 | Medium Green 20 Fringe | Urban Fringe | 20,000 | 374,000 | 3,238,623 |
| Site 10 | Medium Green 12 | Rural | 50,000 | 410,000 | 4,347,525 |
| Site 11 | Medium Green 12 Fringe | Urban Fringe | 50,000 | 410,000 | 3,998,516 |
| Site 12 | Large Brown 100 | Urban Area | 1,200,000 | 1,440,000 | 2,647,641 |
| Site 13 | Large Brown 100 HD | Urban Area | 1,200,000 | 1,440,000 | 4,902,198 |
| Site 14 | Large Brown 40 | Urban Area | 1,200,000 | 1,440,000 | 2,673,998 |
| Site 15 | Large Brown 40 HD | Urban Area | 1,200,000 | 1,440,000 | 4,470,058 |
| Site 16 | Medium Brown 20 | Urban Area | 1,200,000 | 1,440,000 | 2,752,920 |
| Site 17 | Medium Brown 20 HD | Urban Area | 1,200,000 | 1,440,000 | 4,786,350 |
| Site 18 | Medium Brown 12 | Urban Area | 1,200,000 | 1,440,000 | 3,200,194 |
| Site 19 | Medium Brown 12 HD | Urban Area | 1,200,000 | 1,440,000 | 5,094,858 |
| Site 20 | Small Green 9 | Generally | 50,000 | 410,000 | 5,601,244 |
| Site 21 | Small Green 4 | Generally | 50,000 | 410,000 | 5,190,511 |
| Site 22 | Small Brown 9 | Generally | 1,200,000 | 1,440,000 | 3,912,685 |
| Site 23 | Small Brown 9 HD | Generally | 1,200,000 | 1,440,000 | 4,959,339 |
| Site 24 | Small Brown 4 | Generally | 1,200,000 | 1,440,000 | 4,285,417 |
| Site 25 | Small Brown 4 HD | Generally | 1.200.000 | 1,440,000 | 4.043.654 |



Appendix 4 – Consultation Notes

Viability Session – 4th September 2018

Preliminary

Confidentiality - general reference.

Evidence and reasons required to support comments.

Balance between affordable housing and infrastructure.

Updating CIL levels.

Importance of collaboration – need to work with LPA on deliverability on large strategic sites – joint position ahead of examination.

Policies to be finetuned – part of the process.

Reviewing CIL: £200m2 on applicable development – circa £20k per unit / affordable housing / infrastructure costs

Advice and policy issue - not bound to follow advice

Harman/ RICS guidance (subject to update) - technical guidance material

Q: DL Things are changing with regard to affordable housing. Are all sites going to have the same level of affordable housing? Impact of infrastructure costs / variables on the affordable housing level?

Methodology

Residual value approach plus GDV figures

Profit – not an accounting profit, but a 'return' as per PPG – balanced in the appraisal in consideration of risk

Key Assumptions

Important not to reflect micro changes.

New build prices lower than existing prices (second hand prices) – which is not useual in Essex.

Rural areas higher - larger units

Brentwood and Ingatestone linked values and then everything else

Q: Should the data be simplified to such a degree – good value data.

Immediate environment of the scheme important to value setting. Values are scheme specific.

Married Land Registry PPD data against EPC data – circa £5000m2 purchase paid data (average prices) – out of date data – issues with the Land Registry

Q: Total sales – new build sales only – 158 new build sales (primary data).



Q: Allowance for incentives? Land registry price includes incentives (help to buy) – but not shared ownership. Incentives for purchaser not included – total price paid. Data from smaller sites – generally lack of larger sites.

Typology

Q: Small (1-9) / medium / larger brownfield

Q: Large brownfield sites within the green belt?

Q: SHMA mix to apply across sites but tailored by site specific.

Social Rent

Q: Affordable rent V social rent v shared ownership – mix of options being evaluated.

Local Housing Allowance Cap

Up to cap only - capped at affordable housing cap

HCA data for all not just new units

Affordable Housing

Q. Intermediate – shared ownership only tested in model – chase up on RP view.

Older People Housing

Sheltered and extra care housing - discussion with contacts - values seem high.

Land Registry Prices Paid

Q. Existing Use Value

Q: Agricultural land – average – not individual parcels / fields – no hope value – what is it worth? Vacant building credit issues and existing floorspace – calculation brownfield

Affordable housing schemes – price paid - \pounds per unit / ha basis – still gap in evidence. Price paid for 'policy compliant' land. Specific scheme information – option etc – sign-posting.

Q: Timeline for LP – JQ response.

Q: EUV versus number of supply moving forward – impact on values. Challenges around releasing sites at what time.

Non-residential Values - not comment

Development Costs

Garden City / Village principals - 65% - infrastructure costs less than conventional development

Other sites - CIL at £200 m² - circa £20k per unit

s.106 - small number of sites - low contributions

Return - 20%

Q: Contingencies – DL to review for Dunton Hills



Policy and Other Assumptions

Q: Housing Market - one market

Modelling 3 Side

Gross to net area - West Horndon to be revisited

13,500 to 14,000 sqft per hectare - CEG average

Strategic sites - more thinking / input.

Pragmatic Viability Test

Circa \pounds 3m per ha - \pounds 200 per m - CIL / affordable housing at 35%

Not a detailed critique

Q: DL – affordable housing requirements / observations





Appendix 5 – Price Maps

















Appendix 6 – Land Registry PPD and EPC Data – Residential

| Date | Туре | SAON | PAON | Street | Locality | Town | Postcode | Price Paid | m2 | £/m2 |
|------------|------|--------|----------|--------------------|--------------|-----------|----------|------------|-----|--------|
| 24/03/2016 | F | FLAT 5 | GRASMERE | ALEXANDER LANE | HUTTÓN | BRENTWOOD | CM13 1AG | £520,000 | 86 | £6,047 |
| 20/10/2017 | F | | 1 | ESSEX WAY | GREAT WARLEY | BRENTWOOD | CM13 3AX | £314,995 | 69 | £4,565 |
| 19/02/2016 | D | | 2 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £574,995 | 114 | £5,044 |
| 29/04/2016 | D | | 4 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £499,995 | 103 | £4,854 |
| 18/07/2016 | D | | 6 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £859,995 | 157 | £5,478 |
| 30/06/2017 | S | | 7 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £600,000 | 112 | £5,357 |
| 22/04/2017 | D | | 8 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £539,995 | 103 | £5,243 |
| 14/07/2017 | S | | 9 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £620,000 | 112 | £5,536 |
| 26/07/2016 | D | | 10 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £874,995 | 157 | £5,573 |
| 21/04/2017 | D | | 11 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £600,000 | 102 | £5,882 |
| 12/08/2016 | D | | 12 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £999,995 | 238 | £4,202 |
| 07/12/2017 | D | | 13 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £599,995 | 102 | £5,882 |
| 30/01/2017 | D | | 14 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £965,000 | 247 | £3,907 |
| 22/12/2017 | D | | 15 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £1,100,000 | 247 | £4,453 |
| 26/09/2016 | D | | 16 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £695,000 | 127 | £5,472 |
| 28/04/2017 | D | | 18 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £880,000 | 157 | £5,605 |
| 30/06/2017 | D | | 20 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £859,995 | 157 | £5,478 |
| 21/07/2017 | D | | 22 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £724,995 | 127 | £5,709 |
| 31/07/2017 | D | | 24 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £724,995 | 127 | £5,709 |
| 31/07/2017 | D | | 26 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £599,995 | 127 | £4,724 |
| 23/11/2017 | D | | 30 | WATLINGTON GARDENS | GREAT WARLEY | BRENTWOOD | CM13 3FA | £724,995 | 127 | £5,709 |
| 06/05/2016 | D | | 1 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £749,995 | 129 | £5,814 |
| 29/01/2016 | Т | | 2 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £539,995 | 103 | £5,243 |
| 29/01/2016 | Т | | 3 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £524,995 | 103 | £5,097 |
| 29/01/2016 | Т | | 4 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £524,995 | 103 | £5,097 |
| 29/01/2016 | Т | | 5 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £524,995 | 103 | £5,097 |
| 29/01/2016 | Т | | 6 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £524,995 | 103 | £5,097 |
| 05/08/2016 | Т | | 7 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £675,000 | 154 | £4,383 |
| 28/01/2016 | D | | 9 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £600,000 | 103 | £5,825 |
| 15/01/2016 | D | | 10 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £674,995 | 127 | £5,315 |
| 17/08/2017 | D | | 11 | MAGNOLIA CRESCENT | GREAT WARLEY | BRENTWOOD | CM13 3FG | £860,000 | 157 | £5,478 |
| 05/05/2016 | D | | 1 | SYCAMORE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FJ | £539,995 | 102 | £5,294 |
| 25/05/2016 | D | | 2 | SYCAMORE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FJ | £522,495 | 102 | £5,123 |
| 24/03/2016 | D | | 3 | SYCAMORE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FJ | £549,995 | 102 | £5,392 |
| 28/07/2016 | D | | 4 | SYCAMORE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FJ | £859,995 | 157 | £5,478 |
| 29/07/2016 | D | | 1 | JASMINE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FL | £695,000 | 127 | £5,472 |
| 24/04/2017 | D | | 2 | JASMINE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FL | £999,995 | 247 | £4,049 |
| 29/07/2016 | D | | 3 | JASMINE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FL | £874,995 | 157 | £5,573 |
| 29/07/2016 | D | | 4 | JASMINE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FL | £895,995 | 155 | £5,781 |
| 08/12/2017 | D | | 12 | TURNER CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FN | £599,995 | 102 | £5,882 |
| 23/02/2018 | D | | 5 | WOODSIDE PLACE | GREAT WARLEY | BRENTWOOD | CM13 3FP | £1,470,000 | 291 | £5,052 |
| 15/12/2017 | Т | | 1 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FQ | £459,995 | 93 | £4,946 |



| 29/03/2018 | т | | 2 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FQ | £444,995 | 93 | £4,785 |
|------------|--------|--------|------------------|-----------------|--------------|------------|----------|----------------------|----------|----------------------|
| 31/01/2018 | Ť | | 8 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FQ | £454 995 | 93 | £4 892 |
| 19/03/2018 | Ť | | 9 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FQ | £444 995 | 93 | £4 785 |
| 12/01/2018 | Ť | | 10 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3EO | £459 995 | 93 | £4 946 |
| 17/11/2017 | Ē | | 22 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3FQ | £309,995 | 66 | £4,640 |
| 17/11/2017 | F | | 23 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3EO | £314 995 | 71 | £4,007 |
| 17/11/2017 | F | | 20 | FLORENCE CLOSE | GREAT WARLEY | BRENTWOOD | CM13 3EO | £312 005 | 66 | £4,407 £4,742 |
| 1//12/2017 | Ē | | 26 | FLORENCE CLOSE | | | CM13 3EO | £315 005 | 66 | £4,742 |
| 10/10/2017 | Ē | | 31 | FLORENCE CLOSE | | | CM13 3EO | £30/ 005 | 64 | £4,700 |
| 20/10/2017 | F | | 32 | FLORENCE CLOSE | | BRENTWOOD | CM13 3EO | £230 4,335 | 53 | £4,700 |
| 20/10/2017 | Ē | | 34 | FLORENCE CLOSE | | | CM13 3EO | £200,000 | 60 | £4,520 |
| 20/10/2017 | F | | 35 | FLORENCE CLOSE | | BRENTWOOD | CM13 3EO | £242 005 | 51 | £4,505 £4,765 |
| 26/10/2017 | 5 | | 36 | | | | CM13 3EQ | £242,335 | 64 | £4,703 |
| 20/10/2017 | Ē | | 30 | | | | CM13 3FQ | £309,995 | 04 53 | £4,044 £4,717 |
| 10/10/2017 | | | 29 | | | BRENTWOOD | CM13 3FQ | £2249,995 | 71 | £4,717 |
| 26/10/2017 | Ē | | 30 | | | | CM13 3FQ | £334,995 | 60 | £4,710 £4,710 |
| 20/10/2017 | Ē | | 40 | | | BRENTWOOD | CM12 2EO | 2324,995 | 09 51 | £4,710 |
| 27/10/2017 | | | 40 | | | BRENTWOOD | CM13 3FQ | £257,995 | 52 | £3,039 £4,755 |
| 10/11/2017 | Ē | | 41 | | | BRENTWOOD | CM12 2EO | 6200.005 | 71 | 24,700 |
| 10/11/2017 | | | 42 | | | BREINTWOOD | | £399,995 | 71 | £0,004 |
| 27/11/2017 | D S | | 1 | | BRENTWOOD | BREINTWOOD | | £370,000 | 94 | £0,004 |
| 10/11/2017 | 3 6 | | 2 | | BRENTWOOD | BREINTWOOD | | £470,000 £412,500 | 93 | £5,054 |
| 04/01/2010 | 3 6 | | 5 | | BRENTWOOD | BREINTWOOD | | £412,500 | 13 | £0,001 |
| 20/01/2010 | 3 | | 5 | | BREINTWOOD | DREINTWOOD | | £440,000 | 93 | 24,731 CE COE |
| 31/10/2017 | 5 | 2 | | | BREINTWOOD | BREINTWOOD | | £415,000 | 73 | £3,003 |
| 21/12/2017 | г г | 2 | LUKE COURT, 100 | | BREINTWOOD | BREINTWOOD | CM14 4GQ | £335,000 | 00 | £4,920 |
| 31/10/2017 | | 0 | LUKE COURT, 100 | | BREINTWOOD | BREINTWOOD | CM14 4GQ | £275,000 | 00 54 | £4,911 |
| 21/11/2017 | | 9 | LUKE COURT, 100 | | BREINTWOOD | DREINTWOOD | | £310,000 | 54 | £0,741 |
| 29/09/2017 | | | LUKE COURT, 100 | | BRENTWOOD | BRENTWOOD | CM14 4GQ | £230,000 | 44 | £5,227 |
| 12/10/2017 | | | LUKE COURT, 100 | | BREINTWOOD | DREINTWOOD | | £315,000 | 60 | £5,250 |
| 26/09/2017 | | | LUKE COURT, 100 | | BRENTWOOD | BRENTWOOD | CM14 4GQ | £240,000 | 47 | £5,100 |
| 20/09/2017 | | | LUKE COURT, 100 | | BREINTWOOD | DREINTWOOD | | £230,000 | 42 | £0,470 |
| 09/02/2018 | F | FLAT 5 | LUKE COURT, 100 | | BRENTWOOD | BRENTWOOD | CM14 4GQ | £340,000 | 68 | £5,000 |
| 30/10/2017 | | FLAT 7 | LUKE COURT, 100 | | BRENTWOOD | BRENTWOOD | | £375,000 | 95 | £3,947 |
| 24/05/2017 | F | 1 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | | £322,000 | 00 | £5,750 |
| 25/05/2017 | F | 10 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | CM14 4LR | £325,000 | 51 | £6,373 |
| 24/05/2017 | F - | 11 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | CM14 4LR | £318,880 | 51 | £6,253 |
| 24/05/2017 | F | 2 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | CM14 4LR | £275,000 | 44 | £6,250 |
| 24/05/2017 | F - | 3 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | CM14 4LR | £335,000 | 56 | £5,982 |
| 24/05/2017 | F | 4 | FINLEY COURT, 1A | | BRENTWOOD | BRENTWOOD | CM14 4LR | £395,000 | 56 | £7,054 |
| 24/05/2017 | F _ | 5 | FINLEY COURT, 1A | FAIRFIELD ROAD | BRENTWOOD | BRENTWOOD | CM14 4LR | £261,000 | 44 | £5,932 |
| 24/05/2017 | F | 6 | FINLEY COURT, 1A | FAIRFIELD ROAD | BRENTWOOD | BRENTWOOD | CM14 4LR | £330,000 | 56 | £5,893 |
| 25/05/2017 | F | / | FINLEY COURT, 1A | FAIRFIELD ROAD | BRENTWOOD | BRENTWOOD | CM14 4LR | £365,000 | 56 | £6,518 |
| 24/05/2017 | F | 8 | FINLEY COURT, 1A | | RENIMOOD | BRENTWOOD | CM14 4LR | £238,500 | 44 | £5,420 |
| 24/05/2017 | F | 9 | FINLEY COURT, 1A | | BRENTWOOD | BRENIWOOD | CM14 4LR | £322,000 | 56 | £5,750 |
| 18/09/2017 | F | 2 | USCAR HOUSE, 1B | | BRENIWOOD | BRENTWOOD | CM14 4LR | £275,000 | 46 | £5,978 |
| 15/09/2017 | F | 3 | USCAR HOUSE, 1B | | BRENTWOOD | BRENIWOOD | CM14 4LR | £250,000 | 05 | o 4 4 - 4 |
| 07/02/2018 | S | | 16 | WESTWOOD AVENUE | BRENIWOOD | BRENTWOOD | CM14 4PA | £425,000 | 95 | £4,474 |



| Op/12/2017 F 1 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E242.500 36 E5.788 20/10/2017 F 2 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E248.750 39 E5.378 30/11/2017 F 2 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E248.750 39 E5.378 30/10/2017 F 4 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E260.000 38 E5.279 30/12/2017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E250.000 38 E5.478 30/10/2017 F 9 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI44 45X E250.000 38 E4.410 30/10/2017 F 9 THE APARTMENTS WEALD ROAD BRENTWOOD CMI44 45X E230.000 35 E4.459 < | 08/01/2018 | S | | 16A | WESTWOOD AVENUE | BRENTWOOD | BRENTWOOD | CM14 4PA | £540.000 | 73 | £7.397 |
|---|------------|--------|---------------|------------------|--------------------|--------------|--------------|-----------|----------------------|-----|------------------|
| 24/102017 F 10 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 228.000 46 E7.065 30/102017 F 3 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 228.000 39 E5.677 30/102017 F 3 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 227.000 48 E5.677 20/122017 F 5 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 225.000 38 E5.410 20/122017 F 7 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 227.500 43 E5.37 30/102017 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 227.500 43 E5.37 30/102017 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD CMI14 45X 227.500 63 E5.405 227.0500 <td>08/12/2017</td> <td>F</td> <td>1</td> <td>THE APARTMENTS</td> <td>WEALD ROAD</td> <td>BRENTWOOD</td> <td>BRENTWOOD</td> <td>CM14 4SX</td> <td>£242,500</td> <td>36</td> <td>£6,736</td> | 08/12/2017 | F | 1 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £242,500 | 36 | £6,736 |
| 30/11/2017 F 2 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 2248.750 39 56.372 30/10/2017 F 3 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 2260.000 43 B5.279 30/10/2017 F 5 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 2250.000 38 E5.479 30/10/2017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 2260.000 38 E5.479 30/10/2017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI14 45X 2272.500 43 E5.378 30/10/2017 F 1 THE APARTMENTS WEALD ROAD BRENTWOOD CMI14 45X 2272.500 45 45.479 30/10/2018 F 12 CULYERS YARD.40 WILLIAM HUNTER WAY BRENTWOOD CMI14 40YT 2215.000 53 45.4957 16307200 <td>24/10/2017</td> <td>F</td> <td>10</td> <td>THE APARTMENTS</td> <td>WEALD ROAD</td> <td>BRENTWOOD</td> <td>BRENTWOOD</td> <td>CM14 4SX</td> <td>£325.000</td> <td>46</td> <td>£7.065</td> | 24/10/2017 | F | 10 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £325.000 | 46 | £7.065 |
| 30/10/2017 F 3 THE APARTMENTS WEALD ROAD BRENTWOOD CM14 43X 2280/000 39 E6.679 20/10/2017 F 5 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E250,000 43 E5.279 20/12/2017 F 5 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E250,000 39 E5.410 30/10/2017 F 7 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E240,000 39 E5.343 30/10/2018 F 1 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E240,000 39 E5.405 30/10/2018 F 12 CULVERS VARD,40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 43YT E250,000 53 E4.057 20/2018 F 12 CULVERS VARD,40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 43YT E252,000 53 E4.057 <td>30/11/2017</td> <td>F</td> <td>2</td> <td>THE APARTMENTS</td> <td>WEALD ROAD</td> <td>BRENTWOOD</td> <td>BRENTWOOD</td> <td>CM14 4SX</td> <td>£248,750</td> <td>39</td> <td>£6.378</td> | 30/11/2017 | F | 2 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £248,750 | 39 | £6.378 |
| 30/102017 F I THE APARTMENTS WEALD ROAD BRENTWOOD CM14 43X E270000 43 EE7083 07/122017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E255.000 39 E54.01 07/122017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E250.000 39 E54.39 07/122017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 43X E224.00 39 E54.39 02/022018 F 12 CLLVERS VARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 43X E227.00 33 E5.144 02/022018 F 12 CLLVERS VARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 43X E225.000 53 E5.144 02/022018 F 7 CLLVERS VARD, 40 WILLIAM HUNTER WAY BRENTWOOD CM14 437 E21.000 53 E5.144 220.00 <td>30/10/2017</td> <td>F</td> <td>3</td> <td>THE APARTMENTS</td> <td>WEALD ROAD</td> <td>BRENTWOOD</td> <td>BRENTWOOD</td> <td>CM14 4SX</td> <td>£260.000</td> <td>39</td> <td>£6.667</td> | 30/10/2017 | F | 3 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £260.000 | 39 | £6.667 |
| 20/12/2017 F 5 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CM14 45X E255,000 36 E7:03 00/10/2017 F 7 THE APARTMENTS WEALD ROAD BRENTWOOD DRENTWOOD CM14 45X E248,000 39 E5337 30/10/2018 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD CM14 45X E248,000 39 E7:435 30/10/2018 F 12 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CM14 44YL E25:000 53 E5:142 20/203/2018 F 13 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 44YL E21:000 53 E2:392 20/203/2018 F 7 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 4VT E21:000 53 E2:392 20/203/2018 F FL THE CALCRITWAY BRENTWOOD BRENTWOOD CM14 45GF E2:4000 163 E2:392 20/01/ | 30/10/2017 | F | 4 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £270,000 | 43 | £6,279 |
| 07/12/2017 F 6 THE APARTMENTS WEALD ROAD BRENTWOOD DRENTWOOD CM14 45X E280,000 39 E6.410 03/00/2017 F 7 THE APARTMENTS WEALD ROAD BRENTWOOD DRENTWOOD CM14 45X E224,000 39 E6.359 03/01/2017 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD CM14 45X E227,500 43 E6.379 02/03/2018 F 12 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CM14 4WT E215,000 53 E5.364 02/03/2018 F 2 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 4WT E210,000 53 E5.362 02/03/2018 F 2 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CM14 450F E435,000 130 E3.362 04/02/2016 F STUDIO THE CALCRY THE GALLERIES WARLEY BRENTWOOD CM14 50F E435,000 154 E4.259 03/06/2016 | 20/12/2017 | F | 5 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £255.000 | 36 | £7,083 |
| 30/10/2017 F 7 THE APARTMENTS WEALD ROAD BRENTWOOD DRENTWOOD CM14 45X E248,000 39 E5337 30/10/2018 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD DRENTWOOD CM14 45X E2280,000 39 E7435 30/10/2018 F 13 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD DRENTWOOD CM14 4WT E332,500 68 E5144 20/203/2018 F 7 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD DRENTWOOD CM14 4WT E332,500 68 E5146 20/203/2018 F 7 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CM14 4VT E215,000 53 £4,350 20/03/2016 F FLAT 18 THE GALLERIES WARLEY BRENTWOOD CM14 4SF £243,000 54 £4,259 30/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM14 5GF £230,000 163 £4,131 30/ | 07/12/2017 | F | 6 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £250,000 | 39 | £6 410 |
| 101012018 F 8 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI4 4SX £272.500 43 E5.377 3010/2017 F 9 THE APARTMENTS WEALD ROAD BRENTWOOD CMI4 4SX £272.500 43 E5.377 3010/2017 F 12 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CMI4 4WT £235.000 53 £4.057 1603/2018 F 2 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CMI4 4WT £215.000 53 £5.982 20203/2018 F 7 CULYERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD CMI4 4WT £215.000 53 £6.376 20012/2016 F FLAT 18 THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CMI4 5GF £435.000 13 £4.259 2006/2016 D 1 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMI4 5GF £433.000 14 £4.319 2006/2016 D 1 | 30/10/2017 | F | 7 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £248,000 | 39 | £6 359 |
| 30/10/2017 F 9 THE APARTMENTS WEALD ROAD BRENTWOOD BRENTWOOD CMI4 4SX £290.000 38 £7.458 20/30/2018 F 13 CULVERS YARD, 40 WILLMA HUNTER WAY BRENTWOOD BRENTWOOD CMI4 4AVT £215.000 53 £4.057 20/30/2018 F 7 CULVERS YARD, 40 WILLMA HUNTER WAY BRENTWOOD CMI4 4AVT £215.000 53 £5.057 20/30/2018 F 7 CULVERS YARD, 40 WILLMA HUNTER WAY BRENTWOOD CMI4 4AVT £215.000 53 £5.057 28/01/2016 F F LAT 18 THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CMI4 6GF £230.000 54 £4.259 30/06/2016 D 1 THE GALLERIES WARLEY BRENTWOOD CMI4 6GF £230.000 54 £4.259 30/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMI5 GFA £53.500 124 £4.311 30/06/2016 | 31/01/2018 | F | 8 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £272 500 | 43 | £6 337 |
| 202032018 F 12 CULYERS YARD.40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 4WT E215.000 53 F6.057 16032018 F 2 CULYERS YARD.40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 4WT E215.000 53 E5.984 202032018 F 2 CULYERS YARD.40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CM14 4WT E215.000 53 E5.945 26012016 F FLAT 18 THE CALCK TOWER THE GALLERIES WARLEY BRENTWOOD CM14 5GF E230.000 54 F4.252 3006/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA E539.950 124 F4.319 3006/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA E539.950 124 F4.349 2006/2016 D 1 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA E637.000 160 E3.906 <t< td=""><td>30/10/2017</td><td>F</td><td>9</td><td>THE APARTMENTS</td><td>WEALD ROAD</td><td>BRENTWOOD</td><td>BRENTWOOD</td><td>CM14 4SX</td><td>£290,000</td><td>30</td><td>£7,436</td></t<> | 30/10/2017 | F | 9 | THE APARTMENTS | WEALD ROAD | BRENTWOOD | BRENTWOOD | CM14 4SX | £290,000 | 30 | £7,436 |
| E6032018 F 13 CULVERS YARD. 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CMI4 4WT E525.00 68 E5.18 202032018 F 7 CULVERS YARD. 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CMI4 4WT £210.000 53 £6.962 26/012016 F F FLAT 18 THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CMI4 4WT £210.000 54 £4.259 20/06/2016 D THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CMI4 5GF £435.000 54 £4.259 20/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMI4 0FA £539.500 124 £4.319 20/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMI4 0FA £539.500 124 £4.319 20/06/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMI4 0FA £539.500 124 £4.319 | 02/03/2018 | F | 12 | CULVERS YARD 40 | WILLIAM HUNTER WAY | BRENTWOOD | BRENTWOOD | CM14 4W/T | £215,000 | 53 | £4 057 |
| 02/03/2018 F 2 CULYERS YARD. 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CMI4 4/WT £210,000 53 £5,965 02/03/2018 F 7 CULYERS YARD. 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CMI4 4/WT £215,000 53 £4,057 02/03/2016 F FLAT 18 THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CMI4 4/WT £215,000 54 £4,259 03/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £69,930 163 £4,110 03/06/2016 S 8 WHITEFIELD WAY KELVEDON HATCH BRENTWODD CM15 0FA £637,000 160 53,981 214 £4,349 03/06/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWODD CM15 0FA £637,000 160 53,996 214 £4,349 21/0/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWODD CM15 0FA £636,000 | 16/03/2018 | F | 12 | CUL VERS VARD 40 | | BRENTWOOD | BRENTWOOD | CM14 4WT | £352 500 | 68 | £5 184 |
| 02/03/2016 F 7 CULTERS YARD, 40 WILLIAM HUNTER WAY BRENTWOOD BRENTWOOD CMI14 4WT £215,000 53 £40,67 26/01/2016 F FLAT 18 THE CALCERTS WARLEY BRENTWOOD CMI14 4WT £215,000 53 £40,67 26/01/2016 F STUDIO THE CALCK TOWER THE GALLERIES WARLEY BRENTWOOD CM14 5GF £230,000 54 £4,259 30/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £533,550 124 £4,319 30/06/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £633,950 124 £4,319 29/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £632,950 124 £4,354 21/02/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,960 22/06/2016 S 13 | 02/03/2018 | F | 2 | CULVERS VARD 40 | | BRENTWOOD | BRENTWOOD | CM14 4WT | £210,000 | 53 | £3,104 |
| 26/01/2016 F FLAT 18 THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CM4 5GF £43,000 130 £33,44 04/02/2016 F STUDIO THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CM14 5GF £230,000 54 £4,259 30/06/2016 D 1 WHITEFIELD WAY KELVEON HATCH BRENTWOOD CM14 5GF £230,000 54 £4,259 30/06/2016 S 7 WHITEFIELD WAY KELVEON HATCH BRENTWOOD CM15 0FA £533,950 124 £4,319 30/06/2016 S 8 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £539,950 124 £4,354 21/02/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,906 20/06/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £626,000 149 £4,325 20/06/2016 S 14 WHITEFI | 02/03/2010 | F | 7 | CULVERS VARD 40 | | BRENTWOOD | BRENTWOOD | CM14 4WT | £215,000 | 53 | £4,057 |
| NOTH NULLER INTEGRATINGO ONTAGE DREINTOOD CMAILS CARGO 13 Educes 04/02/2016 F STUDIO THE CALCK TOWER THE GALLERIES WARLEY BRENTWOOD CM14 5GF £230,000 54 £42.59 3006/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA £686,950 163 £4,110 3006/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA £530,500 124 £4,334 29/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA £637,000 160 £3,906 26/01/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA £660,000 160 £3,906 22/06/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 GFA £660,000 160 £3,906 22/06/2016 D 1 WHITEFIELD WAY KELVEDON HATCH | 26/01/2016 | F | , FI ΔT 18 | THE CLOCK TOWER | THE GALLERIES | WARLEY | BRENTWOOD | CM14 5GE | £435,000 | 130 | £3,007 |
| 04/02/2016 F STUDIO THE CLOCK TOWER THE GALLERIES WARLEY BRENTWOOD CM14 SGF £230,000 54 £42,59 30/06/2016 D 1 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £556,000 163 £4,110 30/06/2016 S 8 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £533,950 124 £4,339 30/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £537,000 160 £3,981 21/0/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £52,000 160 £3,906 30/06/2016 D 11 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £56,000 160 £3,906 30/06/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 OFA £56,000 160 £3,906 22/06/2016 D 1 WIDVALE ROAD | 20/01/2010 | | SOUTH | THE GEOCK TOWER | THE GALLENIES | WARLET | DIVENTINGOOD | 01114 301 | 2433,000 | 150 | 20,040 |
| 3006/2016 D 1 UNITERIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £669,950 163 £4,110 3006/2016 S 7 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £539,950 124 £4,319 29/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £639,950 124 £4,319 29/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £639,950 126 £3,966 26/01/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,966 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £639,950 126 £4,325 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £650,000 126 £4,352 25/05/2016 S 13 WHITEFIELD WAY KELVEDON HAT | 04/02/2016 | F | STUDIO | THE CLOCK TOWER | THE GALLERIES | WARLEY | BRENTWOOD | CM14 5GE | £230.000 | 54 | £4 259 |
| 30006/2016 S 7 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA 2503,050 124 24,334 3006/2016 S 8 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £533,500 124 £4,334 21/02016 D 9 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £637,000 160 £3,906 21/01/2016 D 10 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,906 30/06/2016 D 12 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £650,000 160 £3,906 30/06/2016 S 13 WHITE/IELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £560,000 126 £4,325 25/05/2016 S 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £60,000 149 £4,325 25/05/2017 S 2 WIDVALE ROAD MOUNTNESSING | 30/06/2016 | 'n | OTODIO | 1 | | | BRENTWOOD | CM15 0EA | £660 050 | 163 | £4,200 £4,110 |
| S00062016 S 1 MINELIED WAY KELVEDON HATCH BRENTWOOD CM15 0FA £53,305 124 £4,354 29/06/2016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £53,901 160 £3,961 21/10/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,906 26/07/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £625,000 160 £3,906 22/06/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £545,000 126 £4,285 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £540,000 126 £4,285 22/06/2017 S 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £409,995 75 £5,333 16/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,99 | 30/06/2016 | 5 | | 7 | | | BRENTWOOD | CM15 OFA | £535 500 | 103 | £4,110 |
| 30/002016 D 9 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £33,930 124 £4,394 21/10/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £625,000 160 £3,961 22/06/2016 D 11 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £625,000 160 £3,961 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £539,950 126 £4,285 15/07/2016 S 14 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £539,950 126 £4,325 15/07/2016 S 14 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FF £40,995 75 £5,433 25/05/2018 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 27/10/2017 S 10 WIDVALE ROAD MOUNTNESSING | 30/06/2016 | 6 | | 2 | | | | | £530,500 | 124 | £4,313 |
| 25/002103 D 3 MINITERED WAY KELVEDON HATCH BRENTWOOD CMIS of A Eds., boot tool Eds., boot <thtool< th=""> Eds., boot tool</thtool<> | 20/06/2010 | о П | | 0 | | | BRENTWOOD | CM15 OFA | £539,950 £637,000 | 124 | £4,004 £3.081 |
| 21/10/2016 D 10 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £02,000 160 £3,900 30/06/2016 D 12 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £625,000 160 £3,350 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £539,950 126 £4,285 15/07/2016 S 14 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £545,000 126 £4,325 25/05/2018 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £5650,000 149 £4,362 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 2/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 2/10/2017 S 14 WIDVALE ROAD MOUNTNESSING | 29/00/2010 | | | 9 | | | BRENTWOOD | | £037,000 £625,000 | 160 | £3,901 |
| 2010/2016 D 11 WHITEFIELD WAY RELVEDON HATCH BRENTWOOD CMIS DFA 203,000 160 £3,300 22/06/2016 S 13 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS DFA £539,950 126 £4,285 25/05/2018 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS DFA £545,000 126 £4,325 25/05/2018 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS DFF £650,000 149 £4,362 02/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS DFF £399,995 75 £5,333 16/10/2017 S 8 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS DFF £399,995 75 £5,333 20/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS DFF £399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWO | 21/10/2010 | | | 10 | | | BRENTWOOD | | £025,000 £625,000 | 160 | £3,900 |
| 30/02/016 D 12 WINTETIED WAY RELVEDON HATCH BREITWOOD CM15 0FA £000,000 126 £4,285 15/07/2016 S 14 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CM15 0FA £539,950 126 £4,285 25/05/2018 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £600,000 149 £4,362 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 02/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/10/2017 S 12 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWO | 20/10/2010 | | | 11 | | | BRENTWOOD | | £023,000 | 160 | £3,900 |
| 22/00/2016 S 13 WHITEFIELD WAT RELVEDON HATCH BRENTWOOD CMIS 0FA £33,930 126 £4,253 15/07/2016 S 14 WHITEFIELD WAY KELVEDON HATCH BRENTWOOD CMIS 0FA £545,000 126 £4,325 15/07/2016 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £60,000 149 £4,325 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 16/10/2017 S 8 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 20/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 20/10/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWO | 22/06/2010 | 6 | | 12 | | | BRENTWOOD | | £000,000 | 100 | £3,730 |
| 13/07/2016 3 14 WHITE/FIELDON FATOR ENEVENDED CMIS 0FA £35,000 120 £4,323 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £660,000 149 £4,323 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 16/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 27/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 20/10/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 20/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS 0FF <td>22/00/2010</td> <td>0</td> <td></td> <td>13</td> <td></td> <td></td> <td></td> <td></td> <td>£339,930 6545.000</td> <td>120</td> <td>£4,200</td> | 22/00/2010 | 0 | | 13 | | | | | £339,930 6545.000 | 120 | £4,200 |
| 25/03/2016 D 1 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMI15 OFF £300,000 149 £4,302 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,467 13/10/2017 S 8 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,333 16/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,333 20/10/2017 S 12 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,333 03/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 OFF £399,995 75 £5,333 20/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD | 15/07/2010 | 5 | | 14 | | | BRENTWOOD | | £343,000 | 120 | £4,320 |
| 02/10/2017 S 2 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMI15 0FF £443,993 73 £2,467 3/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 16/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 02/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 27/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD | 23/03/2016 | D c | | 1 | | MOUNTNESSING | | | £000,000 | 149 | £4,30Z |
| 13/10/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM13 0FF £.39,995 75 £5,333 27/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 2010/2017 S 12 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 14/4,430 21 | 12/10/2017 | 3 | | 2 | | MOUNTNESSING | BREINTWOOD | | £409,995 | 75 | £0,407 |
| 1010/2017 S 6 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 27/10/2017 S 10 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 20/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CMIS OFF £399,995 75 £5,333 20/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CMIS OFG £670,000 149 £4,497 04/12/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD | 13/10/2017 | 3 | | 0 | | MOUNTNESSING | BREINTWOOD | | 2399,995 | 75 | £0,000 |
| 27/10/2017 S 10 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FF £.399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FF £.399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FF £.399,995 75 £5,333 20/10/2017 S 16 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FF £.399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FF £.399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTINESSING BRENTWOOD CM15 0FG £670,000 149 £4,497 04/12/2017 D 3 RIVER COURT MOUNTINESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTINESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018< | 10/10/2017 | 3 | | 0 | | MOUNTNESSING | DREINTWOOD | | 1399,995 | 75 | £0,000 |
| 20/10/2017 S 12 WIDVALE ROAD MOUNT INESSING BRENT WOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 14 WIDVALE ROAD MOUNT INESSING BRENT WOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNT INESSING BRENT WOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNT INESSING BRENT WOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNT INESSING BRENT WOOD CM15 0FG £670,000 149 £4,497 04/12/2017 D 3 RIVER COURT MOUNT INESSING BRENT WOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNT INESSING BRENT WOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNT INESSING | 27/10/2017 | 5 | | 10 | | MOUNTNESSING | BRENTWOOD | | £399,995 | 75 | £5,333 |
| 03/11/2017 S 14 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 03/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £670,000 149 £4,497 04/12/2017 D 3 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 04/12/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD | 20/10/2017 | 5 | | 12 | | MOUNTNESSING | BRENTWOOD | CM15 OFF | £399,995 | 75 | £5,333 |
| 03/11/2017 S 16 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 20/11/2017 T 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 2/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £670,000 149 £4,497 10/11/2017 D 3 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,497 10/11/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD | 03/11/2017 | 5 | | 14 | | MOUNTNESSING | BRENTWOOD | | £399,995 | 75 | £5,333 |
| 20/11/2017 1 22 WIDVALE ROAD MOUNTNESSING BRENTWOOD CM15 0FF £399,995 75 £5,333 27/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £670,000 149 £4,497 04/12/2017 D 3 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £519,995 109 £4,477 10/11/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 109 £4,495 29/01/2018 S< | 03/11/2017 | 5 | | 16 | | MOUNTNESSING | BRENTWOOD | CM15 OFF | £399,995 | 75 | £5,333 |
| 27/11/2017 D 1 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £670,000 149 £4,497 04/12/2017 D 3 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £519,995 109 £4,477 10/11/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD | 20/11/2017 | I | | 22 | | MOUNTNESSING | BRENTWOOD | CM15 OFF | £399,995 | /5 | £5,333 |
| 04/12/2017 D 3 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £519,995 109 £4,771 10/11/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD | 27/11/2017 | D | | 1 | RIVER COURT | MOUNTNESSING | BRENTWOOD | CM15 0FG | £670,000 | 149 | £4,497 |
| 10/11/2017 D 5 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £489,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD | 04/12/2017 | D | | 3 | | MOUNTNESSING | BRENTWOOD | CM15 0FG | £519,995 | 109 | £4,771 |
| 31/07/2017 D 6 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD | 10/11/2017 | D | | 5 | RIVER COURT | MOUNTNESSING | BRENTWOOD | CM15 0FG | £660,000 | 149 | £4,430 |
| 08/02/2018 D 7 RIVER COURT MOUNTNESSING BRENTWOOD CM15 0FG £660,000 149 £4,430 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £489,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD | 31/07/2017 | D | | 6 | RIVER COURT | MOUNTNESSING | BRENTWOOD | CM15 0FG | £660,000 | 149 | £4,430 |
| 18/05/2018 D 10 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £489,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 08/02/2018 | D | | (| RIVER COURT | MOUNTNESSING | BRENTWOOD | CM15 0FG | £660,000 | 149 | £4,430 |
| 21/05/2018 S 11 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £484,995 135 £3,593 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £489,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 18/05/2018 | D | | 10 | ELM GARDENS | MOUNTNESSING | BRENIWOOD | CM15 0FH | £484,995 | 135 | £3,593 |
| 03/04/2018 D 12 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £489,995 109 £4,495 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 21/05/2018 | S | | 11 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £484,995 | 135 | £3,593 |
| 29/01/2018 S 14 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 03/04/2018 | D | | 12 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £489,995 | 109 | £4,495 |
| 23/01/2018 S 15 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £482,995 135 £3,578 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 29/01/2018 | S | | 14 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £482,995 | 135 | £3,578 |
| 15/01/2018 D 17 ELM GARDENS MOUNTNESSING BRENTWOOD CM15 0FH £499,995 109 £4,587 | 23/01/2018 | S | | 15 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £482,995 | 135 | £3,578 |
| | 15/01/2018 | ט | | 1/ | ELM GARDENS | MOUNINESSING | BRENTWOOD | CM15 0FH | £499,995 | 109 | £4,587 |



| 16/01/2018 | S | | 19 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £489,995 | 109 | £4,495 |
|------------|---|----|------------------|----------------|--------------|-------------|----------|------------|-----|--------|
| 09/02/2018 | S | | 20 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £482,995 | 135 | £3,578 |
| 26/01/2018 | S | | 21 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £482,995 | 135 | £3,578 |
| 08/03/2018 | D | | 22 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £499,995 | 109 | £4,587 |
| 05/03/2018 | D | | 23 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £499,995 | 109 | £4,587 |
| 26/02/2018 | Т | | 24 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £499,995 | 109 | £4,587 |
| 20/04/2018 | D | | 25 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £650,000 | 149 | £4,362 |
| 26/03/2018 | D | | 27 | ELM GARDENS | MOUNTNESSING | BRENTWOOD | CM15 0FH | £650,000 | 149 | £4,362 |
| 04/09/2017 | D | 3 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £725,000 | | |
| 30/11/2017 | D | 4 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £725,000 | | |
| 05/10/2017 | S | 5 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £400,000 | | |
| 22/09/2017 | S | 6 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £400,000 | | |
| 06/10/2017 | D | 7 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £650,000 | | |
| 17/08/2017 | D | 8 | THE LANDINGS | OUTINGS LANE | DODDINGHURST | BRENTWOOD | CM15 0LS | £875,000 | | |
| 14/11/2016 | D | 1 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,550,000 | 301 | £5,150 |
| 26/02/2016 | D | 10 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,620,000 | 429 | £3,776 |
| 04/03/2016 | D | 2 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,500,000 | 347 | £4,323 |
| 30/06/2016 | D | 3 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,560,000 | 310 | £5,032 |
| 24/02/2017 | D | 4 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,650,000 | 431 | £3,828 |
| 30/06/2016 | D | 6 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,820,000 | 448 | £4,063 |
| 31/03/2016 | D | 7 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £2,000,000 | 463 | £4,320 |
| 21/03/2017 | D | 8 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,700,000 | 410 | £4,146 |
| 16/12/2016 | D | 9 | TRUELOVES GRANGE | TRUELOVES LANE | INGATESTONE | INGATESTONE | CM4 0NQ | £1,600,000 | 293 | £5,461 |

Appendix 7 – Residential Newbuild Asking Prices (July 2018)

| Name of agent | Development | | | Postcode | Beds | T/SD/D | Flat | House | Asking Price | £/m2 |
|-----------------------------|----------------------|------------------|------------------|----------|------|--------|------|------------|----------------------|------------------|
| Keith Ashton | | Tipps Cross Lane | Hook End | CM15 | 2 | f f | | 84 88 | £350,000 £385,000 | £4,154 £4,395 |
| Beresfords | Culyers Yard | Hunters Walk | Brentwood | CM14 | 2 | f | | | £370,000 £325,000 | 21,000 |
| | | | | | 2 | f f | | | £330,000 £350,000 | |
| | | | | | 2 | f | | | £365,000 | |
| | | | | | 2 | f | | | £375,000 | |
| | | | | | 2 | f | | | £385,000 | |
| Bellway Brentwood NE Rur | The Hatchlands al | Mascalls Lane | Warley | CM14 | 5 | d | | | £1,249,995 | |
| Weston Homes | The Elms | Mountnessing | Brentwood | CM15 0TR | 1 | f | | 51 | £279,995 | £5,540 |
| | | | | 014 | 3 | sd | | 10 | 1 | 00 540 |
| Marden Homes | Bellmead | High St | Ingatestone | CM4 | 2 | Ť 4 | | 59 | £385,000 | £6,516 |
| | | | | | 2 | T f | | 68 70 | £415,000 | £6,102 |
| | | | | | 2 | I f | | 88 | £475,000 £525,000 | £0,097 £5.961 |
| | | | | | 2 | f | | 98 | £525,000 | £5,301 |
| | | | | | 2 | f | | 103 | £565,000 | £5,484 |
| Beresfords Central East | Flint Mews | Chelmsford Road | Shenfield | CM15 | 4 | sd | | 20 | £900,000 | £4,491 |
| Beresfords | Knights Court | Knights Way | Brentwood | CM13 | 4 | sd | | | £474,950 | |
| Savills | The Laurels | Alexander Lane | Hutton,Shenfield | CM13 | 4 | sd | | 14 | 7 £950,000 | £6,443 |
| Central South | | | | | 4 | sd | | 16 | £950,000 | £5,650 |
| William H Brown | Regent House | Hubert Road | Brentwood | | 1 | f | | 38 | £260,000 | £6,843 |
| | 0 | | | | 1 | f | | 34 | £220,000 | £6,470 |
| | | | | | 2 | f | | 52 | £280,000 | £5,382 |
| | | | | | 2 | f | | 52 | £290,000 | £5,574 |
| Savills | Library House | New Rd | Brentwood | CM14 | 1 | f | | 31 | £249,950 | £7,960 |
| | | | | | 1 | f | | 39 | £280,000 | £7,210 |
| | | | | | 1 | f | | 49 | £300,000 | £6,163 |
| | | | | | 2 | f | | 47 | £330,000 | £6,979 |
| | | | | | 2 | f | | 50 | £370,000 | £7,444 |
| | Ctation Diago | Kinga Daad | Dranturaad | 01444 | 2 | T | | 52 | £410,000 | £7,895 |
| William H Brown | Station Place | Kings Road | Brentwood | CM14 | 1 | f f | | 50 79 | £280,000 | £4,973 |
| | | | | | 2 | l f | | 7 O 9 1 | £330,000 | £4,001 £4,645 |
| | | | | | 2 | I | | 81 | £375,000 £435,000 | 24,040 £5 388 |
| Balgores Hayes | The Mount | Railway Square | Brentwood | CM14 | 2 | f | | 01 | £400,000 | 20,000 |



| Hilbery Chaplin | | Burntwood Way | Brentwood | CM14 | 3 | d | 88 | £550,000 | £6,250 |
|-----------------|--------------------|--------------------|-----------|------|---|----|-----|----------|--------|
| William H Brown | Hunters Court | William Hunter Way | Brentwood | CM14 | 1 | f | | £250,000 | |
| | | - | | | 1 | f | | £260,000 | |
| | | | | | 1 | f | | £270,000 | |
| | | | | | 2 | f | | £370,000 | |
| | | | | | 2 | f | | £390,000 | |
| William H Brown | Roth House | High St | Brentwood | CM14 | 2 | f | | £260,000 | |
| | | - | | | 2 | f | | £260,000 | |
| | | | | | 2 | f | | £280,000 | |
| Savills | Regents Place | Regent Place | Brentwood | CM14 | 2 | sd | 85 | £525,000 | £6,142 |
| | - | - | | | 3 | sd | 108 | £625,000 | £5,785 |
| | | | | | 3 | sd | 124 | £650,000 | £5,245 |
| | | | | | 4 | t | 175 | £800,000 | £4,580 |
| | | | | | 4 | t | 174 | £825,000 | £4,749 |
| Balgores Hayes | Eclipse Apartments | Ongar Road | Brentwood | CM15 | 2 | f | | £400,000 | |
| - • | | - | | | 1 | f | | £260,000 | |



Appendix 8 – CoStar Non-Residential Data

The pages in this appendix are not numbered.





Quick Stats Report

| Comps Statistics | | | | | | | | | | | |
|------------------------------|-----------------------------|--------------|--------------|-------------------|-------|--|--|--|--|--|--|
| | Low | Average | Median | High | Count | | | | | | |
| Price | | | | | | | | | | | |
| For Sale & UC/Pending | £1,500,000 | £1,500,000 | £1,500,000 | £1,500,000 | 1 | | | | | | |
| Sold Transactions | £90,000 | £3,988,205 | £1,782,021 | £19,300,000 | 37 | | | | | | |
| NIA | | | | | | | | | | | |
| For Sale & UC/Pending | 7,366 SF | 7,366 SF | 7,366 SF | 7,366 SF | 1 | | | | | | |
| Sold Transactions | 1,076 SF | 16,326 SF | 10,917 SF | 71,937 SF | 89 | | | | | | |
| Price per SF | | | | | | | | | | | |
| For Sale & UC/Pending | £203.64 | £203.64 | £203.64 | £203.64 | 1 | | | | | | |
| Sold Transactions | £8.24 | £207.76 | £206.38 | £488.73 | 37 | | | | | | |
| Net Initial Yield | | | | | | | | | | | |
| For Sale & UC/Pending | - | - | - | - | - | | | | | | |
| Sold Transactions | 5.35% | 8.49% | 8.18% | 16.17% | 17 | | | | | | |
| Days on Market | | | | | | | | | | | |
| For Sale & UC/Pending | 97 | 97 | 97 | 97 | 1 | | | | | | |
| Sold Transactions | 16 | 362 | 177 | 1,935 | 9 | | | | | | |
| Sale Price to Asking Price R | atio | | | | | | | | | | |
| Sold Transactions | 7.20% | 98.38% | 97.47% | 211.76% | 11 | | | | | | |
| | Тс | otals | | | | | | | | | |
| | | | | | | | | | | | |
| For Sale & UC/Pending | Asking Price Total: | £1,500,000 | Total For Sa | ale Transactions: | 1 | | | | | | |
| Sold Transactions | Total Sales Volume: | £147,563,592 | Total Sales | Transactions: | 89 | | | | | | |
| | Total Included in Analysis: | £149,063,592 | Total Includ | ded in Analysis: | 90 | | | | | | |
| | | | | | | | | | | | |
| | Survey | / Criteria | | | | | | | | | |
| | | | | | | | | | | | |

basic criteria: Type of Property - Office; Property Size - from 1,000 SF; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Brentwood (Essex)

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| 1 Academ | y Place - 1-9 Brook St | | | SOLD |
|---|--|---------------------------------------|---|------|
| Brentwood, CM14 | 5NQ | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 01/04/2017 £12,000,000 - Confirmed £260.84 | Bldg Type: Year Built/Age: NIA: | Office Built 1995 Age: 21 46,006 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 7.03% 3949427 Confirmed | Sale Conditions: | - | |
| 2 Academ | y Place - 1-9 Brook St | | | SOLD |
| Brentwood, CM14 | 5NQ | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 20/09/2011 £5,050,000 - Confirmed £109.77 | Bldg Type: Year Built/Age: NIA: | Office Built 1995 Age: 16 46,006 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 16.17% 2330598 Confirmed | Sale Conditions: | - | |
| 3 Stone Cr | oss - Chatham Way | | | SOLD |
| Brentwood, CM14 | 4DZ | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 13/06/2018 £19,300,000 - Confirmed £488.73 | Bldg Type: Year Built/Age: NIA: | Office Built 2002 Age: 15 39,490 SF | E L |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 5.35% 4370390 Confirmed | Sale Conditions: | - | |
| 4 Stone Cr | oss - Chatham Way | | | SOLD |
| Brentwood, CM14 | 4DZ | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 01/06/2007 £14,800,000 - Confirmed £374.78 | Bldg Type: Year Built/Age: NIA: | Office Built 2002 Age: 4 39,490 SF | E C |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 5.60% 2428777 Confirmed | Sale Conditions: | - | |
| 5 Stone Cr | oss - Chatham Way | | | SOLD |
| Brentwood, CM14 | 4DZ | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 01/08/2016 £10,050,000 - Confirmed £254.49 | Bldg Type: Year Built/Age: NIA: | Office Built 2002 Age: 13 39,490 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 8.18% 3692929 Confirmed | Sale Conditions: | - | |
| 6 The Old | Police Station - High St | | | SOLD |
| Ingatestone, CM4 | 9EW | | Essex County | |
| Sale Date: | 03/10/2011 | Bldg Type: | Office | A |
| Drice/SE | £325,000 - Commea | rear buill/Age. | - | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | £223.68 - - 2434872 Confirmed | NIA: Sale Conditions: | 1,453 SF - | |

| 7 Hanover | House - 78-82 High St | | | SOLD |
|---|---|---|---|--------------------------------|
| Brentwood, CM14 | 4AP | | Essex County | 1 |
| Sale Date: Sale Price: Price/SF: | 01/08/2013 (276 days on mkt £765,000 - Confirmed £68.49 |) Bldg Type: Year Built/Age: NIA: | Office Built 1961 Age: 52 11,170 SF | A Dim. |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 10.35% 2839120 Confirmed | Sale Conditions: | - | t T line patra. |
| 8 Mellon H | louse - Ingrave Rd | | | SOLD |
| Brentwood, CM15 | 8TG | | Essex County | State Seller |
| Sale Date: Sale Price: Price/SF: | 04/12/2006 £11,000,000 - Confirmed £243.08 | Bldg Type: Year Built/Age: NIA: | Office Built 1976 Age: 30 45,252 SF | |
| Net Initial Yield: Net Initial Yield: Comp ID: Research Status: | - 6.00% 2474359 Confirmed | Sale Conditions: | - | |
| 9 Kingsga | te - 1 King Edward Rd | | | SOLD |
| Brentwood, CM14 | 4HG | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 15/07/2005 £9,343,000 - Confirmed £235.87 | Bldg Type: Year Built/Age: NIA: | Office Built 1988 Age: 17 39,611 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 6.70% 2338326 Confirmed | Sale Conditions: | - | |
| 10 12 King | Edward Rd | | | SOLD |
| Brentwood, CM14 | 4HL | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 30/09/2008 £675,000 - Confirmed £313.08 - | Bldg Type: Year Built/Age: NIA: | Office Built 1935 Age: 73 2,156 SF | |
| Net Initial Yield: Comp ID: Research Status: | - 2417042 Confirmed | Sale Conditions: | - | THE REAL PROPERTY AND INCOMENT |
| 11 Kings He | ouse - 101-135 Kings Rd | | | SOLD |
| Brentwood, CM14 | 4DR | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 20/12/2013 £4,400,000 - Confirmed £115.15 | Bldg Type: Year Built/Age: NIA: | Office Built 1997 Age: 16 38,212 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 12.41% 2951608 Confirmed | Sale Conditions: | - | |
| 12 Essex H | ouse - 137-141 Kings Ro | 1 | | SOLD |
| Brentwood, CM14 | 4DR | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 12/06/2016 £3,300,000 - Confirmed £125.51 | Bldg Type: Year Built/Age: NIA: | Office Built 1964 Age: 51 26,293 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - - 4170506 Confirmed | Sale Conditions: | Condo Conversion, High Vacancy Property | ALL DIRECT |
| | | | | |

| 13 Highway | House - 171 Kings Rd | | | SOLD |
|--|---|--|--|--|
| Brentwood, CM14 Sale Date: Sale Price: Price/SF: | 4EJ 29/09/2012 £4,050,000 - Confirmed £155.77 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1984 Age: 27 26,000 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 2696470 Confirmed | Sale Conditions: | - | ALL DE |
| 14 Craven G | Bate - Lorne Rd | | | SOLD |
| Brentwood, CM14 Sale Date: Sale Price: Price/SF: Reversionary Yield: | 5HH 01/08/2006 £1,300,000 - Confirmed £206.38 - | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1992 Age: 14 6,299 SF | |
| Comp ID: Research Status: | 2466307 Confirmed | Sale Conditions: | - | A CONTRACTOR OF THE OWNER OWNER OWNER OF THE OWNER OWNE OWNER OWNE |
| 15 Queensg | ate - 1 Myrtle Rd | | | SOLD |
| Brentwood, CM14 Sale Date: Sale Price: Price/SF: | 5EG 01/12/2008 £2,780,000 - Confirmed £283.04 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1922 Renov 2016 Age: 86 9,822 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 8.81% 2406037 Confirmed | Sale Conditions: | - | |
| 16 Library H | louse - New Rd | | | SOLD |
| Brentwood, CM14 Sale Date: Sale Price: Price/SF: Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | 4GD 03/04/2017 £6,200,000 - Confirmed £227.32 - - - 3870927 Confirmed | Bldg Type: Year Built/Age: NIA: Sale Conditions: | Essex County Office Built 1995 Age: 22 27,274 SF Condo Conversion, Redevelopment Project | |
| 17 The Burr | ows Building - 5 Rayle | igh Rd | | SOLD |
| Brentwood, CM13 Sale Date: Sale Price: Price/SF: Reversionary Yield: Net Initial Yield: Comp ID: | 1AB 01/05/2014 £2,700,000 - Confirmed £170.52 - 8.50% 3097694 | Bldg Type: Year Built/Age: NIA: Sale Conditions: | Essex County Office Built 1967 Age: 47 15,834 SF | |
| 18 Fernwoo | d House - Roman Rd | | | PENDING |
| Brentwood, CM15 Asking Price: Price/SF: Days on Market: Sale Status: Net Initial Yield: | OUG £1,500,000 £203.64 97 Pending | Sale Type: Bldg Type: Bldg Status: NIA: Sale Conditions: | Essex County Owner/User Office Built 1990 7,366 SF | |
| | | | | |

| | ood House - 7 Shenfield | Rd | | SOLD |
|---|--|---|--|--|
| Brentwood, CM ² Sale Date Sale Price Price/SF | 5 8AG 2: 01/10/2011 (45 days on mkt) 2: £740,000 - Confirmed 2: £227.69 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1786 Age: 225 3,250 SF | |
| Reversionary Yield Net Initial Yield Comp IE Research Status | l: - l: - l: 2538250 l: Confirmed | Sale Conditions: | - | |
| 20 Hermita | age - 15 Shenfield Rd | | | SOLD |
| Brentwood, CM ² | 5 8AG | | Essex County | N |
| Sale Date Sale Price Price/SF | : 28/04/2014 (32 days on mkt) : £360,000 - Confirmed : £163.64 I: - | Bldg Type: Year Built/Age: NIA: | Office Built 1889 Age: 124 2,200 SF | |
| Net Initial Yield Comp IE Research Status | l: - : 3012771 :: Confirmed | Sale Conditions: | Historical Site | B |
| 21 7 St Th | omas Rd | | | SOLD |
| Brentwood, CM ² | 4 4DB | | Essex County | |
| Sale Date Sale Price Price/SF | :: 01/03/2005 :: £310,000 - Confirmed :: £177.35 | Bldg Type: Year Built/Age: NIA: | Office Built 1936 Age: 68 1,748 SF | |
| Reversionary Yield Net Initial Yield Comp IE Research Status | l: - l: - l: 2347575 l: Confirmed | Sale Conditions: | - | |
| 22 Clockto | wer House - Station Rd (| Part of Multi- | Property) | SOLD |
| Brentwood, CM ² | 3 3XL | | Essex County | 1 |
| Sale Date | . 07/00/2012 | Dista Tana | Office | |
| Sale Price | : £1,782,021 - Research Comp : £199.26 | Year Built/Age: NIA: | Built 1923 Age: 88 8,943 SF | |
| Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status | : 07/09/2012 :: £1,782,021 - Research Comp :: £199.26 I: - I: - I: 2608223 :: Research Complete | Year Built/Age: NIA: | Built 1923 Age: 88 8,943 SF | |
| Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho | :: 67709/2012 :: £1,782,021 - Research Comp :: £199.26 :: - :: 2608223 :: Research Complete rndon Industrial Park - St | Year Built/Age: NIA: Sale Conditions: | Built 1923 Age: 88 8,943 SF - t of Multi-Property) | SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² | 20709/2012 £1,782,021 - Research Comp £199.26 208223 Research Complete mdon Industrial Park - St 3 3XL | Sale Conditions: | essex County | SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp II Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price | Convolution E1,782,021 - Research Comp £199.26 E - 2608223 Research Complete Indon Industrial Park - St 3 3XL Convolution f1 717 349 - Research Comp | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: | | SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp ID Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price | Conton 2012 £1,782,021 - Research Comp £199.26 c | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: NIA: | - t of Multi-Property) Essex County Office - 7,963 SF | SOLD |
| Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status | c) 1/09/2012 £1,782,021 - Research Comp £199.26 : - : 2608223 : Research Complete : ndon Industrial Park - St 3 3XL : 07/09/2012 : £1,717,349 - Research Comp : £215.67 : - : 2608223 : Research Complete | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: NIA: Sale Conditions: | - t of Multi-Property) Essex County Office - 7,963 SF | SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 24 21 - Ho | c) 1/09/2012 £1,782,021 - Research Comp £199.26 : - : 2608223 : Research Complete : ndon Industrial Park - St 3 3XL : 07/09/2012 : £1,717,349 - Research Comp : £215.67 : - : 2608223 : Research Complete : 2608223 : Research Complete | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: NIA: Sale Conditions: Sale Conditions: | - t of Multi-Property) Essex County Office - 7,963 SF - t of Multi-Property) | SOLD SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 24 21 - Ho Brentwood, CM ² | c) 1/09/2012 £1,782,021 - Research Comp £199.26 c) - c) 2608223 c) Research Complete rndon Industrial Park - St 3 3XL c) 07/09/2012 £1,717,349 - Research Comp £215.67 c) - c) 2608223 c) Research Complete rndon Industrial Park - St 3 3XL | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part | - t of Multi-Property) Essex County Office - 7,963 SF - t of Multi-Property) Essex County | SOLD SOLD |
| Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price Price/SF Reversionary Yield Net Initial Yield Comp IE Research Status 24 21 - Ho Brentwood, CM ² Sale Date Sale Price | c) 1/09/2012 c) £1,782,021 - Research Comp c) £199.26 c) - c) 2608223 c) Research Complete c) ndon Industrial Park - St 3 3XL c) 07/09/2012 c) £1,717,349 - Research Comp c) £215.67 c) - c) 2608223 c) Research Complete | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Pear Built/Age: NIA: Sale Conditions: ation Rd (Part Bidg Type: Year Built/Age: Year Built/Age: NIA: | built 1923 Age: 88 8,943 SF - t of Multi-Property) Essex County Office - 7,963 SF - t of Multi-Property) Essex County Office - 5,308 SF | SOLD SOLD SOLD SOLD |
| Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status 23 36 - Ho Brentwood, CM ² Sale Date Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status 24 21 - Ho Brentwood, CM ² Sale Date Sale Price Sale Price Price/Sf Reversionary Yield Net Initial Yield Comp IE Research Status | c) 1/09/2012 c) £1,782,021 - Research Comp c) £199.26 c) - c) 2608223 c) Research Complete c) 1/09/2012 c) £1,717,349 - Research Comp c) £215.67 c) - c) 2608223 c) Research Complete c) 2608223 c) 2608223 c) 215.67 c) 2608223 c) 2608223 c) 2608223 c) 2608223 c) 2608223 c) Research Complete | Bidg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bldg Type: Year Built/Age: NIA: Sale Conditions: ation Rd (Part Bldg Type: Year Built/Age: NIA: Sale Conditions: | - t of Multi-Property) Essex County Office - 7,963 SF - t of Multi-Property) Essex County Office - 5,308 SF | interior int |

| 25 Churchil | I House - Station Rd (Pa | art of Multi-Pro | operty) | SOLD |
|---|--|---------------------------------------|--|---------------------------------|
| Brentwood, CM13 | 3XD | | Essex County | I PERSONAL PROPERTY AND INCOME. |
| Sale Date: Sale Price: Price/SF: | 07/09/2012 £958,968 - Research Comple £211.97 | Bldg Type: Year Built/Age: NIA: | Office Built 1982 Age: 30 4,524 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - - 2608223 Research Complete | Sale Conditions: | - | |
| 26 14-15 - H | allsford Bridge Ind. Esta | ate - Stondon | Rd | SOLD |
| Ongar, CM5 9RB | | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 01/08/2005 £425,000 - Confirmed £69.49 | Bldg Type: Year Built/Age: NIA: | Office - 6,116 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - - 2403002 Confirmed | Sale Conditions: | - | |
| 27 Jupiter H | House - The Drive (Part o | of Multi-Prope | rty) | SOLD |
| Brentwood, CM13 | 3BE | | Essex County | Charles and |
| Sale Date: Sale Price: Price/SF: | 30/01/2015 (16 days on mkt) £6,835,165 - Research Comp £293.02 | Bldg Type: Year Built/Age: NIA: | Office Built 1988 Renov 2011 Age: 27 23,327 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - - 3269213 Research Complete | Sale Conditions: | - | |
| 28 Country | side House - The Drive | | | SOLD |
| Brentwood, CM13 | 3 3AT | | Essex County | 4 |
| Sale Date: Sale Price: Price/SF: | 12/09/2014 £6,000,000 - Confirmed £161.36 | Bldg Type: Year Built/Age: NIA: | Office Built 1986 Age: 27 37,185 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 11.50% 3205340 Confirmed | Sale Conditions: | - | |
| 29 Lutea Ho | ouse - The Drive | | | SOLD |
| Brentwood, CM13 | 3BE | | Essex County | |
| Sale Date: Sale Price: Price/SF: | 28/04/2005 £4,940,000 - Confirmed £272.66 | Bldg Type: Year Built/Age: NIA: | Office Built 1984 Age: 21 18,118 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 7.15% 2334897 Confirmed | Sale Conditions: | - | |
| 30 Lutea Ho | ouse - The Drive (Part of | Portfolio) | | SOLD |
| Brentwood, CM13 | 3BE | | Essex County | en la company |
| Sale Date: Sale Price: Price/SF: | 31/03/2016 £2,728,278 - Research Comp £150.58 | Bldg Type: Year Built/Age: NIA: | Office Built 1984 Age: 32 18,118 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 9.83% 3580226 Research Complete | Sale Conditions: | Bulk/Portfolio Sale | |
| | | | | |

| 31 Juniper | House - The Drive (Part | of Multi-Prope | erty) | SOLD |
|---|--|---|--|------|
| Brentwood, CM13 Sale Date: Sale Price: Price/SF: | 3BE 30/01/2015 (16 days on mkt) £1,554,834 - Research Comp £102.75 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1988 Age: 26 15,132 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - - 3269213 Research Complete | Sale Conditions: | - | |
| 32 Juniper | House - The Drive | | | SOLD |
| Brentwood, CM13 Sale Date: Sale Price: Price/SF: Reversionary Yield: | 3BE 30/11/2002 £1,005,000 - Confirmed £66.42 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1988 Age: 14 15,132 SF | |
| Net Initial Yield: Comp ID: Research Status: | 7.13% 2447273 Confirmed | Sale Conditions: | - | |
| 33 Jubilee I | House - 3 The Drive | | | SOLD |
| Brentwood, CM13 Sale Date: Sale Price: Price/SF: | 3FR 18/01/2016 £7,550,000 - Confirmed £183.19 | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1988 Age: 27 41,214 SF | |
| Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | - 8.38% 3577848 Confirmed | Sale Conditions: | - | |
| 34 Saxon H | ouse - Warley St | | | SOLD |
| Upminster, RM14 Sale Date: Sale Price: Price/SF: Reversionary Yield: Net Initial Yield: | 3PJ 01/11/2004 £500,000 - Confirmed £18.30 - | Bldg Type: Year Built/Age: NIA: | Essex County Office Built 1981 Age: 23 27,324 SF | |
| Comp ID: Research Status: | 2388036 Confirmed | Sale Conditions: | - | |
| 35 Saxon H | ouse - Warley St | | | SOLD |
| Upminster, RM14 Sale Date: Sale Price: Price/SF: Reversionary Yield: Net Initial Yield: | 3PJ 01/01/2015 (1,935 days on m £185,000 - Confirmed £136.83 - | kt) Unit Type: Year Built/Age: NIA: | Essex County 1,352 SF Office Unit Built 1981 Age: 34 1,352 SF | |
| Research Status: | 3517831 Confirmed | Sale Conditions: | - | |
| 36 Leigh Ho | ouse, Unit Ground - Wea | ld Rd | | SOLD |
| Brentwood, CM14 | 4SN | | Essex County | |
| Sale Date: Sale Price: Price/SF: Reversionary Yield: Net Initial Yield: Comp ID: Research Status: | 10/10/2017 (298 days on mkt £385,000 - Confirmed £357.81 - - 4026476 Confirmed |) Unit Type: Year Built/Age: NIA: Sale Conditions: | 1,076 SF Office Unit Built 1979 Age: 38 1,076 SF | |
| | | | | |

37 33 - Horndon Industrial Park - Whitefriars St (Part of Multi-Property)

Brentwood, CM13 3XL

Reversionary Yield: -Net Initial Yield: -

Comp ID: 2608223 Research Status: Research Complete

Essex County

Sale Date:07/09/2012Bldg Type:OfficeSale Price:£314,223 - Research CompleYear Built/Age:Built 1981 Age: 31Price/SF:£215.66NIA:1,457 SF

Sale Conditions: -



SOLD

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Lease Comps Report



Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months



£23.39

~~~~

£22.65

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





# Lease Comparables

|   | Address                                                                              | Tenant<br>Landlord                | SF Leased<br>Type    | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates         | Breaks<br>Reviews |
|---|--------------------------------------------------------------------------------------|-----------------------------------|----------------------|---------------------|---------------------------------|----------------------------|-------------------|
|   | Kings House<br>101-135 Kings Rd<br>Brentwood, CM14 4DR<br>Brentwood Submarket        | Kames Capital plc                 | 2,700<br>New Direct  | Sep 2018            | £25.00/SF                       |                            |                   |
| 2 | 9 Queens Rd<br>Brentwood, CM14 4HE<br>Brentwood Submarket                            |                                   | 245<br>New Direct    | Aug 2018            |                                 | £6.94/SF                   |                   |
| 3 | Kings House<br>101-135 Kings Rd<br>Brentwood, CM14 4DR<br><i>Brentwood Submarket</i> | Kames Capital plc                 | 11,300<br>New Direct | Sep 2018            | £29.00/SF                       | £8.01/SF                   |                   |
|   | 2 Weald Rd<br>Brentwood, CM14 4SX<br>Brentwood Submarket                             | Mckenzie Jarvis Search & Select L | . 720<br>New Direct  | Apr 2018<br>3 Years | £18.05/SF                       | 3 Mos at Start             |                   |
|   | 27-31 High St<br>Brentwood, CM14 4RG<br>Brentwood Submarket                          | Hashtag United<br>Prudential plc  | 1,182<br>New Direct  | Apr 2018<br>4 Years | £22.00/SF<br>£22.00/SF          |                            |                   |
|   | 76 High St<br>Brentwood, CM14 4AN<br>Brentwood Submarket                             | IBSECAD Ltd                       | 1,003<br>New Direct  | Jan 2018<br>3 Years | £14.95/SF<br>£11.83/SF          | 7 Mos at Start<br>£5.81/SF |                   |



### Lease Comparables

|    | Address                                                                     | Tenant<br>Landlord                            | SF Leased<br>Type     | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates         | Breaks<br>Reviews |
|----|-----------------------------------------------------------------------------|-----------------------------------------------|-----------------------|----------------------|---------------------------------|----------------------------|-------------------|
| 7  | Stone Cross<br>Chatham Way<br>Brentwood, CM14 4DZ<br>Brentwood Submarket    | Sky CP Ltd<br>Boultbee Brooks Real Estate Ltd | 39,490<br>New Direct  | Jan 2018<br>15 Years | £28.25/SF<br>£28.25/SF          |                            |                   |
| 8  | Queensgate<br>1 Myrtle Rd<br>Brentwood, CM14 5EG<br>Brentwood Submarket     | Habendum Ltd                                  | 2,320<br>New Sublease | Oct 2017             |                                 |                            |                   |
| 9  | 105 High St<br>Brentwood, CM14 4RR<br>Brentwood Submarket                   |                                               | 200<br>New Direct     | Sep 2017             |                                 |                            |                   |
|    | 2 Weald Rd<br>Brentwood, CM14 4SX<br>Brentwood Submarket                    |                                               | 720<br>New Direct     | Jul 2017             |                                 | £5.05/SF                   |                   |
|    | 180 Hutton Rd<br>Brentwood, CM15 8NR<br>Brentwood Submarket                 | Rainer Hughes                                 | 1,873<br>New Direct   | Jun 2017<br>5 Years  | £20.28/SF<br>£19.12/SF          | 3 Mos at Start<br>£7.96/SF |                   |
| 12 | Romy House<br>Kings Rd<br>Brentwood, CM14 4EG<br><i>Brentwood Submarket</i> |                                               | 3,100<br>New Direct   | Apr 2017             |                                 | £6.69/SF                   |                   |



### Lease Comparables

|    | Address                                                                    | Tenant<br>Landlord                          | SF Leased<br>Type   | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|----------------------------------------------------------------------------|---------------------------------------------|---------------------|---------------------|---------------------------------|--------------------|-------------------|
| 13 | Queensgate<br>1 Myrtle Rd<br>Brentwood, CM14 5EG<br>Brentwood Submarket    | Fox International Group Ltd<br>Habendum Ltd | 9,822<br>New Direct | Mar 2017            |                                 | £8.75/SF           |                   |
| 14 | Rear Of<br>186-188 Warley HI<br>Brentwood, CM14 5HF<br>Brentwood Submarket |                                             | 457<br>New Direct   | Dec 2016            |                                 |                    |                   |
| 15 | 12 Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Submarket                 | Bauer Analysis<br>Claremont Eavs Ltd        | 880<br>New Direct   | Dec 2016<br>3 Years | £25.00/SF<br>£25.00/SF          |                    |                   |
| 16 | 81-85 High St<br>Brentwood, CM14 4RR<br>Brentwood Submarket                |                                             | 1,592<br>New Direct | Jan 2017            |                                 | £5.97/SF           |                   |
| 17 | 200 William Hunter Way<br>Brentwood, CM14 4WQ<br>Brentwood Submarket       | Paul Jenkins<br>Purple Comms                | 430<br>New Direct   | Oct 2016<br>1 Year  | £31.63/SF<br>£31.63/SF          |                    |                   |
| 18 | 100 High St<br>Brentwood, CM14 4AP<br><i>Brentwood Submarket</i>           |                                             | 319<br>New Direct   | Sep 2016<br>2 Years | £24.45/SF<br>£24.45/SF          |                    |                   |


|    | Address                                                                           | Tenant<br>Landlord | SF Leased<br>Type   | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates        | Breaks<br>Reviews |
|----|-----------------------------------------------------------------------------------|--------------------|---------------------|---------------------|---------------------------------|---------------------------|-------------------|
| 19 | Rays Farm Barns<br>Roman Rd<br>Ingatestone, CM4 9EH<br><i>Brentwood Submarket</i> |                    | 548<br>New Direct   | Aug 2016<br>2 Years | £16.42/SF<br>£16.42/SF          | £7.26/SF                  |                   |
| 20 | 98 High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket                          | J B Trustees Ltd   | 1,139<br>New Direct | Aug 2016<br>5 Years | £10.54/SF<br>£10.54/SF          | £6.49/SF                  |                   |
| 21 | 98 High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket                          | J B Trustees Ltd   | 1,268<br>New Direct | Aug 2016<br>5 Years | £10.25/SF<br>£10.25/SF          | £5.25/SF                  |                   |
| 22 | 51 Tallon Rd<br>Brentwood, CM13 1TG<br>Brentwood Submarket                        |                    | 1,700<br>New Direct | Jul 2016            | £10.59/SF                       | £4.82/SF                  |                   |
| 23 | Romy House<br>Kings Rd<br>Brentwood, CM14 4EG<br><i>Brentwood Submarket</i>       | Hawkwell Motor Ltd | 3,100<br>New Direct | Apr 2016<br>5 Years |                                 | £6.61/SF                  |                   |
| 24 | D2 Great Ropers Ln<br>Brentwood, CM13 3JW<br>Brentwood Submarket                  | Bell Build Ltd     | 596<br>New Direct   | Feb 2016<br>3 Years | £20.13/SF<br>£19.52/SF          | 1 Mo at Start<br>£5.82/SF |                   |



|    | Address                                                                          | Tenant<br>Landlord                                              | SF Leased<br>Type      | StartDate<br>Term            | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|----------------------------------------------------------------------------------|-----------------------------------------------------------------|------------------------|------------------------------|---------------------------------|--------------------|-------------------|
|    | Parker House<br>104a-104 Hutton Rd<br>Brentwood, CM15 8NB<br>Brentwood Submarket | W N Properties Ltd                                              | 260<br>New Direct      | Dec 2015<br>1 Year 6 Months  | £25.00/SF<br>£25.00/SF          | 0 Mos<br>£4.91/SF  |                   |
| 26 | Stone Cross<br>Chatham Way<br>Brentwood, CM14 4DZ<br>Brentwood Submarket         | Standard Life Investments UK Pro                                | 10,775<br>New Sublease | Nov 2015<br>2 Years 7 Months |                                 |                    |                   |
| 27 | 63 Tallon Rd<br>Brentwood, CM13 1TG<br>Brentwood Submarket                       | Envirovent Ltd<br>Proficient Holdings Limited                   | 143<br>New Direct      | Jul 2015<br>1 Year           | £23.17/SF<br>£23.17/SF          | 0 Mos              |                   |
| 28 | Stone Cross<br>Chatham Way<br>Brentwood, CM14 4DZ<br>Brentwood Submarket         | Countryside Properties plc<br>Standard Life Investments UK Pro… | 10,824<br>New Sublease | Jul 2015<br>2 Years 11 Month | s                               |                    |                   |
| 29 | Clocktower House<br>Station Rd<br>Brentwood, CM13 3XL<br>Brentwood Submarket     | Bibby International Logistics Ltd<br>Hansteen Holdings plc      | 2,103<br>New Direct    | Jul 2015                     |                                 |                    |                   |
| 30 | Academy Place<br>1-9 Brook St<br>Brentwood, CM14 5NQ<br>Brentwood Submarket      | Lakehouse Construction<br>Northwood Investors LLC               | 10,880<br>New Direct   | Sep 2015<br>10 Years         | £17.50/SF<br>£17.50/SF          |                    |                   |



|    | Address                                                                     | Tenant<br>Landlord                             | SF Leased<br>Type     | StartDate<br>Term            | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|-----------------------------------------------------------------------------|------------------------------------------------|-----------------------|------------------------------|---------------------------------|--------------------|-------------------|
| 31 | Kingsgate<br>1 King Edward Rd<br>Brentwood, CM14 4HG<br>Brentwood Submarket | Lasalle Uk Commercial Property F               | 21,333<br>New Direct  | Apr 2015                     |                                 | £18.86/SF          |                   |
| 32 | Baytree Centre<br>Brentwood, CM14 4BX<br>Brentwood Submarket                | OTwelve Estates Limited                        | 1,520<br>New Direct   | Apr 2015                     |                                 | £7.01/SF           |                   |
| 33 | 218 Hutton Rd<br>Brentwood, CM15 8NR<br>Brentwood Submarket                 |                                                | 810<br>New Sublease   | Mar 2015<br>3 Years 6 Months |                                 |                    |                   |
| 34 | 105 High St<br>Brentwood, CM14 4RR<br>Brentwood Submarket                   |                                                | 405<br>New Direct     | Mar 2015                     |                                 |                    |                   |
| 35 | Warley St<br>Upminster, RM14 3PJ<br>Brentwood Ind Submarket                 | Simply Blinds Ltd<br>Hilton Meats (Retail) Ltd | 549<br>Renewal Direct | Mar 2015<br>1 Year           | £15.49/SF                       | 0 Mos              |                   |
| 36 | 46-54 High St<br>Ingatestone, CM4 9DW<br>Brentwood Submarket                |                                                | 2,400<br>New Sublease | Jan 2016                     |                                 |                    |                   |



|    | Address                                                                              | Tenant<br>Landlord                                               | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews    |
|----|--------------------------------------------------------------------------------------|------------------------------------------------------------------|---------------------|----------------------|---------------------------------|--------------------|----------------------|
| 37 | 63 Tallon Rd<br>Brentwood, CM13 1TG<br>Brentwood Submarket                           | Proficient Holdings Limited                                      | 4,900<br>New Direct | Jan 2015<br>1 Year   | £23.17/SF<br>£23.17/SF          | £18.47/SF          |                      |
| 38 | Baytree Centre<br>Brentwood, CM14 4BX<br>Brentwood Submarket                         | OTwelve Estates Limited                                          | 1,520<br>New Direct | Nov 2014             |                                 | £7.01/SF           |                      |
| 39 | Kingsgate<br>1 King Edward Rd<br>Brentwood, CM14 4HG<br>Brentwood Submarket          | Athona Recruitment Ltd<br>Lasalle Uk Commercial Property F       | 9,359<br>New Direct | Oct 2014             |                                 |                    |                      |
| 40 | Fairfield House<br>Fairfield Rd<br>Brentwood, CM14 4SD<br><i>Brentwood Submarket</i> | Telereal Trillium                                                | 2,545<br>New Direct | Nov 2014             |                                 |                    |                      |
| 41 | 90 High St<br>Ingatestone, CM4 0DR<br>Brentwood Submarket                            |                                                                  | 659<br>New Direct   | Oct 2014             |                                 |                    |                      |
| 42 | Kingsgate House<br>The Parade<br>Brentwood, CM14 4HG<br><i>Brentwood Submarket</i>   | Chubb Insurance Company of Eur<br>National Provident Institution | 9,000<br>New Direct | Oct 2014<br>10 Years | £19.00/SF<br>£16.56/SF          | 12 Mos at Start    | Sep 2019<br>Sep 2019 |



|    | Address                                                                              | Tenant<br>Landlord                                           | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews    |
|----|--------------------------------------------------------------------------------------|--------------------------------------------------------------|---------------------|----------------------|---------------------------------|--------------------|----------------------|
| 43 | Saxon House<br>Warley St<br>Upminster, RM14 3PJ<br><i>Brentwood Submarket</i>        | Barwin LP                                                    | 1,103<br>New Direct | Sep 2014             |                                 | £6.97/SF           |                      |
| 44 | Academy Place<br>1-9 Brook St<br>Brentwood, CM14 5NQ<br><i>Brentwood Submarket</i>   | Highcross Strategic Advisors Ltd                             | 2,200<br>New Direct | Sep 2014<br>10 Years | £17.50/SF<br>£17.50/SF          |                    |                      |
| 45 | Essex House<br>137-141 Kings Rd<br>Brentwood, CM14 4DR<br><i>Brentwood Submarket</i> | Green Energy Ltd<br>Donington Investments Ltd                | 1,464<br>New Direct | Jun 2014             |                                 | £8.28/SF           |                      |
|    | Churchill House<br>Station Rd<br>Brentwood, CM13 3XD<br>Brentwood Submarket          | Impossible Creations Ltd<br>Hermes Real Estate Investment M… | 2,334<br>New Direct | May 2014<br>3 Years  | £13.71/SF<br>£13.71/SF          | 0 Mos              |                      |
|    | Jupiter House<br>The Drive<br>Brentwood, CM13 3BE<br>Brentwood Submarket             | Shawbrook Bank Ltd                                           | 8,279<br>New Direct | Apr 2014<br>9 Years  | £20.00/SF<br>£20.00/SF          | £7.79/SF           | Apr 2018<br>Apr 2018 |
| 48 | 63 Tallon Rd<br>Brentwood, CM13 1TG<br><i>Brentwood Submarket</i>                    |                                                              | 143<br>New Direct   | Apr 2014<br>1 Year   | £22.50/SF                       | 0 Mos              |                      |



|    | Address                                                                       | Tenant<br>Landlord                            | SF Leased<br>Type   | StartDate<br>Term           | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|-------------------------------------------------------------------------------|-----------------------------------------------|---------------------|-----------------------------|---------------------------------|--------------------|-------------------|
| 49 | 63 Tallon Rd<br>Brentwood, CM13 1TG<br>Brentwood Submarket                    |                                               | 277<br>New Direct   | Apr 2014<br>1 Year          | £22.50/SF                       | 0 Mos              |                   |
| 50 | 76 High St<br>Brentwood, CM14 4AN<br>Brentwood Submarket                      | Santander                                     | 997<br>New Direct   | Feb 2014<br>6 Years 10 Mont | £10.03/SF<br>. £10.03/SF        |                    | Apr 2016          |
| 51 | Essex House<br>137-141 Kings Rd<br>Brentwood, CM14 4DR<br>Brentwood Submarket | Green Energy Ltd<br>Donington Investments Ltd | 4,000<br>New Direct | Feb 2014                    |                                 |                    |                   |



#### **Quick Stats Report**

| Comps Statistics                 |            |            |                 |             |       |  |
|----------------------------------|------------|------------|-----------------|-------------|-------|--|
|                                  | Low        | Average    | Median          | High        | Count |  |
| Light Industrial                 |            |            |                 |             |       |  |
| Price                            |            |            |                 |             |       |  |
| For Sale & UC/Pending            | -          | -          | -<br>£5 952 396 | -           | -     |  |
|                                  | 23,932,390 | 20,902,090 | 20,002,000      | 20,902,090  |       |  |
| For Sale & UC/Pending            | -          | -          | -               | -           | -     |  |
| Sold Transactions                | 77 087 SF  | 77 087 SF  | 77.087 SF       | 77 087 SF   | 1     |  |
| Price per SF                     | 11,001 01  |            |                 |             |       |  |
| For Sale & UC/Pending            | -          |            | -               | -           | -     |  |
| Sold Transactions                | £77.22     | £77.22     | £77.22          | £77.22      | 1     |  |
| Net Initial Yield                |            |            |                 |             |       |  |
| For Sale & UC/Pending            | -          | -          | -               | -           | -     |  |
| Sold Transactions                | -          | -          | -               | -           | -     |  |
| Days on Market                   |            |            |                 |             |       |  |
| For Sale & UC/Pending            | -          | -          | -               | -           | -     |  |
| Sold Transactions                | -          | -          | -               | -           | -     |  |
| Sale Price to Asking Price Ratio |            |            |                 |             |       |  |
| Sold Transactions                | -          | -          | -               | -           | -     |  |
| Industrial                       |            |            |                 |             |       |  |
| Price                            |            |            |                 |             |       |  |
| For Sale & UC/Pending            | £300,000   | £300,000   | £300,000        | £300,000    | 1     |  |
| Sold Transactions                | £107,888   | £1,242,896 | £572,738        | £11,979,788 | 21    |  |
| NIA                              |            |            |                 |             |       |  |
| For Sale & UC/Pending            | 1,380 SF   | 1,380 SF   | 1,380 SF        | 1,380 SF    | 1     |  |
| Sold Transactions                | 1,338 SF   | 14,845 SF  | 10,407 SF       | 60,984 SF   | 56    |  |
| Price per SF                     |            |            |                 |             |       |  |
| For Sale & UC/Pending            | £217.39    | £217.39    | £217.39         | £217.39     | 1     |  |
| Sold Transactions                | £25.21     | £89.34     | £61.39          | £352.16     | 21    |  |
| Net Initial Yield                |            |            |                 |             |       |  |
| For Sale & UC/Pending            | -          | -          | -               | -           | -     |  |
| Sold Transactions                | 3.58%      | 5.70%      | 5.70%           | 7.81%       | 2     |  |
| Days on Market                   |            |            |                 |             |       |  |
| For Sale & UC/Pending            | 328        | 328        | 328             | 328         | 1     |  |
| Sold Transactions                | 141        | 466        | 444             | 1,277       | 7     |  |
| Sale Price to Asking Price Ratio | 04.655     | 05.000     | 00.055          | 100.000     | -     |  |
| Sold I ransactions               | 84.62%     | 95.60%     | 98.99%          | 100.00%     | 8     |  |

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#### **Quick Stats Report**

|                                                                                                               | Low                                        | Average                 |  | Median                                                    | High             | Count         |  |
|---------------------------------------------------------------------------------------------------------------|--------------------------------------------|-------------------------|--|-----------------------------------------------------------|------------------|---------------|--|
|                                                                                                               | То                                         | otals                   |  |                                                           |                  |               |  |
| For Sale & UC/Pending<br>Sold Transactions                                                                    | Asking Price Total:<br>Total Sales Volume: | £300,000<br>£32,053,219 |  | Total For Sale Transactions:<br>Total Sales Transactions: |                  | 1<br>57<br>58 |  |
|                                                                                                               |                                            | 202,000,219             |  |                                                           | ieu in Analysis. | 50            |  |
|                                                                                                               | Survey                                     | · Criteria              |  |                                                           |                  |               |  |
| basic criteria: Type of Property - Light Industrial, Industrial; Property Size - from 1,000 SF; Sale Status - |                                            |                         |  |                                                           |                  |               |  |
| geography criteria: Subn                                                                                      | narket - Brentwood (Essex)                 |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |
|                                                                                                               |                                            |                         |  |                                                           |                  |               |  |



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| 1 Adjacent                                                                                            | : - 1 Fairfield Rd                                                                           |                                                           |                                                              | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|-----------------------------------------------------------|--------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brentwood, CM14                                                                                       | 4LR                                                                                          |                                                           | Essex County                                                 | A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Sale Date:                                                                                            | 07/03/2008                                                                                   | Bldg Type:                                                | IndustrialService                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:                                                                              | -                                                                                            | Year Built/Age:<br>NIA:                                   | -<br>2,285 SF                                                | Manifesting and                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Vield                                                                                    | _                                                                                            |                                                           |                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:                                                                                    | -                                                                                            |                                                           |                                                              | 1000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Comp ID:<br>Research Status:                                                                          | 2417969<br>Confirmed                                                                         | Sale Conditions:                                          | -                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 2 Units 5A                                                                                            | -5J - Horndon Industrial                                                                     | Park (Part of                                             | Multi-Property)                                              | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                                                                                       | 3XL                                                                                          |                                                           | Essex County                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                                                                            | 07/09/2012                                                                                   | Bldg Type:                                                | IndustrialWarehouse                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SE                                                                               | £753,907 - Research Comple<br>£42,94                                                         | Year Built/Age:<br>NIA:                                   | Built 1950 Age: 62<br>17.557 SF                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Poversioner / Vield:                                                                                  |                                                                                              |                                                           |                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:                                                                                    | -                                                                                            |                                                           |                                                              | - There                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Comp ID:<br>Research Status:                                                                          | 2608223<br>Research Complete                                                                 | Sale Conditions:                                          | -                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 3 8A - Hori                                                                                           | ndon Industrial Park - H                                                                     | orndon Indust                                             | trial Park (Part of Multi-Property)                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                                                                                       | 3XL                                                                                          |                                                           | Essex County                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                                                                            | 07/09/2012                                                                                   | Bldg Type:                                                | IndustrialService                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SE                                                                               | £572,738 - Research Comple                                                                   | Year Built/Age:                                           | -<br>7 963 SF                                                | A MARTINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Devencion en vielde                                                                                   |                                                                                              |                                                           | 1,000 01                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:                                                                                    | -                                                                                            |                                                           |                                                              | and the second s |
| Comp ID:<br>Research Status:                                                                          | 2608223<br>Research Complete                                                                 | Sale Conditions:                                          | -                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 4 Unit A1-                                                                                            | A1B - Hubert Rd (Part of                                                                     | Portfolio)                                                |                                                              | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood CM14                                                                                        | 4.IF                                                                                         | ,                                                         | Essex County                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                                                                            | 01/11/2017                                                                                   | Blda Type:                                                | IndustrialWarehouse                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:                                                                                           | £11,979,788 - Research Com                                                                   | Year Built/Age:                                           | Built 1979 Age: 38                                           | Contraction of the local division of the loc |
|                                                                                                       | 2552.10                                                                                      | NIA.                                                      | 34,010 31                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield:                                                             | -                                                                                            |                                                           |                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status:                                                                          | 4130687<br>Research Complete                                                                 | Sale Conditions:                                          | Bulk/Portfolio Sale                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 5 Units B1                                                                                            | -B3 - Hubert Rd (Part of                                                                     | Portfolio)                                                |                                                              | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Broptwood CM14                                                                                        |                                                                                              | ,                                                         | Essex County                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                                                                            | 4J f<br>01/11/2017                                                                           | Blda Type:                                                | Light Industrial ight Manufacturing                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:                                                                                           | £5,952,396 - Research Comp                                                                   | Year Built/Age:                                           | Built 1985 Age: 32                                           | A STATE OF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Price/SF:                                                                                             | £11.22                                                                                       | NIA:                                                      | 77,087 SF                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield:                                                             | -                                                                                            |                                                           |                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status:                                                                          | 4130687<br>Research Complete                                                                 | Sale Conditions:                                          | Bulk/Portfolio Sale                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 6 Unit 1A -                                                                                           | Hubert Rd (Part of Port                                                                      | folio)                                                    |                                                              | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Broptwood CM14                                                                                        |                                                                                              |                                                           | Facey County                                                 | 0025                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Sale Date:                                                                                            | 4110                                                                                         |                                                           | LSSEX County                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                       | 01/11/2017                                                                                   | Blda Type:                                                | IndustrialWarehouse                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:                                                                                           | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17                                           | Bldg Type:<br>Year Built/Age:                             | IndustrialWarehouse                                          | T ATTEL AND                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Sale Price:<br>Price/SF:                                                                              | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17                                           | Bldg Type:<br>Year Built/Age:<br>NIA:                     | IndustrialWarehouse<br>-<br>16,128 SF                        | AND SHE AND                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:                                 | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17<br>-                                      | Bldg Type:<br>Year Built/Age:<br>NIA:                     | IndustrialWarehouse<br>-<br>16,128 SF                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17<br>-<br>-<br>4130687<br>Research Complete | Bldg Type:<br>Year Built/Age:<br>NIA:<br>Sale Conditions: | IndustrialWarehouse<br>-<br>16,128 SF<br>Bulk/Portfolio Sale |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17<br>-<br>-<br>4130687<br>Research Complete | Bldg Type:<br>Year Built/Age:<br>NIA:<br>Sale Conditions: | IndustrialWarehouse<br>-<br>16,128 SF<br>Bulk/Portfolio Sale |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | 01/11/2017<br>£1,309,119 - Research Comp<br>£81.17<br>-<br>-<br>4130687<br>Research Complete | Bldg Type:<br>Year Built/Age:<br>NIA:<br>Sale Conditions: | IndustrialWarehouse<br>-<br>16,128 SF<br>Bulk/Portfolio Sale |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| 7 Unit C - I                              | Hubert Rd                                                        |                                       |                                                        | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------|------------------------------------------------------------------|---------------------------------------|--------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brentwood, CM14                           | 4JY                                                              |                                       | Essex County                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:<br>Price/SF:    | 18/04/2013 (141 days on mkt)<br>£1,100,000 - Confirmed<br>£33.53 | Bldg Type:<br>Year Built/Age:<br>NIA: | IndustrialWarehouse<br>Built 1986 Age: 26<br>32,811 SF |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield: | -                                                                |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status:              | 2723899<br>Confirmed                                             | Sale Conditions:                      |                                                        | and the second second                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 8 1 Junctio                               | on Rd                                                            |                                       |                                                        | PENDING                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Brentwood, CM14                           | 5JW                                                              |                                       | Essex County                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Asking Price:                             | £300,000                                                         | Sale Type:                            | Owner/User                                             | The state of the s |
| Price/SF:<br>Days on Market:              | £217.39<br>328                                                   | Bldg Type:<br>Bldg Status:            | IndustrialService<br>Built 1980                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Status:                              | Pending                                                          | NIA:                                  | 1,380 SF                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:                        | -                                                                | Sale Conditions:                      | -                                                      | Car B                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|                                           |                                                                  |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 9 3-7 Orch                                | ard Ln                                                           |                                       |                                                        | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM14                           | 5PN                                                              |                                       | Essex County                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:<br>Price/SF:    | 31/07/2018 (168 days on mkt)<br>-<br>-                           | Bldg Type:<br>Year Built/Age:<br>NIA: | IndustrialWarehouse<br>Built 1999 Age: 19<br>10,125 SF |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:                       | -<br>3 58%                                                       |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status:              | 4457536<br>In Progress                                           | Sale Conditions:                      | -                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 10 Anton He                               | ouse - Prospect Way                                              |                                       |                                                        | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 1XD                                                              |                                       | Essex County                                           | and the second                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Sale Date:                                | 01/08/2010                                                       | Bldg Type:                            | IndustrialWarehouse                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:                  | -                                                                | Year Built/Age:<br>NIA:               | Built 1978 Age: 32<br>19,919 SF                        | PARTING AND ADDRESS OF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Net Initial Yield:                        | -                                                                |                                       |                                                        | Care Care and and                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Research Status:                          | Confirmed                                                        | Sale Conditions:                      | -                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 11 Unit 65-6                              | 88 - Horndon Industrial P                                        | Park - Station                        | Rd (Part of Multi-Property)                            | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 3XL                                                              |                                       | Essex County                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:                 | 07/09/2012<br>£2.008.783 - Research Comr                         | Bldg Type:<br>Year Built/Age:         | IndustrialWarehouse<br>Built 2000 Age: 12              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Price/SF:                                 | £72.59                                                           | NIA:                                  | 27,674 SF                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:                       | -                                                                |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:                                  | -<br>2608223<br>Bassarah Camplata                                | Sale Conditions:                      | -                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 12 Units 60-                              | -64 - Horndon Industrial                                         | Park - Station                        | Rd (Part of Multi-Property)                            | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood CM13                            | 3XI                                                              |                                       | Essex County                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                | 07/09/2012                                                       | Bldg Type:                            | IndustrialWarehouse                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:<br>Price/SF:                  | £1,537,830 - Research Comp<br>£69.84                             | Year Built/Age:<br>NIA:               | Built 2000 Age: 12<br>22,018 SF                        | 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Reversionary Yield                        | -                                                                |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:                        | - 2608223                                                        | Sale Conditions:                      | _                                                      | Statistical and                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Research Status:                          | Research Complete                                                |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                           |                                                                  |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                           |                                                                  |                                       |                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| 13 45 - Horr                                                              | ndon Industrial Park - Station Rd                                     | (Part                  | of Multi-Property)                                     | SOLD |
|---------------------------------------------------------------------------|-----------------------------------------------------------------------|------------------------|--------------------------------------------------------|------|
| Brentwood, CM13                                                           | 3XL                                                                   |                        | Essex County                                           |      |
| Sale Date:<br>Sale Price:<br>Price/SF:                                    | 07/09/2012 Bldg T<br>£1,009,387 - Research Comp Year Built/<br>£50.33 | Гуре:<br>/Age:<br>NIA: | IndustrialWarehouse<br>Built 2007 Age: 5<br>20,057 SF  |      |
| Reversionary Yield:                                                       | -                                                                     |                        |                                                        |      |
| Comp ID:<br>Research Status:                                              | 2608223 Sale Condit<br>Research Complete                              | tions:                 | -                                                      |      |
| 14 Unit 65-6                                                              | 8 - Horndon Industrial Park - Stat                                    | tion                   | Rd                                                     | SOLD |
| Brentwood, CM13                                                           | 3XL                                                                   |                        | Essex County                                           |      |
| Sale Date:<br>Sale Price:<br>Price/SF:                                    | 13/05/2008 Bldg T<br>£697,560 - Confirmed Year Built/<br>£25.21       | Гуре:<br>/Age:<br>NIA: | IndustrialWarehouse<br>Built 2000 Age: 8<br>27,674 SF  |      |
| Net Initial Yield.<br>Net Initial Yield:<br>Comp ID:<br>Research Status:  | -<br>2405393 Sale Condit<br>Confirmed                                 | tions:                 | -                                                      | -    |
| 15 29 - Horr                                                              | ndon Industrial Park - Station Rd                                     | (Part                  | t of Multi-Property)                                   | SOLD |
| Brentwood, CM13                                                           | 3XL                                                                   |                        | Essex County                                           |      |
| Sale Date:<br>Sale Price:<br>Price/SF:                                    | 07/09/2012 Bldg T<br>£581,406 - Research Comple Year Built/<br>£57.39 | Гуре:<br>/Age:<br>NIA: | IndustrialWarehouse<br>Built 1998 Age: 14<br>10,130 SF |      |
| Reversionary Yield:<br>Net Initial Yield:                                 | -                                                                     |                        |                                                        |      |
| Comp ID:<br>Research Status:                                              | 2608223 Sale Condit<br>Research Complete                              | tions:                 | -                                                      |      |
| 16 Unit 38 -                                                              | Horndon Industrial Park - Station                                     | n Rd                   | (Part of Multi-Property)                               | SOLD |
| Brentwood, CM13                                                           | 3XL                                                                   |                        | Essex County                                           | 2 m  |
| Sale Date:<br>Sale Price:<br>Price/SF:                                    | 07/09/2012 Bldg T<br>£518,954 - Research Comple Year Built/<br>£57.95 | Гуре:<br>/Age:<br>NIA: | IndustrialService<br>Built 1983 Age: 29<br>8,955 SF    |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | -<br>2608223 Sale Condit<br>Research Complete                         | tions:                 | -                                                      |      |
| 17 Units 5H                                                               | & 5I - Horndon Business Park - S                                      | Statio                 | on Rd (Part of Multi-Property)                         | SOLD |
| Brentwood CM13                                                            | 381                                                                   |                        | Essex County                                           |      |
| Sale Date:                                                                | 07/09/2012 Bldg 1                                                     | Гуре:                  | IndustrialService                                      |      |
| Sale Price:<br>Price/SF:                                                  | £335,383 - Research Comple Year Built/<br>£71.92                      | Age:<br>NIA:           | -<br>4,663 SF                                          |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | -<br>2608223 Sale Condit<br>Research Complete                         | tions:                 | -                                                      |      |
| 18 Unit 26 -                                                              | Hordon Industrial Park - Station                                      | Rd (I                  | Part of Multi-Property)                                | SOLD |
| Brentwood, CM13                                                           | 3XL                                                                   |                        | Essex County                                           |      |
| Sale Date:<br>Sale Price:<br>Price/SF:                                    | 07/09/2012 Bldg ⊺<br>£224,482 - Research Compl∉ Year Built/<br>£51.80 | Гуре:<br>/Age:<br>NIA: | IndustrialService<br>Built 1991 Age: 20<br>4,334 SF    |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | -<br>-<br>2608223 Sale Condit<br>Research Complete                    | tions:                 | -                                                      |      |
|                                                                           |                                                                       |                        |                                                        |      |

| <b>19</b> 16A - Ho                        | rdon Business Park - St              | ation Rd (Par                 | t of Multi-Property)                     | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------|--------------------------------------|-------------------------------|------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brentwood, CM13                           | 3XD                                  |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                | 07/09/2012                           | Bldg Type:                    | IndustrialService                        | Image Coming Soon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Price/SF:                                 | £71.93                               | NIA:                          | -<br>1,500 SF                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:                       | -                                    |                               |                                          | Rent Alexander and Barrison                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Net Initial Yield:                        | -<br>2608223                         | Sale Conditions:              | _                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Research Status:                          | Research Complete                    |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 20 Units 60-                              | 64 - Horndon Industrial              | Park - Statior                | n Rd                                     | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 3XL                                  |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:                                | 01/08/2010                           | Bldg Type:<br>Year Built/Age: | IndustrialWarehouse                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Price/SF:                                 | -                                    | NIA:                          | 22,018 SF                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:                       | -                                    |                               |                                          | ALL DAY OF THE OWNER OF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Net Initial Yield:<br>Comp ID:            | -<br>2385184                         | Sale Conditions:              |                                          | Station and a                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Research Status:                          | Confirmed                            |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 21 Unit 65-6                              | 8 - Horndon Industrial F             | Park - Station                | Rd                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 3XL                                  |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:                 | 26/02/2009<br>-                      | Bldg Type:<br>Year Built/Age: | IndustrialWarehouse<br>Built 2000 Age: 8 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Price/SF:                                 | -                                    | NIA:                          | 27,674 SF                                | THE FT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Reversionary Yield:                       | -                                    |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:                                  | -<br>2417304                         | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Research Status:                          | Confirmed                            |                               |                                          | 001.5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 22 3 - Hallst                             | ord Bridge Ind. Estate -             | Stondon Rd                    |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Ongar, CM5 9RB                            |                                      |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:                 | 01/11/2006<br>-                      | Bldg Type:<br>Year Built/Age: | IndustrialService                        | F HAND                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Price/SF:                                 | -                                    | NĪA:                          | 9,900 SF                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:                       | -                                    |                               |                                          | A CONTRACTOR OF THE OWNER                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Comp ID:                                  | 2333603                              | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Research Status:                          | Lutton Industrial Estate             | Tallan Dd                     |                                          | 50LD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 23 Unit 14 -                              | Hutton Industrial Estate             | e - Tallon Ro                 |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 1TG                                  | Dida Tura a                   | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Date:<br>Sale Price:                 | 30/11/2011<br>£1,000,000 - Confirmed | Bidg Type:<br>Year Built/Age: | Built 2008 Age: 3                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Price/SF:                                 | £79.27                               | NIA:                          | 12,615 SF                                | Contraction of the Contraction o |
| Reversionary Yield:                       | -                                    |                               |                                          | THE TRACTOCKET AND A REAL PROPERTY.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Comp ID:                                  | 2428078                              | Sale Conditions:              | -                                        | And a second sec |
| Research Status. $24 - 23 - 25$ Ta        |                                      |                               |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|                                           |                                      |                               |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM13                           | 11E                                  | Rida Typo:                    | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale Price:                               | £379,100 - Confirmed                 | Year Built/Age:               | Built 1954 Renov 2009 Age: 51            | and the second second                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Price/SF:                                 | £51.02                               | NIA:                          | 7,430 SF                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield: | -                                    |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status               | 2400359<br>Confirmed                 | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                           |                                      |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                           |                                      |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

07/08/2018

| 25 43A Tall                                                                                                                                            | on Rd                                                                                                                                                     |                                                                                                         | SOLD              |  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-------------------|--|
| Brentwood, CM13<br>Sale Date:<br>Sale Price:<br>Price/SF:                                                                                              | 1TG<br>27/11/2015 (1,277 days on mkt) Bldg T<br>£485,000 - Confirmed Year Built/<br>£61.39                                                                | Essex County<br>ype: IndustrialService<br>Age: Built 1989 Age: 26<br>NIA: 7,900 SF                      |                   |  |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                                                                              | -<br>-<br>3460201 Sale Condit<br>Confirmed                                                                                                                | ons: -                                                                                                  |                   |  |
| 26 Hutton In                                                                                                                                           | ndustrial Estate - 61 Tallon Rd                                                                                                                           |                                                                                                         | SOLD              |  |
| Brentwood, CM13                                                                                                                                        | 1TG                                                                                                                                                       | Essex County                                                                                            | 9<br>9            |  |
| Sale Date:<br>Sale Price:<br>Price/SF:                                                                                                                 | 15/09/2014 (530 days on mkt) Bldg T<br>£440,000 - Confirmed Year Built/<br>£64.07                                                                         | ype: IndustrialService<br>Age: Built 1959 Age: 55<br>NIA: 6,868 SF                                      |                   |  |
| Net Initial Yield:<br>Comp ID:<br>Research Status:                                                                                                     | 7.81%<br>3117333 Sale Condit<br>Confirmed                                                                                                                 | ons: -                                                                                                  |                   |  |
| 27 Units 1-4                                                                                                                                           | 4 - Upminster Trading Park - Warle                                                                                                                        | ey St                                                                                                   | SOLD              |  |
| Upminster, RM14                                                                                                                                        | 3PJ                                                                                                                                                       | Essex County                                                                                            |                   |  |
| Sale Date:<br>Sale Price:<br>Price/SF:                                                                                                                 | 28/02/2012 Bldg T<br>£420,000 - Confirmed Year Built/<br>£39.83                                                                                           | ype: IndustrialWarehouse<br>Age: Built 1995 Age: 16<br>NIA: 10,544 SF                                   |                   |  |
| Reversionary Yield:<br>Net Initial Yield:                                                                                                              | -                                                                                                                                                         |                                                                                                         | The second second |  |
| Comp ID:<br>Research Status:                                                                                                                           | 2346748 Sale Condit<br>Confirmed                                                                                                                          | ons: -                                                                                                  |                   |  |
| Research Status: Confirmed                                                                                                                             |                                                                                                                                                           |                                                                                                         |                   |  |
| 28 Units 9-1                                                                                                                                           | 10 - Opminster Trading Park - War                                                                                                                         | ley St                                                                                                  | SOLD              |  |
| Upminster RM14                                                                                                                                         | 3P.I                                                                                                                                                      | Essex County                                                                                            | SOLD              |  |
| Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:                                                                       | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bldg T<br>£335,000 - Confirmed Year Built/<br>£51.03                                               | Ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF            |                   |  |
| Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                 | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built/<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                 | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg 7<br>£335,000 - Confirmed Year Builty<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | 3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built/<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed                                      | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built/<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built/<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Builty<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | IU - Upminster Trading Park - War<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed  | ley St<br>Essex County<br>ype: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: -  | SOLD              |  |
| 28 Units 9-1<br>Upminster, RM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status: | IU - Upminster Trading Park - war<br>3PJ<br>01/07/2010 Bidg T<br>£335,000 - Confirmed Year Built/<br>£51.03<br>-<br>-<br>2320203 Sale Condit<br>Confirmed | ley St<br>Essex County<br>Mage: IndustrialService<br>Age: Built 1986 Age: 23<br>NIA: 6,565 SF<br>ons: - | SOLD              |  |

Lease Comps Report



Net Effective Rent Per SF

2.2

£11.06

£7.19

£7.17



Achieved Rent

DEALS BY ASKING RENT DISCOUNT



Asking Rent

DEALS BY RENT FREE MONTHS

Net Effective Rent





|   | Address                                                                             | Tenant<br>Landlord                             | SF Leased<br>Type    | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews    |
|---|-------------------------------------------------------------------------------------|------------------------------------------------|----------------------|----------------------|---------------------------------|--------------------|----------------------|
|   | Hubert Rd<br>Brentwood, CM14 4JE<br>Brentwood Ind Submarket                         | Bakers Ltd<br>Hermes Real Estate Investment M… | 10,309<br>New Direct | Mar 2018<br>10 Years | £7.32/SF<br>£7.00/SF            | 4 Mos at Start     | Feb 2023             |
| 2 | Warley St<br>Upminster, RM14 3PJ<br>Brentwood Ind Submarket                         | McDonald Brown Ltd                             | 6,944<br>New Direct  | Dec 2017<br>10 Years |                                 | £2.76/SF           | Dec 2022<br>Dec 2022 |
| 3 | Childerditch Hall Dr<br>Brentwood, CM13 3HD<br>Brentwood Ind Submarket              |                                                | 13,369<br>New Direct | Oct 2017             |                                 |                    |                      |
|   | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Colourfast Financial Ltd                       | 5,040<br>New Direct  | Mar 2017<br>10 Years |                                 |                    | Mar 2022<br>Mar 2022 |
| 5 | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | SX Plumbing & Heating Ltd                      | 5,040<br>New Direct  | Mar 2017<br>10 Years |                                 |                    | Mar 2022<br>Mar 2022 |
|   | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Edmundson Electrical Ltd<br>GLEP Properties    | 3,627<br>New Direct  | Mar 2017<br>10 Years |                                 |                    | Mar 2022<br>Mar 2022 |



|   | Address                                                                             | Tenant<br>Landlord                                    | SF Leased<br>Type    | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews    |
|---|-------------------------------------------------------------------------------------|-------------------------------------------------------|----------------------|----------------------|---------------------------------|--------------------|----------------------|
|   | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Connect Plumbing & Heating<br>GLEP Properties         | 3,627<br>New Direct  | Mar 2017<br>10 Years | £10.20/SF<br>£10.20/SF          |                    | Mar 2022             |
| 8 | Hubert Rd<br>Brentwood, CM14 4JY<br>Brentwood Ind Submarket                         | CareCo Ltd                                            | 16,168<br>New Direct | Feb 2017<br>10 Years | £6.75/SF<br>£6.75/SF            | £3.26/SF           | Jan 2022             |
| 9 | 28 Horndon Industrial Park<br>Brentwood, CM13 3XL<br>Brentwood Ind Submarket        | The Finishing Line<br>Hermes Real Estate Investment M | 21,478<br>New Direct | Apr 2017<br>3 Years  |                                 | £2.23/SF           |                      |
|   | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Eagle Roofing<br>GLEP Properties                      | 3,627<br>New Direct  | Feb 2017<br>10 Years | £10.00/SF<br>£9.67/SF           | 3 Mos at Start     | Dec 2021<br>Dec 2021 |
|   | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | HSS Hire<br>GLEP Properties                           | 3,546<br>New Direct  | Sep 2016             |                                 |                    |                      |
|   | Horndon Industrial Park<br>Brentwood, CM13 3XL<br>Brentwood Ind Submarket           | Hermes Real Estate Investment M                       | 4,213<br>New Direct  | Sep 2016             |                                 | £2.08/SF           |                      |



|    | Address                                                                             | Tenant<br>Landlord                                      | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates         | Breaks<br>Reviews    |
|----|-------------------------------------------------------------------------------------|---------------------------------------------------------|---------------------|----------------------|---------------------------------|----------------------------|----------------------|
| 13 | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Viaderm Ltd<br>GLEP Properties                          | 4,706<br>New Direct | Sep 2016             |                                 |                            |                      |
|    | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Viaderm Ltd<br>GLEP Properties                          | 5,910<br>New Direct | Sep 2016             |                                 |                            |                      |
| 15 | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Viaderm Ltd<br>GLEP Properties                          | 3,548<br>New Direct | Sep 2016             |                                 |                            |                      |
| 16 | Warley St<br>Upminster, RM14 3PJ<br>Brentwood Ind Submarket                         | Hilton Meats (Retail) Ltd                               | 856<br>New Direct   | Jul 2016             |                                 |                            |                      |
|    | Brentwood Trade Park<br>Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket | Toolstation                                             | 5,040<br>New Direct | Sep 2016             |                                 |                            |                      |
| 18 | Tallon Rd<br>Brentwood, CM13 1TJ<br>Brentwood Ind Submarket                         | Spires Consultancy Ltd<br>Chancerygate Developments Ltd | 3,427<br>New Direct | Apr 2016<br>10 Years | £9.00/SF<br>£8.41/SF            | 6 Mos at Start<br>£2.48/SF | Apr 2021<br>Apr 2021 |



|    | Address                                                                         | Tenant<br>Landlord                                            | SF Leased<br>Type     | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|---------------------------------------------------------------------------------|---------------------------------------------------------------|-----------------------|---------------------|---------------------------------|--------------------|-------------------|
|    | Horndon Industrial Park<br>Brentwood, CM13 3XL<br>Brentwood Ind Submarket       | Sapphire Site Services Ltd<br>Hermes Real Estate Investment M | 2,959<br>New Direct   | Mar 2016<br>3 Years |                                 | 0 Mos<br>£2.87/SF  |                   |
| 20 | 35 Tallon Rd<br>Brentwood, CM13 1TE<br>Brentwood Ind Submarket                  | Alstom                                                        | 8,431<br>New Direct   | Mar 2016<br>3 Years | £6.52/SF<br>£6.52/SF            | 0 Mos<br>£4.09/SF  |                   |
| 21 | Tallon Rd<br>Brentwood, CM13 1TJ<br>Brentwood Ind Submarket                     | Chancerygate Developments Ltd                                 | 2,790<br>New Direct   | Jan 2016            |                                 |                    |                   |
| 22 | Tallon Rd<br>Brentwood, CM13 1TJ<br>Brentwood Ind Submarket                     | Darker Enterprises Ltd<br>Chancerygate Developments Ltd       | 2,790<br>New Direct   | Jan 2016            |                                 |                    |                   |
| 23 | Childerditch Hall Dr<br>Brentwood, CM13 3HD<br>Brentwood Ind Submarket          | Childerditch Hall Farm Nominees L                             | 3,200<br>. New Direct | Dec 2015            |                                 | £7.08/SF           |                   |
| 24 | Hallsford Bridge Industrial Estate<br>Ongar, CM5 9RX<br>Brentwood Ind Submarket |                                                               | 9,990<br>New Direct   | Dec 2015            |                                 |                    |                   |



| ·  | Address                                                          | Tenant<br>Landlord                                               | SF Leased<br>Type      | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|------------------------------------------------------------------|------------------------------------------------------------------|------------------------|---------------------|---------------------------------|--------------------|-------------------|
| 25 | Hubert Rd<br>Brentwood, CM14 4JE<br>Brentwood Ind Submarket      | PGR Builders and Timber Merchan                                  | . 15,891<br>New Direct | Sep 2015            |                                 | £3.29/SF           |                   |
| 26 | 2-10 Tallon Rd<br>Brentwood, CM13 1TJ<br>Brentwood Ind Submarket |                                                                  | 1,240<br>New Direct    | Aug 2015<br>4 Years | £9.67/SF                        |                    |                   |
| 27 | Hubert Rd<br>Brentwood, CM14 4JE<br>Brentwood Ind Submarket      | Toner Inc Ltd<br>Nm Rothschild & Sons Ltd                        | 6,963<br>New Direct    | Dec 2014            |                                 | £2.69/SF           |                   |
| 28 | Hubert Rd<br>Brentwood, CM14 4JE<br>Brentwood Ind Submarket      | Forumla One Auto Centres Ltd<br>Dunedin Property Investment Co L | 20,000<br>New Direct   | Feb 2015            |                                 | £2.50/SF           |                   |
| 29 | Prospect Way<br>Brentwood, CM13 1XA<br>Brentwood Ind Submarket   | Box Events Ltd                                                   | 5,437<br>New Direct    | Nov 2014<br>3 Years | £5.32/SF<br>£5.32/SF            | 0 Mos<br>£2.62/SF  |                   |
| 30 | Station Rd<br>Brentwood, CM13 3XL<br>Brentwood Ind Submarket     | Hermes Real Estate Investment M                                  | 6,575<br>New Direct    | Oct 2014            |                                 |                    |                   |



|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Address                                                        | Tenant<br>Landlord            | SF Leased<br>Type    | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|-------------------------------|----------------------|-------------------|---------------------------------|--------------------|-------------------|
| 31                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Tallon Rd<br>Brentwood, CM13 1TF<br>Brentwood Ind Submarket    | Chancerygate Developments Ltd | 2,716<br>New Direct  | Sep 2014          |                                 |                    |                   |
| 32                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Hubert Rd<br>Brentwood, CM14 4JY<br>Brentwood Ind Submarket    |                               | 14,206<br>New Direct | Jun 2014          |                                 | £3.42/SF           |                   |
| 33<br>Contract determine<br>Contract d | Tallon Rd<br>Brentwood, CM13 1TN<br>Brentwood Ind Submarket    | Screwfix Direct Limited       | 4,560<br>New Direct  | Jul 2014          |                                 |                    |                   |
| 34                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Hubert Rd<br>Brentwood, CM14 4JE<br>Brentwood Ind Submarket    | Nm Rothschild & Sons Ltd      | 3,157<br>New Direct  | Jun 2014          |                                 | £3.84/SF           |                   |
| 35                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Prospect Way<br>Brentwood, CM13 1XG<br>Brentwood Ind Submarket | Barnes Webster & Sons Ltd     | 1,483<br>New Direct  | Jun 2014          |                                 | £5.72/SF           |                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 41 Tallon Rd<br>Brentwood, CM13 1TG<br>Brentwood Ind Submarket | Protocol Ltd                  | 9,769<br>New Direct  | Jul 2014          |                                 |                    |                   |



|    | Address                                                                      | Tenant<br>Landlord                                    | SF Leased<br>Type   | StartDate<br>Term | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|----|------------------------------------------------------------------------------|-------------------------------------------------------|---------------------|-------------------|---------------------------------|--------------------|-------------------|
| 37 | Childerditch Hall Dr<br>Brentwood, CM13 3XU<br>Brentwood Ind Submarket       | Palmer & Harvey Ltd                                   | 7,765<br>New Direct | Jan 2014          |                                 | £3.64/SF           |                   |
| 38 | Adjacent<br>1 Fairfield Rd<br>Brentwood, CM14 4LR<br>Brentwood Ind Submarket | Brentwood Youth Amateur Boxing<br>Pearl & Coutts Ltd. | 2,285<br>New Direct | Jan 2014          | £3.28/SF                        | £3.76/SF           |                   |

#### **Quick Stats Report**

| Comps Statistics             |                             |                                                                    |              |                   |       |  |  |
|------------------------------|-----------------------------|--------------------------------------------------------------------|--------------|-------------------|-------|--|--|
|                              | Low                         | Average                                                            | Median       | High              | Count |  |  |
| Price                        |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | £595,000                    | £595,000                                                           | £595,000     | £595,000          | 1     |  |  |
| Sold Transactions            | £66,000                     | £5,997,619                                                         | £1,300,000   | £77,970,000       | 31    |  |  |
| Centre Size                  |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | 1,462 SF                    | 1,462 SF                                                           | 1,462 SF     | 1,462 SF          | 1     |  |  |
| Sold Transactions            | 1,029 SF                    | 12,039 SF                                                          | 3,956 SF     | 128,538 SF        | 76    |  |  |
| Price per SF                 |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | £406.98                     | £406.98                                                            | £406.98      | £406.98           | 1     |  |  |
| Sold Transactions            | £39.57                      | £320.73                                                            | £215.12      | £1,191.77         | 31    |  |  |
| Net Initial Yield            |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | -                           | -                                                                  | -            | -                 | -     |  |  |
| Sold Transactions            | 0.61%                       | 5.93%                                                              | 5.74%        | 10.00%            | 16    |  |  |
| Days on Market               |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | 495                         | 495                                                                | 495          | 495               | 1     |  |  |
| Sold Transactions            | 3                           | 167                                                                | 70           | 766               | 14    |  |  |
| Sale Price to Asking Price R | atio                        |                                                                    |              |                   |       |  |  |
| Sold Transactions            | 86.67%                      | 102.97%                                                            | 100.00%      | 164.17%           | 15    |  |  |
|                              | Т                           | otals                                                              |              |                   |       |  |  |
|                              |                             |                                                                    |              |                   |       |  |  |
| For Sale & UC/Pending        | Asking Price Total:         | £595,000                                                           | Total For Sa | ale Transactions: | 1     |  |  |
| Sold Transactions            | Total Sales Volume:         | £185,926,190                                                       | Total Sales  | Transactions:     | 76    |  |  |
|                              | Total Included in Analysis: | otal Included in Analysis: £186,521,190 Total Included in Analysis |              | ded in Analysis:  | 77    |  |  |
|                              | - Currie                    | v Critorio                                                         |              |                   |       |  |  |
|                              | Survey Criteria             |                                                                    |              |                   |       |  |  |

basic criteria: Type of Property - Retail, Shopping Centre; Property Size - from 1,000 SF; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Brentwood (Essex)

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| 1 Baytree                                                                                               | Centre - Baytree Centre                                               |                                       |                                                                                      | SOLD |
|---------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|---------------------------------------|--------------------------------------------------------------------------------------|------|
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:                                               | 4BX<br>11/01/2007<br>£41,600,000 - Confirmed<br>£323.64               | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>Retail<br>Built 1999 Age: 7<br>128,538 SF                            |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                               | -<br>4.90%<br>2445947<br>Confirmed                                    | Sale Conditions:                      | -                                                                                    |      |
| 2 Baytree                                                                                               | Centre - Baytree Centre                                               | (Part of Portfo                       | olio)                                                                                | SOLD |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:                                               | 4BX<br>01/06/2015<br>£23,502,948 - Research Com<br>£182.85            | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>Retail<br>Built 1999 Age: 15<br>128,538 SF                           |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                               | -<br>7.30%<br>3352820<br>Research Complete                            | Sale Conditions:                      | Bulk/Portfolio Sale                                                                  |      |
| 3 The Bull                                                                                              | - Church St                                                           |                                       |                                                                                      | SOLD |
| Ingatestone, CM4<br>Sale Date:<br>Sale Price:<br>Price/SF:                                              | 0RN<br>27/01/2017 (98 days on mkt)<br>£650,000 - Confirmed<br>£275.66 | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>RetailBar<br>Built 1851 Age: 165<br>2,358 SF                         |      |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                               | -<br>-<br>3837671<br>Confirmed                                        | Sale Conditions:                      | High Vacancy Property, Historical Site                                               |      |
| 4 The Bull                                                                                              | - Church St                                                           |                                       |                                                                                      | SOLD |
| Ingatestone, CM4<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield: | 0RN<br>01/07/2010<br>£425,000 - Confirmed<br>£180.24<br>-<br>-        | Bidg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>RetailBar<br>Built 1851 Age: 159<br>2,358 SF                         |      |
| Research Status:                                                                                        | Confirmed                                                             | Sale Conditions:                      | -                                                                                    |      |
| 5 Units 1-2                                                                                             | 2 - 1 Crescent Rd                                                     |                                       |                                                                                      | SOLD |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:                        | 5JR<br>23/05/2003<br>£145,000 - Confirmed<br>£53.86<br>-              | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>RetailStorefront<br>Built 1934 Age: 68<br>2,692 SF                   |      |
| Net Initial Yield:<br>Comp ID:<br>Research Status:                                                      | -<br>2423148<br>Confirmed                                             | Sale Conditions:                      | -                                                                                    |      |
| 6 3 Crown                                                                                               | St                                                                    |                                       |                                                                                      | SOLD |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:                        | 4BA<br>30/11/2010<br>£305,000 - Confirmed<br>£217.08                  | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>RetailStorefront Retail/Residential<br>Built 2006 Age: 4<br>1,405 SF |      |
| Net Initial Yield:<br>Comp ID:<br>Research Status:                                                      | -<br>2375169<br>Confirmed                                             | Sale Conditions:                      | -                                                                                    |      |

| 7 Keys Ha                | ll - Eagle Way                    |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|--------------------------|-----------------------------------|-------------------------|---------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brentwood, CM13          | 3BP                               |                         | Essex County                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Sale Date:               | 17/09/2001                        | Bldg Type:              | RetailBank                      | All Same                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Sale Price:<br>Price/SF: | £66,000 - Confirmed<br>£39.57     | Year Built/Age:<br>NIA: | -<br>1,668 SF                   | Same BERTTER                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Reversionary Yield:      | -                                 |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Net Initial Yield:       | -                                 | Sala Conditiona:        |                                 | - Series                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Research Status:         | Confirmed                         | Sale Conditions.        | -                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 8 The Crov               | wn - High St                      |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Ingatestone, CM4         | 0AT                               |                         | Essex County                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Sale Date:               | 20/06/2013 (42 days on mkt)       | Bldg Type:              | RetailBar                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Price/SF:                | £350,000 - Confirmed<br>£166.67   | Year Built/Age:<br>NIA: | -<br>2,100 SF                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Reversionary Yield:      | _                                 |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Net Initial Yield:       | -                                 | Sala Conditiona:        |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Research Status:         | Confirmed                         | Sale Conditions.        | -                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 9 Post Offi              | ice House - High St               |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Ingatestone, CM4         | 9EU                               |                         | Essex County                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Sale Date:               | 12/10/2011                        | Bldg Type:              | RetailStorefront                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Price/SF:                | £270,000 - Confirmed<br>£95.54    | Year Built/Age:<br>NIA: | 2,826 SF                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Reversionary Yield:      | _                                 |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Net Initial Yield:       | 5.73%                             |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Research Status:         | Confirmed                         | Sale Conditions:        | -                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 10 16-18 Hig             | gh St                             |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Brentwood, CM14          | 4AB                               |                         | Essex County                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Sale Date:               | 30/06/2009                        | Bldg Type:              | RetailStorefront                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Sale Price:<br>Price/SF: | £2,000,000 - Confirmed<br>£126.31 | Year Built/Age:<br>NIA: | Built 1983 Age: 25<br>15,834 SF |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Reversionary Yield:      | -                                 |                         |                                 | in second s |
| Net Initial Yield:       | 10.00%                            |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Research Status:         | Confirmed                         | Sale Conditions:        | -                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 11 23 High               | St                                |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Brentwood, CM14          | 4RG                               |                         | Essex County                    | L L                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Sale Date:               | 17/10/2013 (3 days on mkt)        | Bldg Type:              | RetailStorefront                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Price/SF:                | £360.32                           | Year Built/Age:<br>NIA: | 2,359 SF                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Reversionary Yield:      | -                                 |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Net Initial Yield:       | -                                 | Sala Conditiona:        | Austion Solo                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Research Status:         | Confirmed                         | Sale Conditions.        | Auction Sale                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 12 26-28 Hig             | gh St                             |                         |                                 | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Brentwood, CM14          | 4AB                               |                         | Essex County                    | í í                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Sale Date:               | 03/02/2012                        | Bldg Type:              | RetailStorefront                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Price/SF:                | £3,150,000 - Confirmed            | NIA:                    | 7,489 SF                        | 1 31 8 1 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Reversionarv Yield:      | -                                 |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Net Initial Yield:       | 8.00%                             | Sale Conditions:        |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Research Status:         | Confirmed                         | Jaie Conditions:        | -                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                          |                                   |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                          |                                   |                         |                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

| 13 32-34 Hig                                                                                                                            | gh St                                                                                             |                                                                      |                                                                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:                                                                               | 4AJ<br>01/02/2011<br>£2,630,000 - Confirmed<br>£217.46                                            | Bldg Type:<br>Year Built/Age:<br>NIA:                                | Essex County<br>RetailStorefront<br>Built 1933 Age: 77<br>12,094 SF                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                                                               | -<br>5.30%<br>2455474<br>Confirmed                                                                | Sale Conditions:                                                     | -                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 14 43-45 Hig                                                                                                                            | gh St                                                                                             |                                                                      |                                                                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:                                                                               | 4RH<br>15/01/2018<br>£6,722,000 - Confirmed<br>£127.92                                            | Bldg Type:<br>Year Built/Age:<br>NIA:                                | Essex County<br>RetailStorefront<br>Built 1938 Age: 79<br>52,547 SF                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net Initial Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                                                                | 4.75%<br>4208251<br>Confirmed                                                                     | Sale Conditions:                                                     | -                                                                                     | The second s                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 15 46-54 Hig                                                                                                                            | gh St                                                                                             |                                                                      |                                                                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Ingatestone, CM4<br>Sale Date:<br>Sale Price:<br>Price/SF:                                                                              | 9DW<br>23/10/2014 (8 days on mkt)<br>£2,020,000 - Confirmed<br>£143.52                            | Bldg Type:<br>Year Built/Age:<br>NIA:                                | Essex County<br>Retail<br>Built 1970 Age: 44<br>14,075 SF                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Research Status:                                                               | -<br>6.34%<br>3152066<br>Confirmed                                                                | Sale Conditions:                                                     | Auction Sale                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 16 56-58 Hig                                                                                                                            | gh St                                                                                             |                                                                      |                                                                                       | PENDING                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Ingatestone, CM4<br>Asking Price:<br>Price/SF:<br>Days on Market:<br>Sale Status:<br>Net Initial Yield:                                 | 9DW<br>£595,000<br>£406.98<br>495<br>Pending                                                      | Sale Type:<br>Bldg Type:<br>Bldg Status:<br>NIA:<br>Sale Conditions: | Essex County<br>Owner/User<br>RetailBar<br>Built 1880<br>1,462 SF                     | E C C C C C C C C C C C C C C C C C C C                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 17 59-61 Hig                                                                                                                            | gh St                                                                                             |                                                                      |                                                                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:                                  | 4RH<br>16/05/2016 (10 days on mkt)<br>£1,400,000 - Confirmed<br>£421.81<br>6.43%<br>6.43%         | Bldg Type:<br>Year Built/Age:<br>NIA:                                | Essex County<br>RetailStorefront Retail/Residential<br>Built 1924 Age: 91<br>3,319 SF |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Comp ID:<br>Research Status:                                                                                                            | 3603006<br>Confirmed                                                                              | Sale Conditions:                                                     | Auction Sale                                                                          | AT STREET, STR |
| 18 75 High                                                                                                                              | St                                                                                                |                                                                      |                                                                                       | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Brentwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:<br>Reversionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>Personarth Status | 4RP<br>01/04/2007<br>£3,300,000 - Confirmed<br>£320.39<br>-<br>-<br>4.30%<br>2325903<br>Confirmed | Bldg Type:<br>Year Built/Age:<br>NIA:<br>Sale Conditions:            | Essex County<br>RetailStorefront<br>Built 1962 Age: 44<br>10,300 SF                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Research Status:                                                                                                                        | Comme                                                                                             |                                                                      |                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| 1                     | 9 76 High 3                                                            | St                                                                      |                                       |                                                                       | SOLD              |  |
|-----------------------|------------------------------------------------------------------------|-------------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------|-------------------|--|
| Br                    | entwood, CM14<br>Sale Date:<br>Sale Price:<br>Price/SF:                | 4AN<br>08/02/2016 (97 days on mkt)<br>£1,900,000 - Confirmed<br>£312.60 | Bldg Type:<br>Year Built/Age:<br>NIA: | Essex County<br>RetailBank<br>Built 1936 Age: 80<br>6,078 SF          |                   |  |
| Rev<br>R              | ersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status:  | -<br>4.84%<br>3515113<br>Confirmed                                      | Sale Conditions:                      | Auction Sale                                                          | WINNER PERMISSION |  |
| 2                     | 76 High                                                                | St                                                                      |                                       |                                                                       | SOLD              |  |
| Br                    | entwood, CM14                                                          | 4AN                                                                     |                                       | Essex County                                                          | 1                 |  |
|                       | Sale Date:<br>Sale Price:<br>Price/SF:                                 | 01/01/2015<br>£1,550,000 - Confirmed<br>£255.02                         | Bldg Type:<br>Year Built/Age:<br>NIA: | RetailBank<br>Built 1936 Age: 79<br>6,078 SF                          |                   |  |
| Rev<br>R              | ersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status:  | -<br>-<br>3281738<br>Confirmed                                          | Sale Conditions:                      | -                                                                     | Thater hand es al |  |
| 2                     | 1 77-79 Hig                                                            | gh St                                                                   |                                       |                                                                       | SOLD              |  |
| Br                    | entwood, CM14                                                          | 4RR                                                                     |                                       | Essex County                                                          |                   |  |
|                       | Sale Date:<br>Sale Price:<br>Price/SF:                                 | 01/08/2017<br>£1,150,000 - Confirmed<br>£994.81                         | Bldg Type:<br>Year Built/Age:<br>NIA: | Retail<br>Built 1909 Age: 108<br>1,156 SF                             |                   |  |
| Rev<br>R              | ersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status:  | -<br>-<br>3979116<br>Confirmed                                          | Sale Conditions:                      | High Vacancy Property                                                 |                   |  |
| 2                     | 2 Station F                                                            | Place - 114-122 Kings Ro                                                | k                                     |                                                                       | SOLD              |  |
| Br                    | entwood, CM14                                                          | 4EA                                                                     |                                       | Essex County                                                          |                   |  |
|                       | Sale Date:<br>Sale Price:<br>Price/SF:                                 | 21/03/2016 (18 days on mkt)<br>£1,970,000 - Confirmed<br>£1,191.77      | Bldg Type:<br>Year Built/Age:<br>NIA: | RetailStorefront Retail/Residential<br>Built 1968 Age: 47<br>1,653 SF |                   |  |
| Rev<br>R              | ersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status:  | -<br>0.61%<br>3547267<br>Confirmed                                      | Sale Conditions:                      | Auction Sale, Condo Conversion                                        |                   |  |
| _23                   | 3 Ewing H                                                              | ouse - 130 Kings Rd                                                     |                                       |                                                                       | SOLD              |  |
| Br                    | entwood, CM14                                                          | 4EQ                                                                     |                                       | Essex County                                                          |                   |  |
|                       | Sale Date:<br>Sale Price:<br>Price/SF:                                 | 03/02/2015<br>£3,900,000 - Confirmed<br>£169.18                         | Bldg Type:<br>Year Built/Age:<br>NIA: | RetailStorefront Retail/Office<br>Built 1994 Age: 21<br>23,052 SF     |                   |  |
| Rev<br>R              | ersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status:  | -<br>3291522<br>Confirmed                                               | Sale Conditions:                      | Distress Sale                                                         |                   |  |
| 24 140 London Rd SOLI |                                                                        |                                                                         |                                       |                                                                       |                   |  |
| Br                    | entwood, CM14                                                          | 4NS                                                                     |                                       | Essex County                                                          | Sillings .        |  |
|                       | Sale Date:<br>Sale Price:<br>Price/SF:                                 | 01/08/2015<br>£3,650,000 - Confirmed<br>£185.27                         | Bldg Type:<br>Year Built/Age:<br>NIA: | RetailAuto Dealership<br>Built 1975 Age: 40<br>19,701 SF              |                   |  |
| Rev                   | rersionary Yield:<br>Net Initial Yield:<br>Comp ID:<br>esearch Status: | -<br>6.52%<br>3422896<br>Confirmed                                      | Sale Conditions:                      | -                                                                     |                   |  |
| 1                     |                                                                        |                                                                         |                                       |                                                                       |                   |  |

07/08/2018

| 25 Alec's R                               | SOLD                                      |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
|-------------------------------------------|-------------------------------------------|-------------------------------|------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|
| Brentwood, CM14                           | 5SD                                       |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:                                | 11/04/2008                                | Bldg Type:                    | RetailStorefront                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Price/SF:                                 | -                                         | NIA:                          | -<br>5,681 SF                            | () - ((1))                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |  |
| Reversionary Yield:<br>Net Initial Yield: | -                                         |                               |                                          | and the second second                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |  |
| Comp ID:                                  | 2414340<br>Confirmed                      | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| 26 Restaura                               | ant Premises - Ongar Rd                   |                               |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood CM15                            | 95X                                       |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:                                | 18/09/2017 (766 days on mkt)              | Bldg Type:                    | RetailRestaurant                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Price:<br>Price/SF:                  | £1,300,000 - Confirmed<br>£169.54         | Year Built/Age:<br>NIA:       | Built 1950 Age: 67<br>7.668 SF           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield                        | _                                         |                               | ,                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Net Initial Yield:                        | -                                         | Colo Conditiono:              |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Research Status:                          | Confirmed                                 | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| 27 72-74 Or                               | ngar Rd                                   |                               |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood, CM15                           | 9AX                                       |                               | Essex County                             | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |  |
| Sale Date:                                | 21/02/2014 (674 days on mkt)              | Bldg Type:<br>Year Built/Age  | RetailStorefront                         | 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |  |
| Price/SF:                                 | £148.76                                   | NIA:                          | 1,647 SF                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:                       | -                                         |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Net Initial Yield:<br>Comp ID:            | -<br>2963249                              | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Research Status:                          | Confirmed                                 |                               | · · · · ·                                | 001 5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |  |
| 28 Portfolio                              | Sale - 76-76A Ongar Rd                    | (Part of Porti                | Olio)                                    | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood, CM15                           | 9AX                                       |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:<br>Sale Price:                 | 07/07/2016 (16 days on mkt)<br>£380,242 - | Bidg Type:<br>Year Built/Age: | RetailStorefront<br>Built 1926 Age: 89   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Price/SF:                                 | £369.53                                   | NIA:                          | 1,029 SF                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:<br>Net Initial Yield: | -                                         |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Comp ID:<br>Research Status:              | 3648007                                   | Sale Conditions:              | Auction Sale, Bulk/Portfolio Sale        | and the second sec                                                                                                                                                                                                                                            |  |  |
| 29 20 Warle                               | ey HI                                     |                               |                                          | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood, CM14                           | 5HA                                       |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:                                | 12/03/2001                                | Bldg Type:                    | RetailStorefront                         | in the second                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |  |
| Sale Price:<br>Price/SF:                  | £160,000 - Confirmed<br>£96.44            | Year Built/Age:<br>NIA:       | Built 1920 Age: 80<br>1,659 SF           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield                        | _                                         |                               |                                          | A DECEMBER OF A |  |  |
| Net Initial Yield:                        | -                                         | Sala Conditions:              |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Research Status:                          | Confirmed                                 |                               | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| 30 114 Warley HI SOLD                     |                                           |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Brentwood, CM14                           | 5HB                                       |                               | Essex County                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:                                | 01/09/2013 (335 days on mkt)              | Bldg Type:<br>Year Built/Age  | Retail<br>Built 1880 Repoy 2014 Age: 133 | Image Coming Soon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |  |
| Price/SF:                                 | £215.12                                   | NIA:                          | 5,067 SF                                 | 1 Dillight Bank                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:                       | -                                         |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Net Initial Yield:<br>Comp ID:            | 5.75%<br>2884616                          | Sale Conditions:              | -                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Research Status:                          | Confirmed                                 |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
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|                                           |                                           |                               |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |

| 31 The Hors              | 1 The Horse and Groom - Warley Rd |                         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
|--------------------------|-----------------------------------|-------------------------|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|
| Brentwood, CM13          | 3AE                               |                         | Essex County                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:               | 24/04/2013                        | Bldg Type:              | RetailBar                              | JAN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |  |
| Sale Price:<br>Price/SF: | £600,000 - Confirmed<br>£84.34    | Year Built/Age:<br>NIA: | -<br>7,114 SF                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:      | -                                 |                         |                                        | TUTIL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |  |
| Net Initial Yield:       | -                                 |                         |                                        | Allow Include the local distance of                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |  |
| Research Status:         | Confirmed                         | Sale Conditions.        | -                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| 32 Tower A               | rms - Weald Rd                    |                         |                                        | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood, CM14          | 5QJ                               |                         | Essex County                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Sale Date:               | 27/01/2017 (23 days on mkt)       | Bldg Type:              | RetailBar                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Price/SF:                | £675,000 - Confirmed<br>£250.09   | Year Built/Age:<br>NIA: | 2,699 SF                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:      | -                                 |                         |                                        | 1 日日 1 日日                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |  |
| Net Initial Yield:       | -                                 | Colo Conditiono:        | Ligh Vegeney Dreperty Listeriael Site  | 100000 Not                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |  |
| Research Status:         | Confirmed                         | Sale Conditions:        | High vacancy Property, Historical Site |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| 33 Sainsbur              | ry's Superstore - 51 Will         | iam Hunter W            | ay                                     | SOLD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |  |
| Brentwood, CM14          | 4WQ                               |                         | Essex County                           | 1 and |  |  |
| Sale Date:               | 06/12/2013                        | Bldg Type:              | RetailSupermarket                      | all allower you                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Price/SF:                | £745.43                           | NIA:                    | 104,598 SF                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Reversionary Yield:      | -                                 |                         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
| Net Initial Yield:       | 4.05%                             | Colo Conditiono:        |                                        | A STREET                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |  |
| Research Status:         | Confirmed                         | Sale Conditions.        | -                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
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|                          |                                   |                         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
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|                          |                                   |                         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |
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|                          |                                   |                         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |

Lease Comps Report



Achieved Rent Per SF

Net Effective Rent Per SF

Avg. Rent Free Months



£22.78

£25.99

3.2

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



#### DEALS BY ASKING RENT DISCOUNT



#### DEALS BY RENT FREE MONTHS





|           | Address                                                                       | Tenant<br>Landlord | SF Leased<br>Type   | StartDate<br>Term   | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|-----------|-------------------------------------------------------------------------------|--------------------|---------------------|---------------------|---------------------------------|--------------------|-------------------|
|           | Restaurant Premises<br>Ongar Rd<br>Brentwood, CM15 9SX<br>Brentwood Submarket | Venerdi Ltd        | 7,668<br>New Direct | Sep 2018            |                                 | £33,530 PA         |                   |
| 2<br>rdos | 204 Hutton Rd<br>Brentwood, CM15 8NR<br>Brentwood Submarket                   |                    | 1,120<br>New Direct | Aug 2018            |                                 |                    |                   |
| 3<br>rdos | 204 Hutton Rd<br>Brentwood, CM15 8NR<br>Brentwood Submarket                   |                    | 510<br>New Direct   | Aug 2018            |                                 |                    |                   |
| 4         | 4 Ongar Rd<br>Brentwood, CM15 9AX<br>Brentwood Submarket                      |                    | 578<br>New Direct   | Apr 2018<br>5 Years | £13,000 PA<br>£13,000 PA        | £4,008 PA          |                   |
| 5         | 149A-149C High St<br>Brentwood, CM14 4SA<br>Brentwood Submarket               |                    | 818<br>New Direct   | Jan 2018            |                                 | £5,592 PA          |                   |
|           | 3 Crown St<br>Brentwood, CM14 4BA<br>Brentwood Submarket                      |                    | 1,405<br>New Direct | Jan 2018            |                                 |                    |                   |


|    | Address                                                       | Tenant<br>Landlord                   | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates           | Breaks<br>Reviews    |
|----|---------------------------------------------------------------|--------------------------------------|---------------------|----------------------|---------------------------------|------------------------------|----------------------|
|    | 232 Hutton Rd<br>Brentwood, CM15 8PA<br>Brentwood Submarket   |                                      | 705<br>New Direct   | Nov 2017             |                                 | £10,835 PA                   |                      |
|    | 13 High St<br>Brentwood, CM14 4RG<br>Brentwood Submarket      | Dogs Trust                           | 1,952<br>New Direct | Nov 2017<br>10 Years | £32,000 PA                      | 3 Mos at Start<br>£8,505 PA  | Nov 2022             |
| 9  | 119-121 High St<br>Brentwood, CM14 4RX<br>Brentwood Submarket | Shisha Time                          | 852<br>New Direct   | Oct 2017<br>10 Years | £21,000 PA<br>£20,540 PA        | 2 Mos at Start<br>£10,313 PA | Oct 2022             |
|    | 26-28 High St<br>Brentwood, CM14 4AB<br>Brentwood Submarket   |                                      | 1,125<br>New Direct | Nov 2017<br>10 Years | £29,000 PA<br>£28,050 PA        | 3 Mos at Start               |                      |
|    | 159 Kings Rd<br>Brentwood, CM14 4EG<br>Brentwood Submarket    | Ali El Fouani<br>Pearl & Coutts Ltd. | 657<br>New Direct   | Sep 2017<br>15 Years | £20,000 PA<br>£20,000 PA        | 0 Mos                        | Sep 2022<br>Sep 2022 |
| 12 | 88 Kings Rd<br>Brentwood, CM14 4DU<br>Brentwood Submarket     | Quoc Dao                             | 238<br>New Direct   | Sep 2017<br>3 Years  | £9,500 PA<br>£8,928 PA          | 2 Mos at Start<br>£2,936 PA  |                      |



|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Address                                                         | Tenant<br>Landlord                       | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|------------------------------------------|---------------------|----------------------|---------------------------------|--------------------|-------------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 131B-131E High St<br>Brentwood, CM14 4RZ<br>Brentwood Submarket |                                          | 914<br>New Direct   | Aug 2017             |                                 | £12,052 PA         |                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 6 Ingrave Rd<br>Brentwood, CM15 8AT<br>Brentwood Submarket      |                                          | 1,459<br>New Direct | Aug 2017             |                                 | £12,176 PA         |                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 38 High<br>Brentwood, CM14 4AJ<br>Brentwood Submarket           | OTwelve Estates Limited                  | 2,145<br>New Direct | Jul 2017             |                                 | £16,800 PA         |                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 88-88B High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket    | Megan's Nail Spa<br>Marex Properties Ltd | 710<br>New Direct   | Jul 2017<br>15 Years | £23,000 PA<br>£23,000 PA        | £7,223 PA          |                   |
| 17<br>Constant of the second seco | 1 South St<br>Brentwood, CM14 4BJ<br>Brentwood Submarket        |                                          | 1,386<br>New Direct | Jul 2017             |                                 | £7,865 PA          |                   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Baytree Centre<br>Brentwood, CM14 4BX<br>Brentwood Submarket    | Savers<br>OTwelve Estates Limited        | 3,099<br>New Direct | May 2017             |                                 | £28,578 PA         |                   |



|    | Address                                                             | Tenant<br>Landlord                              | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates          | Breaks<br>Reviews |
|----|---------------------------------------------------------------------|-------------------------------------------------|---------------------|----------------------|---------------------------------|-----------------------------|-------------------|
|    | 6 High St<br>Brentwood, CM14 4AB<br>Brentwood Submarket             |                                                 | 1,798<br>New Direct | Apr 2017             |                                 | £17,768 PA                  |                   |
| 20 | 98 High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket            | J B Trustees Ltd                                | 1,044<br>New Direct | Oct 2016<br>5 Years  | £32,500 PA<br>£30,640 PA        | 3 Mos at Start              |                   |
|    | 88-88B High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket        | Humble Violet's Florist<br>Marex Properties Ltd | 421<br>New Direct   | Aug 2016<br>5 Years  | £15,000 PA                      |                             |                   |
|    | 88-88B High St<br>Brentwood, CM14 4AP<br>Brentwood Submarket        | Vape & Juice Ltd<br>Marex Properties Ltd        | 258<br>New Direct   | Aug 2016<br>5 Years  | £12,999 PA                      |                             |                   |
| 23 | 18-38 Springfield Ave<br>Brentwood, CM13 1RE<br>Brentwood Submarket | Bich Nguyen<br>Newham Council                   | 555<br>New Direct   | Aug 2016<br>10 Years | £6,500 PA<br>£6,287 PA          | 3 Mos at Start<br>£2,514 PA | Jul 2021          |
| 24 | 87 High St<br>Brentwood, CM14 4RR<br>Brentwood Submarket            | Eden Beauty                                     | 755<br>New          | Jun 2016<br>5 Years  | £9,000 PA<br>£9,000 PA          |                             |                   |



|    | Address                                                                           | Tenant<br>Landlord                                    | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates           | Breaks<br>Reviews    |
|----|-----------------------------------------------------------------------------------|-------------------------------------------------------|---------------------|----------------------|---------------------------------|------------------------------|----------------------|
| 25 | 18-38 Springfield Ave<br>Brentwood, CM13 1RE<br>Brentwood Submarket               | Visa<br>Newham Council                                | 668<br>New Direct   | May 2016<br>1 Year   | £6,000 PA<br>£6,000 PA          | 0 Mos<br>£2,564 PA           |                      |
| 26 | 87 High St<br>Brentwood, CM14 4RR<br>Brentwood Submarket                          | Brentwood Jewellers                                   | 510                 | Mar 2016<br>5 Years  | £8,000 PA<br>£8,000 PA          |                              |                      |
| 27 | 135 High St<br>Brentwood, CM14 4RZ<br>Brentwood Submarket                         | Opulent Homes Ltd<br>Foxstone Estates Ltd             | 922<br>New Direct   | Nov 2015             |                                 | £10,009 PA                   |                      |
|    | 157-159 High St<br>Brentwood, CM14 4SD<br>Brentwood Submarket                     | Brentwood Tile Centre Ltd                             | 1,012<br>New Direct | Sep 2015<br>10 Years | £23,500 PA<br>£21,972 PA        | 6 Mos at Start<br>£13,962 PA | Aug 2020             |
| 29 | 194 Hutton Rd<br>Brentwood, CM15 8NR<br>Brentwood Submarket                       | European Sole<br>Ambergate Properties                 | 777<br>New Direct   | Jul 2015<br>10 Years | £26,000 PA<br>£25,151 PA        | 3 Mos at Start<br>£9,640 PA  | Jul 2020<br>Jul 2020 |
| 30 | Potential House<br>149-157 Kings Rd<br>Brentwood, CM14 4EG<br>Brentwood Submarket | His & Hers Beauty Clinic Ltd<br>Potential Finance Ltd | 645<br>New Direct   | Apr 2015<br>5 Years  | £15,500 PA<br>£15,500 PA        | £7,351 PA                    |                      |



|                           | Address                                                                                     | Tenant<br>Landlord                                      | SF Leased<br>Type       | StartDate<br>Term           | Starting Rent<br>Effective Rent | Free Rent<br>Rates  | Breaks<br>Reviews    |
|---------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------|-------------------------|-----------------------------|---------------------------------|---------------------|----------------------|
| 31                        | Wilsons Corner<br>Ingrave Rd<br>Brentwood, CM15 8AP<br>Brentwood Submarket                  | Creative Arts & Stone                                   | 812<br>New Direct       | Apr 2015<br>5 Years         | £37,000 PA<br>£35,585 PA        | 2 Mos at Start      |                      |
| 32                        | West Horden Station House<br>Station Approach<br>Brentwood, CM13 3TJ<br>Brentwood Submarket | West Hordon Dry Cleaning                                | 717<br>New Direct       | Mar 2015<br>9 Years         | £12,000 PA                      |                     | Mar 2018             |
|                           | 59-61 High St<br>Brentwood, CM14 4RH<br>Brentwood Submarket                                 | Yorkshire Building Society<br>Landmaster Properties Ltd | 1,533<br>New Direct     | Mar 2015<br>10 Years        | £52,500 PA<br>£52,499 PA        |                     | May 2020<br>Mar 2020 |
| 34                        | 24 High St<br>Brentwood, CM14 4AB<br>Brentwood Submarket                                    | Rush Hair Ltd                                           | 1,653<br>New Direct     | Mar 2015<br>10 Years        | £37,500 PA                      | 0 Mos<br>£17,945 PA | Mar 2020<br>Mar 2020 |
| 35                        | 76 High St<br>Brentwood, CM14 4AN<br>Brentwood Submarket                                    | Santander<br>Harkalm Investments Ltd                    | 2,687<br>Renewal Direct | Feb 2015<br>5 Years 10 Mont | £52,000 PA                      |                     | Apr 2016             |
| 36<br>Premktin-Jeweillers | 162 Hutton Rd<br>Brentwood, CM15 8NL<br>Brentwood Submarket                                 | Lord of London                                          | 707<br>New Direct       | Apr 2015                    |                                 | £8,778 PA           |                      |



|              | Address                                                         | Tenant<br>Landlord                              | SF Leased<br>Type   | StartDate<br>Term            | Starting Rent<br>Effective Rent | Free Rent<br>Rates | Breaks<br>Reviews |
|--------------|-----------------------------------------------------------------|-------------------------------------------------|---------------------|------------------------------|---------------------------------|--------------------|-------------------|
| 37           | Baytree Centre<br>Brentwood, CM14 4BX<br>Brentwood Submarket    | Essex Property<br>OTwelve Estates Limited       | 125<br>New Direct   | Nov 2014                     |                                 | £5,182 PA          |                   |
|              | 9-9a Warley HI<br>Brentwood, CM14 5HT<br>Brentwood Submarket    |                                                 | 618<br>New Sublease | Nov 2014<br>4 Months         |                                 | £5,063 PA          |                   |
|              | 37 Kings Rd<br>Brentwood, CM14 4DJ<br>Brentwood Submarket       |                                                 | 1,105<br>New Direct | Nov 2014<br>2 Years          | £16,000 PA                      | £7,099 PA          |                   |
| 40<br>(1580) | 136-140 Hutton Rd<br>Shenfield, CM15 8NL<br>Brentwood Submarket |                                                 | 600<br>New Direct   | Oct 2014<br>10 Years         |                                 | £8,194 PA          | Sep 2017          |
| 41           | 22 Crown St<br>Brentwood, CM14 4BA<br>Brentwood Submarket       | Racquet                                         | 426<br>New Direct   | Jul 2014<br>2 Years 9 Months | £9,000 PA                       | £4,286 PA          |                   |
| 42           | 113-115 High St<br>Brentwood, CM14 4RX<br>Brentwood Submarket   | Chloe's Beauty Bar Ltd<br>Structadene Group Ltd | 1,143<br>New Direct | Mar 2014                     | £30,000 PA                      | £12,953 PA         |                   |



|    | Address                                                                       | Tenant<br>Landlord                               | SF Leased<br>Type   | StartDate<br>Term    | Starting Rent<br>Effective Rent | Free Rent<br>Rates        | Breaks<br>Reviews    |
|----|-------------------------------------------------------------------------------|--------------------------------------------------|---------------------|----------------------|---------------------------------|---------------------------|----------------------|
| 43 | 16-18 High St<br>Brentwood, CM14 4AB<br>Brentwood Submarket                   | J D Wetherspoon Plc                              | 5,400<br>New Direct | Mar 2014<br>30 Years | £82,500 PA                      | Spread Over<br>£15,939 PA | Mar 2029<br>Mar 2019 |
| 44 | Essex House<br>137-141 Kings Rd<br>Brentwood, CM14 4DR<br>Brentwood Submarket | Velvetine Tailoring<br>Donington Investments Ltd | 795<br>New Direct   | Mar 2014             |                                 |                           |                      |
| 45 | Essex House<br>137-141 Kings Rd<br>Brentwood, CM14 4DR<br>Brentwood Submarket | Vega Hairstyling<br>Donington Investments Ltd    | 529<br>New Direct   | Feb 2014             |                                 | £5,175 PA                 |                      |
|    | Wilsons Corner<br>Ingrave Rd<br>Brentwood, CM15 8AP<br>Brentwood Submarket    | The Brentwood Kitchen                            | 1,100<br>New Direct | Dec 2013             |                                 | £18,840 PA                |                      |
| 47 | 71 Hutton Rd<br>Brentwood, CM15 8JD<br>Brentwood Submarket                    | Love Cats & Dogs Ltd<br>Structadene Group Ltd    | 692<br>New Direct   | Oct 2013             | £32,000 PA                      | £15,308 PA                |                      |
|    | 3 Eastham Cres<br>Brentwood, CM13 2BN<br>Brentwood Submarket                  | Eren Sariyildiz<br>Newham Council                | 439<br>New Direct   | Aug 2013<br>5 Years  | £6,000 PA                       | Spread Over<br>£2,468 PA  | Aug 2015             |



## Appendix 9 – Land Registry Development Land Data

| Affordabl    |                                                                                                            |                                                                                                                                                                                        |              |                | able         | s106 Land Registry and Values |          |         |                                 |             |            |                    |                         |
|--------------|------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|----------------|--------------|-------------------------------|----------|---------|---------------------------------|-------------|------------|--------------------|-------------------------|
|              | Scheme                                                                                                     |                                                                                                                                                                                        | Area<br>(ha) | Total<br>Units | Aff<br>Units | Aff %                         | Total    | £/unit  | LR Title                        | Date        | Price Paid | Price Paid /<br>Ha | Price<br>Paid /<br>Unit |
| BRW/590/2005 | 191 Thorndon<br>Avenue, West<br>Horndon, now<br>Camellia<br>Court,<br>Camellia<br>Close                    | Erection Of Three Bungalows,<br>A Block Containing 6 Two-<br>Bedroom Flats Together With<br>A Block Of Six Garages. 3<br>Affordable dwellings as<br>Subsidised Rented<br>Accommodation | 0.166        | 12             | 3            | 25.00%                        |          |         | EX609431                        | No Data     | No Price   | #VALUE!            | #VALUE!                 |
| 14/01247/FUL | Former Elliots<br>Nightclub And<br>Petrol Station<br>Southend<br>Arterial Road<br>West<br>Horndon<br>Essex | Demolition of existing single<br>storey structures and<br>construction of twenty, 2 storey<br>residential units                                                                        | 0.88         | 20             | 4            | 20.00%                        | £64,998  | £3,250  | EX199916                        | 08.05.2015  | £2,200,000 | £2,500,000         | £110,000                |
| 15/01084/FUL | Land<br>Formerly<br>Known As NV<br>Tools St<br>James Road<br>Brentwood<br>Essex                            | Redevelopment for 45 flats,<br>landscaped amenity deck and<br>associated car parking                                                                                                   | 0.15         | 45             | 16           | 35.56%                        | £0       |         | EX637587<br>See 27              | 0.5.07.2017 | £3,320,500 | £22,136,667        | £73,789                 |
| 15/01379/FUL | The<br>Brentwood<br>Training<br>Centre Essex<br>Way Warley<br>Essex                                        | Demolition of the existing<br>building and construction of 50<br>residential dwellings, (10<br>houses and 40 flats) including<br>affordable housing                                    | 0.65         | 50             | 17           | 34.00%                        | £0       |         | Built Out<br>Multiple<br>Owners |             |            | £0                 | £0                      |
| 14/01446/FŪL | Development<br>Site At<br>Former<br>Mountnessing<br>Scrap Yard<br>Roman Road<br>Mountnessing<br>Essex      | Outline application for<br>construction of 85 residential<br>units together with commercial<br>building (Class B1A Office)                                                             | 2.63         | 85             | 24           | 28.24%                        | £935,000 | £11,000 | EX934098                        | 07.03.2016  | £8,373,370 | £3,183,791         | £98,510                 |
| 15/00267/FUL | The Surgery<br>Site And                                                                                    | Demolition of former doctors<br>surgery and adjacent dwelling                                                                                                                          | 0.325        | 8              |              | 0.00%                         | £175,838 | £21,980 | EX443192                        | 11.06.2016  | £1,100,000 | £3,384,615         | £137,500                |



|                               | Landings<br>Outings Lane<br>Doddinghurst<br>Essex                                | known as The Landings and<br>construction of 6 no. detached<br>dwellings and 2 no semi-<br>detached dwellings                                                                                                                                                                           |         |    |    |        |          |         |                                 |            |            |             |          |
|-------------------------------|----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|----|----|--------|----------|---------|---------------------------------|------------|------------|-------------|----------|
| 15/00155/FUL                  | The White<br>House Ongar<br>Road<br>Kelvedon<br>Hatch Essex                      | Demolition of buildings,<br>hardstanding and existing<br>residential dwelling and<br>construction of 14 dwellings<br>(including 5 affordable housing<br>units)                                                                                                                          | 0.39    | 14 | 5  | 35.71% | £0       |         | Built Out<br>Multiple<br>owners |            |            | £0          | £O       |
| 11/00009/EXT<br>Brw/1053/2006 | 32 Sylvia<br>Avenue<br>Hutton Essex                                              | Renewal Of Outline Planning<br>Permission Reference<br>Brw/1053/2006 (Demolition Of<br>No.32 Sylvia Avenue And<br>Erection Of 33 Residential<br>Units Comprising A Mix Of<br>Flats And Houses                                                                                           | 1.1     | 33 | 13 | 39.39% |          |         |                                 |            |            | £O          | £O       |
| 11/00002/EXT                  | 122 And 124<br>Station Road<br>West<br>Horndon<br>Brentwood<br>Essex             | Renewal Of Planning<br>Permission Reference<br>Brw/883/2007 (Demolition Of 2<br>No. Dwellings And Erection Of<br>Single Building Containing 13<br>Flats                                                                                                                                 | 0.10508 | 13 |    | 0.00%  | £181,578 | £13,968 | Built Out<br>Multiple<br>Owners |            |            | £0          | £O       |
| 13/01169/FUL                  | Mascalls<br>Park,<br>Mascalls<br>Lane, Warley                                    | Demolition of hospital buildings<br>and construction of 75<br>residential dwellings in<br>buildings extending to between<br>two and three storeys in height,<br>retention and extension of<br>Lodge Cottage                                                                             | 4.03    | 75 | 27 | 36.00% | £0       |         | Built Out<br>but<br>EX559679    | 03.12.2014 | £8,600,000 | £2,133,995  | £114,667 |
| 11/01195/FUL                  | Brunel<br>House, St<br>James Road,<br>Brentwood                                  | Mixed Use Development<br>comprising 24 Residential<br>Units, 1270 sqm of B1 office<br>space, 547 sqm of A1 retail<br>space and 115 sqm of D1<br>creche space, together with<br>associated car parking<br>(comprising 61 spaces)                                                         | 0.15    | 24 | 8  | 33.33% | £0       |         | EX637587<br>see 18              | 05.07.2017 | £3,320,500 | £22,136,667 | £138,354 |
| 12/00403/EXT                  | Willow Brook<br>Primary<br>School,<br>Rosen<br>Crescent,<br>Hutton,<br>Brentwood | Extension of time to planning<br>permission 08/00605/FUL -<br>Demolition Of Existing School<br>Buildings; Construction Of New<br>Primary School Building<br>Incorporating A Multi-Purpose<br>Community Hall For Public<br>Use; Reconfiguration Of The<br>Existing School Plaving Fields | 2.39    | 50 | 14 | 28.00% |          |         | EX760110                        | 11.01.2006 | £1,500,000 | £627,615    | £30,000  |



|                               |                                                                              | And Playground Areas;<br>Provision Of Car Parking And<br>Cycle Parking Facilities - Full<br>Details Regarding Appearance,<br>Landscaping, Layout And<br>Scale Form Part Of This<br>Element Of The Application;<br>Erection Of Up To 50<br>Dwellings |       |       |    |         |         |        |                                                     |            |            |            |          |
|-------------------------------|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-------|----|---------|---------|--------|-----------------------------------------------------|------------|------------|------------|----------|
| BRW/84/2011 /<br>11/00084/FUL | The Forge,<br>Great Warley<br>Street<br>Warley,<br>Brentwood,<br>Essex       | Change Of Use, Extension And<br>Conversion Of Existing Forge<br>Building To Residential<br>Dwelling And Erection Of 6<br>New Dwellings                                                                                                              | 0.3   | 7     | 3  | 42.86%  | £0      |        | EX206270<br>plus<br>EX185662                        | 06.03.2013 | £552,021   | £1,840,070 | £78,860  |
| BRW/661/09 /<br>09/00661/FUL  | Phase 4a<br>(Gas Work<br>Site), Wharf<br>Road,<br>Brentwood                  | Development comprising 53<br>apartments, (7 no. One<br>bedroom and 46 no. two<br>bedroom units).                                                                                                                                                    | 0.63  | 53    | 18 | 33.96%  |         |        | Built Out<br>Multiple<br>Owners                     |            |            | £O         | £0       |
| 10/00540/FUL                  | 118A High<br>Street<br>Ingatestone<br>Essex                                  | Erection Of Eight Residential<br>Units Comprising 4 X Two<br>Bedroom Houses And A Two<br>Storey Block Containing 4 X<br>Two Bedroom Flats                                                                                                           | 0.015 | 8     | 8  | 100.00% |         |        | Built Out<br>Multiple<br>Owners                     |            |            | £O         | £0       |
| BRW/201/10 /<br>10/00201/FUL  | Little High<br>Wood, Ongar<br>Road,<br>Brentwood.                            | Alteration, Conversion And<br>Redevelopment To Provide<br>203 Class C3 Residential<br>Dwellings                                                                                                                                                     | 7.6   | 203   | 71 | 34.98%  |         |        | Built Out<br>but<br>EX949744<br>is part of<br>site? | 20.01.2017 | £2,665,891 | £350,775   | £13,132  |
| 15/00710/FUL                  | Land<br>Adjacent To<br>The New<br>Folly Bell<br>Mead<br>Ingatestone<br>Essex | Construction of 16 apartments<br>with associated parking,<br>community parking spaces,<br>access, and landscaping                                                                                                                                   | 0.45  | 16    | 5  | 31.25%  | £30,000 | £1,875 | EX947517                                            | 03.03.2017 | £2,300,000 | £5,111,111 | £143,750 |
| 16/01244/FUL                  | 75 Warley Hill<br>Warley                                                     | Construct terrace of 4<br>dwellings with associated<br>parking and amenity space<br>(Option 1)                                                                                                                                                      | 0.02  | 4.00  | 4  | 100.00% |         |        | No<br>Registered<br>Owner see<br>below              |            |            | £0         | £0       |
| 16/00226/FUL                  | Land Rear Of<br>139-141<br>Coxtie Green<br>Road Pilgrims<br>Hatch            | Demolition of the existing<br>buildings and the creation of 12<br>no. two, three, four and five<br>bedroom houses                                                                                                                                   | 0.44  | 12.00 | 2  | 16.67%  |         |        | EX653454                                            | 13.06.2017 | £1,867,000 | £4,243,182 | £155,583 |



| 15/01376/FUL | Garages<br>Wainwright<br>Avenue<br>Hutton                         | Demolition of existing<br>garages/lock ups and<br>construction of 4 x 1 bed<br>bungalows for over 65's. | 0.18   | 4 | 4 | 100.00% |  |  | £O | £0 |
|--------------|-------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|--------|---|---|---------|--|--|----|----|
| 15/01375/FUL | Land<br>Adjacent To<br>12 And 13<br>Magdalen<br>Gardens<br>Hutton | Construction of 3 new dwellings                                                                         | 0.1016 | 3 | 3 | 100.00% |  |  | £0 | £0 |



## Appendix 10 - CoStar Industrial Land

The pages in this appendix are not numbered.





#### **Quick Stats Report**

|                                                                   | Comps                       | Statistics        |                  |                   |       |
|-------------------------------------------------------------------|-----------------------------|-------------------|------------------|-------------------|-------|
|                                                                   | Low                         | Average           | Median           | High              | Count |
| Sale Price                                                        | £505,000                    | £505,000          | £505,000         | £505,000          | 2     |
| Parcel Size                                                       | 0.12 AC                     | 0.12 AC           | 0.12 AC          | 0.12 AC           | 2     |
| Price per Acre                                                    | £4,208,495                  | £4,208,333        | £4,208,495       | £4,208,495        | 2     |
| Days on Market                                                    | 292                         | 314               | 314              | 337               | 2     |
| Sale Price to Asking Price Ratio                                  | 126.25%                     | 126.25%           | 126.25%          | 126.25%           | 2     |
|                                                                   | Тс                          | otals             |                  |                   |       |
| Sold Transactions                                                 | Total Sales Volume:         | £1,010,000        | Total Sales      | Transactions:     | 2     |
|                                                                   | Survey                      | v Criteria        |                  |                   |       |
|                                                                   |                             |                   |                  |                   |       |
| basic criteria: Type of Propert<br>as Individual Properties - Yes | y - Land; Sale Status - Und | er Offer, Sold; R | eturn and Search | on Portfolio Sale | S     |
| geography criteria: Submarke                                      | t - Brentwood (Essex)       |                   |                  |                   |       |
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#### 141-147 High St SOLD 1 Brentwood, CM14 4AS Essex County Sale Date: 12/02/2014 (292 days on mkt) Land Area: 0.12 AC (5,227 SF) Sale Price: £505,000 - Confirmed Lot Dimensions: £/AC Land Gross: £4,208,494.66 (£96.61/SF) Proposed Use: Commercial Parcel No: Comp ID: 2957718 Research Status: Confirmed Sale Conditions: -147-149 High St SOLD 2 Essex County Brentwood, CM14 4AS Sale Date: 01/02/2014 (337 days on mkt) Sale Price: £505,000 - Confirmed Land Area: 0.12 AC (5,227 SF) Lot Dimensions: £/AC Land Gross: £4,208,494.66 (£96.61/SF) Proposed Use: -Parcel No: Comp ID: 2989235 Research Status: Confirmed Sale Conditions: Assemblage

## Appendix 11 – Appraisals – Residential Development

The pages in this appendix are not numbered.





# Base Cover



## Brentwood Residential - Post Consultation v2

23/10/2018 16:30

Base Site make up

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| Number<br>Officers Meadow | 2<br>NS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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| Number<br>Officers Meadow | 2<br>W5<br>Market<br>Flat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace<br>Semi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     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| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace<br>Semi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     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| Number<br>Officers Meadou | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28.20<br>No<br>21<br>0<br>86<br>54<br>107<br>107<br>0                                                                                                                 | Density erage Unit Size<br>Units/ha mi<br>29.26 9:<br>50.00<br>61.00<br>75.00<br>95.00<br>85.00<br>100.00<br>120.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <ul> <li>Developed<br/>m2</li> <li>76,991</li> <li>1,050.00</li> <li>0.00</li> <li>6,450.00</li> <li>5,130.00</li> <li>9,095.00</li> <li>10,700.00</li> <li>0.00</li> <li>0.00</li> </ul>                                                                                                                                                                                                             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                                                                                                                                                                                                                                                  | Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0                                                                                                                                                                                                                     | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadou | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28.20<br>No<br>21<br>0<br>86<br>54<br>107<br>107<br>0<br>0<br>107                                                                                                     | Density erage Unit Size<br>Units/ha mi<br>29.26 9:<br>                                                                                                                                                                                                                                                                                                                                                                                                   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Developed<br>76,991<br>1,050.00<br>0,0.00<br>0,6,450.00<br>0,6,450.00<br>0,6,450.00<br>0,6,450.00<br>0,6,450.00<br>0,0,00<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0, 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             | Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220                                                                                                                                                                                                                    | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | xs<br>Market<br>Flat<br>Terrace<br>Semi<br>Det                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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| Number<br>Officers Meadou | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 Hiph*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <ul> <li>Developed<br/>m2</li> <li>76,991</li> <li>1,050.00</li> <li>0,000</li> <li>6,450.00</li> <li>5,130.00</li> <li>9,095.00</li> <li>0,000</li> </ul>                                                                                                                                                                                                                                            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| Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0                                                                                                                                                                                    | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 Hiph*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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93<br>50.00<br>61.00<br>75.00<br>95.00<br>95.00<br>0100.00<br>120.00<br>130.00<br>150.00<br>150.00<br>150.00<br>150.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>75.00<br>7 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Developed<br>m2<br>76,991<br>1,050.00<br>0.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.6,450.00<br>0.0,00<br>0.000<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,00000000 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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,245<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0                                                                                                                                                                               | Rate<br>£/m2<br>1,268.20        |
| Number                    | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28.20<br>0<br>21<br>0<br>0<br>86<br>54<br>107<br>107<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | Density erage Unit Size<br>Units/ha mi<br>29.26 99<br>00000000000000000000000000000000000                                                                                                                                                                                                                                                                                                                                                                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| Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                      | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28.20<br>21<br>0<br>86<br>54<br>107<br>107<br>0<br>107<br>54<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                  | Density erage Unit Size<br>Units/ha m2<br>29.26 99<br>00000000000000000000000000000000000                                                                                                                                                                                                                                                                                                                                                                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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,242<br>1,242<br>1,244<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,242<br>1,242<br>1,244<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadou | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Elat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28.20<br>21<br>21<br>0<br>866<br>54<br>107<br>107<br>0<br>0<br>107<br>54<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                      | Density erage Unit Size<br>Units/ha mi<br>29.26 93<br>50.00<br>50.00<br>75.00<br>75.00<br>75.00<br>75.00<br>100.00<br>120.00<br>130.00<br>130.00<br>130.00<br>88.00<br>130.00<br>130.00<br>88.00<br>88.00<br>88.00<br>70.00                                                                                                                                                                                                                              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| Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                     | Rate<br>£/m2<br>1,268.20        |
| Number                    | X<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Flat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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Developed<br>m2<br>76,991<br>1050.00<br>0.00<br>0.6,450.00<br>0.5,130.00<br>0.9,095.00<br>0.9,095.00<br>0.0,00<br>0.13,910.00<br>0.3,8100.00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0,00000000 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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                     | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | X<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 4 High*<br>Flat 1 High*<br>Flat 2 | Units 825 8eds 1 1 2 2 3 3 3 4 4 5 1 2 2 3 3 4 4 1 2 2 3 1 1 2 2 3 3 1 2 2 3 3 1 2 2 3 3 2 3 3 3 4 4 3 3 3 3 4 4 3 3 3 4 4 3 3 3 4 4 3 3 3 4 4 3 3 3 4 4 3 3 4 4 3 3 4 4 4 3 5 5 1 1 2 2 3 3 4 4 1 2 2 3 3 4 4 1 2 2 3 3 4 4 1 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 3 4 1 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 3 3 4 4 1 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 3 4 4 1 2 2 2 3 4 1 1 2 2 2 2 3 4 1 1 2 2 2 2 2 3 4 1 1 2 2 2 2 2 3 4 1 1 2 2 2 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td=""><td>Density<br/>m2/ha<br/>2,730<br/>10%<br/>10%<br/>10%<br/>10%<br/>10%<br/>10%<br/>10%</td><td>BCIS<br/>1,447<br/>1,447<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,244<br/>1,244<br/>1,244<br/>1,244<br/>1,244<br/>1,244<br/>1,244<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,447<br/>1,447<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,447<br/>1,447<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,242<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,447<br/>1,4</td><td>Total Cost<br/>97,640,241<br/>COST<br/>0<br/>1,671,285<br/>0<br/>8,010,900<br/>6,371,460<br/>11,295,990<br/>13,289,400<br/>0<br/>17,276,220<br/>10,060,200<br/>0<br/>0<br/>0<br/>0<br/>4,695,515<br/>2,815,717<br/>6,250</td><td>Rate<br/>£/m2<br/>1,268.20</td></li<></ul> | Density<br>m2/ha<br>2,730<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%<br>10% | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>4,695,515<br>2,815,717<br>6,250                                                                                                                          | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadou | X<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 1 High*<br>Flat 3 High*<br>Flat 1 High*<br>Flat 3 | Units 825 8eds 1 1 2 2 3 3 2 3 4 5 5 1 2 3 3 4 5 1 1 2 2 3 3 1 1 2 2 2 2 2 2 2 2 2 2 2 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Area<br>ha<br>28.20<br>21<br>0<br>866<br>54<br>107<br>107<br>0<br>0<br>107<br>54<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>29<br>29<br>29                           | Density erage Unit Size<br>Units/ha mi<br>29.26 93<br>50.00<br>50.00<br>61.00<br>75.00<br>95.00<br>85.00<br>100.00<br>120.00<br>130.00<br>130.00<br>130.00<br>130.00<br>140.00<br>150.00<br>58.00<br>61.00<br>70.00<br>61.00                                                                                                                                                                                                                                                                                                                                                                                           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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                | Rate<br>£/m2<br>1,268.20        |
| Number                    | X<br>Market<br>Flat<br>Terrace<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Flat<br>Terrace<br>Lat<br>Terrace                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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Developed<br>m2<br>76,991<br>Total<br>0<br>0<br>0<br>0,000<br>5,130.00<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0<br>0,000<br>0<br>0<br>0,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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| Number<br>Officers Meadow | xs<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 1 High*<br>Flat 1 High*<br>Semi<br>Semi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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Developed<br>m2<br>76,991<br>1,050.00<br>0,000<br>6,450.00<br>5,130.00<br>9,095.00<br>10,700.00<br>0,10,700.00<br>0,13,910.00<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000000 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| Number<br>Officers Meadou | xs<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Flat<br>Terrace<br>Semi<br>Common Second S                                                                                                                                                                                                                                                                                | Units 825 8eds 1 1 1 2 2 3 3 2 3 3 4 4 5 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 3 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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<li>1,769.00</li> <li>5,461.00</li> <li>0.00</li> <li>0.00</li> <li>1,769.00</li> <li>3,612.00</li> <li>0.00</li> <li>1,176.00</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,247<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>97,640,241<br>0<br>1,671,285<br>0<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                          | Rate<br>£/m2<br>1,268.20        |
| Number                    | Z Market Flat Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace Semi Det Det Det Det Flat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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Developed<br>m2<br>76,991<br>1050.00<br>0.00<br>6,450.00<br>5,130.00<br>0.9,095.00<br>10,700.00<br>0.9,095.00<br>10,700.00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,000<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,00<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,000<br>0.0,0000<br>0.0,0000<br>0.0,00000000 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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>4,695,515<br>2,815,717<br>6,259,680<br>4,486,104<br>0<br>1,460,592<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0            | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | XS<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 1 High*<br>Flat 1 High*<br>Elat 1 High*<br>Semi<br>Det<br>Det                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <ul> <li>Developed</li> <li>m2</li> <li>76,991</li> <li>1,050.00</li> <li>0,000</li> <li>6,450.00</li> <li>5,130.00</li> <li>9,095.00</li> <li>10,700.00</li> <li>10,700.00</li> <li>10,700.00</li> <li>3,00.00</li> <li>0,000</li> <li>13,910.00</li> <li>0,000</li> <li>1,769.00</li> <li>5,040.00</li> <li>3,612.00</li> <li>0,000</li> <li>1,1769.00</li> <li>0,000</li> <li>1,1769.00</li> <li>0,000</li> <li>1,1769.00</li> <li>0,000</li> <li>4,558.00</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Density<br>m2/ha<br>2,730<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%<br>10% | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>4,695,515<br>2,815,717<br>6,259,680<br>4,465,515<br>2,815,717<br>6,259,680<br>4,485,104<br>0<br>1,460,592<br>0<br>0<br>5,661,036                         | Rate<br>£/m2<br>1,268.20        |
| Number<br>Officers Meadow | 2<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 3 High*<br>Semi<br>Terrace<br>Semi<br>Det<br>Semi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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                                                                                                                                                                                                                                                                                                                                                                                        | Area<br>ha<br>28:20<br>21<br>0<br>0<br>86<br>54<br>107<br>107<br>0<br>0<br>107<br>54<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | Density erage Unit Size<br>Units/ha mi<br>29.26 99<br>00000000000000000000000000000000000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <ul> <li>Developed</li> <li>m2</li> <li>76,991</li> <li>1,050.00</li> <li>0,000</li> <li>6,450.00</li> <li>5,130.00</li> <li>9,095.00</li> <li>10,700.00</li> <li>0,000</li> <li>13,910.00</li> <li>8,100.00</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>1,3910.00</li> <li>3,000</li> <li>0,000</li> <li>0,000</li> <li>1,769.00</li> <li>3,612.00</li> <li>0,000</li> <li>1,176.00</li> <li>0,000</li> <li>4,558.00</li> <li>3,451.00</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>4,695,515<br>2,815,717<br>6,259,680<br>4,486,104<br>0<br>1,460,592<br>0<br>5,661,036<br>4,286,142                                                   | Rate<br>£/m2<br>1,268.20        |
| Number                    | 2<br>Market<br>Flat<br>Flat<br>Terrace<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Flat 1<br>Terrace<br>Semi<br>Det<br>Flat 1<br>Flat 1                                                                           | Units 825 8eds 1 1 2 2 2 3 3 3 3 4 4 5 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 4 5 1 1 2 2 3 3 1 4 5 5 1 1 2 2 3 3 1 1 1 2 2 3 3 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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Developed<br>m2<br>76,991<br>Total<br>Total<br>0<br>0<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0,000<br>0<br>0<br>0,000<br>0<br>0<br>0,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,242<br>1,242<br>1,242<br>1,244<br>1,242<br>1,244<br>1,242<br>1,244<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,2 | Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,225,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                     | Rate<br>£/m2<br>1,268.20        |
| Number                    | X<br>Market<br>Flat<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 0<br>Affordable<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat<br>High*<br>Flat 1 High*<br>Flat 1 High*<br>Flat 2 High*                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <ul> <li>Developed</li> <li>m2</li> <li>76,991</li> <li>1,050.00</li> <li>0,000</li> <li>6,450.00</li> <li>5,130.00</li> <li>9,095.00</li> <li>10,700.00</li> <li>0,000</li> <li>13,910.00</li> <li>0,000</li> <li>3,100.00</li> <li>0,000</li> <li>2,950.00</li> <li>1,769.00</li> <li>5,040.00</li> <li>5,040.00</li> <li>3,612.00</li> <li>0,000</li> <li>1,176.00</li> <li>0,000</li> <li>4,558.00</li> <li>3,451.00</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>1,076.00</li> <li>0,000</li> <li>1,076.00</li> <li>0,000</li> <li>1,076.00</li> <li>0,000</li> <li>1,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> <li>0,000</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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| Total Cost<br>97,640,241<br>COST<br>0<br>1,671,285<br>0<br>8,010,900<br>6,371,460<br>11,295,990<br>13,289,400<br>0<br>17,276,220<br>10,060,200<br>0<br>0<br>4,695,515<br>2,815,717<br>6,259,680<br>4,486,104<br>0<br>1,460,592<br>0<br>5,661,036<br>4,286,142<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | Rate<br>£/m2<br>1,268.20        |

| Warley | Brown | PDL |       |
|--------|-------|-----|-------|
| Area   | Gross |     | 11.29 |
|        | Net   |     | 6.24  |

Locality een/Brown Iternative Use

38.7

28.3

Shenfield Green Agricultural

Gross

Net

Area

Locality een/ Brown Iternative Use

Base Site make up

Area

Locality een/Brown Iternative Use

Locality 'een/Brown Iternative Use

257.0 128.5

East Horndc Green Ag / Golf

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Net

Area

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| Number                     | 3                                                                                                                                                                                        | Units                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          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| Number<br>Dunton Hills Ga  | 4<br>rden Village<br>Market                                                                                                                                                              | Units<br>4,000<br>Beds                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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| Number<br>Dunton Hills Ga  | 4<br>rden Village<br>Market<br>Flat                                                                                                                                                      | Units<br>4,000<br>Beds                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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| Number<br>Dunton Hills Ga  | 4<br>rden Village<br>Market<br>Flat                                                                                                                                                      | Units<br>4,000<br>Beds<br>1<br>2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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| Number<br>Dunton Hills Gar | 4<br>rden Village<br>Market<br>Flat<br>Terrace                                                                                                                                           | Units<br>4,000<br>Beds<br>1<br>2<br>2<br>2<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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                                          | Rate<br>£/m2<br><b>1,267.98</b> |
| Number<br>Dunton Hills Gar | 4<br>Inden Village<br>Market<br>Flat<br>Terrace<br>Semi                                                                                                                                  | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>2<br>2<br>2<br>2<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Area<br>ha<br>128.50<br>No<br>104<br>0<br>416<br>260<br>520<br>520                                                                                                                                 | Density erage Unit Size<br>Units/ha m2<br>31.13 93<br>———————————————————————————————————                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Developed<br>m2<br><b>373,380</b><br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Density<br>m2/ha<br><b>2,906</b><br>10%<br>10%                             | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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                                          | Rate<br>£/m2<br><b>1,267.98</b> |
| Number                     | 4<br>Market<br>Flat<br>Terrace<br>Semi<br>Det                                                                                                                                            | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>3<br>2<br>2<br>3<br>3<br>3<br>3<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Area<br>ha<br><b>128.50</b><br>104<br>0<br>416<br>260<br>520<br>520<br>0                                                                                                                           | Density erage Unit Size<br>Units/ha m2<br><b>31.13 93</b><br><b>30</b><br>50.00<br>61.00<br>75.00<br>95.00<br>85.00<br>85.00<br>100.00<br>120.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Developed<br>m2<br><b>373,380</b><br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Density<br>m2/ha<br><b>2,906</b><br>10%<br>10%                             | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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                                          | Rate<br>£/m2<br>1,267.98        |
| Number<br>Dunton Hills Ga  | 4<br>Market<br>Flat<br>Terrace<br>Semi<br>Det                                                                                                                                            | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>3<br>3<br>4<br>4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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                                                                                                                                                                                                                                                                                             | Developed<br>m2<br><b>373,380</b><br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.000<br>67,600.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Density<br>m2/ha<br>2,906<br>10%<br>10%                                    | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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                                          | Rate<br>£/m2<br>1,267.98        |
| Number<br>Dunton Hills Ga  | 4 rden Village Market Flat Terrace Semi Det                                                                                                                                              | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>3<br>4<br>4<br>5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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                                                                                                                                                                                                                                                                                             | Developed<br>m2<br><b>373,380</b><br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>0.00<br>0.00<br>39,000.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Density<br>m2/ha<br>2,906                                                  | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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                                          | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4<br>rden Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*                                                                                                            | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>4<br>4<br>5<br>1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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93</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b>201</b><br><b></b> | Developed<br>m2<br><b>373,380</b><br><b>Total</b><br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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| Number<br>Dunton Hills Gar | 4<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*                                                                                                            | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>3<br>3<br>4<br>4<br>5<br>5<br>1<br>1<br>2<br>2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     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93</b><br><b>51.00</b><br><b>100.00</b><br><b>100.00</b><br><b>100.00</b><br><b>100.00</b><br><b>120.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b>130.00</b><br><b></b> 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Developed<br>m2<br><b>373,380</b><br>5,200.00<br>0.00<br>24,700.00<br>44,200.00<br>52,000.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,243<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>54,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                             | Rate<br>£/m2<br>1,267.98        |
| Number<br>Dunton Hills Ga  | 4 rden Village Market Flat Flat Cerrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High*                                                                                                  | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>4<br>5<br>1<br>2<br>3<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       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   | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%               | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>54,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                             | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4<br>rden Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*                                                            | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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93</b><br><b>2011</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.1331.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b>31.13</b><br><b></b> 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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,4 | Total Cost<br>473,438,638<br>0<br>8,276,840<br>0<br>38,750,400<br>38,750,400<br>54,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                               | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4<br>rden Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 2 High*<br>Flat 4 High*                            | Units 4,000 Beds 1 1 2 2 2 3 3 2 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 1 1 1 2 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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                                                                                                                                                                                                                                                                                             | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%        | 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| Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>54,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>0<br>0<br>22,283,800                                                                                                                                             | Rate<br>£/m2<br>1,267.98        |
| Number<br>Dunton Hills Gar | 4<br>rden Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Affordable<br>Flat                                                      | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>4<br>4<br>5<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>1<br>2<br>2<br>1<br>2<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       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93<br>93<br>93<br>93<br>95.00<br>61.00<br>95.00<br>95.00<br>95.00<br>95.00<br>100.00<br>120.00<br>130.00<br>120.00<br>130.00<br>130.00<br>95.00<br>88.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.00<br>100.0 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| Number                     | 4  rden Village  Market  Flat  Flat  Semi  Det  Flat 1 High*  Flat 2 High*  Flat 3 High*  Affordable  Flat  Terrace  Terrace                                                             | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>4<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>3<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>3<br>3<br>3<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2<br>2 | Area<br>ha<br>128.50<br>No<br>104<br>0<br>416<br>260<br>520<br>520<br>0<br>520<br>0<br>520<br>0<br>520<br>0<br>0<br>0<br>260<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | Density erage Unit Size<br>Units/ha m2<br>31.13 93                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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Developed<br>m2<br><b>373,380</b><br>5,200.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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                                                                                                                                                                                                                                                                                                                                                                                                                                        | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>54,896,400<br>64,584,000<br>0<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000                                                                                                                                    | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4 rden Village Market Flat Terrace Semi Det Flat 1 High* Flat 3 High* Flat 3 High* Flat 3 High* Flat 2 High* Flat 2 High* Flat 3 High* Terrace Flat Terrace                              | Units 4,000 Beds 1 1 1 2 2 3 3 3 4 4 5 1 1 2 3 3 4 1 2 2 3 1 1 2 2 3 3 4 5 1 1 2 2 3 3 4 5 1 1 2 3 3 4 5 1 1 1 2 3 3 4 5 1 1 1 2 3 3 4 5 1 1 1 1 2 3 3 4 5 1 1 1 1 2 3 3 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Area<br>ha<br>128.50<br>No<br>104<br>0<br>416<br>260<br>520<br>520<br>520<br>0<br>520<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                            | Density erage Unit Size<br>Units/ha m2<br>31.13 93<br>                                                                                                                                                                                                                                                                                                                                                                                                    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Developed<br>m2<br>373,380<br>Total<br>5,200.00<br>31,200.00<br>24,700.00<br>44,200.00<br>67,600.00<br>0,00<br>67,600.00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0,00<br>0, | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%<br>10% | BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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                                       | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4<br>den Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 3 High*<br>Seta<br>Terrace<br>Semi                  | Units 4,000  Beds  1  2  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  3  4  5  1  2  2  3  4  5  1  2  2  3  4  5  1  2  2  2  2  2  2  2  2  2  2  2  2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Area<br>ha<br>128.50<br>104<br>0<br>416<br>260<br>520<br>520<br>0<br>520<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                               | Density erage Unit Size<br>Units/ha m2<br>31.13 93<br>93<br>93<br>93<br>93<br>95<br>95<br>95<br>00<br>95<br>00<br>95<br>00<br>95<br>00<br>95<br>00<br>95<br>00<br>95<br>00<br>95<br>00<br>100.00<br>120.00<br>130.00<br>120.00<br>130.00<br>120.00<br>130.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120.00<br>120                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0                                               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BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>54,886,400<br>64,584,000<br>0<br>48,438,000<br>0<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>0                                                                                                                 | Rate<br>£/m2<br>1,267.98        |
| Number<br>Dunton Hills Gar | 4  rden Village  Market  Flat  Terrace  Semi  Det  Flat 1 High* Flat 2 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace  Semi                                                     | Units<br>4,000<br>Beds<br>1<br>1<br>2<br>2<br>2<br>3<br>3<br>3<br>4<br>4<br>5<br>5<br>1<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>1<br>2<br>2<br>3<br>3<br>3<br>3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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                                                                                                                                                                                                                                                                                             | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>14,000.00<br>8,540.00<br>24,500.00<br>17,640.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%<br>10% | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>34,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>0<br>7,302,960                                                                                           | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4 rden Village Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 3 High* Affordale Flat Terrace Semi Det Det Det Det Flat                                                      | Units 4,000  Beds  1 1 2 2 3 3 4 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 4 5 5 1 1 2 2 3 3 3 1 1 1 2 2 3 3 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Area<br>ha<br>128.50<br>No<br>104<br>0<br>416<br>260<br>520<br>0<br>0<br>520<br>0<br>0<br>0<br>220<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                         | Density erage Unit Size<br>Units/ha m2<br><b>31.13 93</b><br><b>21.13</b> 93<br><b>21.13</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Developed<br>m2<br>373,380<br>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Density<br>m2/ha<br>2,906                                                  | BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>34,8750,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>7,302,960<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                 | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4 rden Village Market Flat Terrace Semi Det Flat 1 High* Flat 3 High* Flat 3 High* Flat 3 High* Semi Det                                             | Units 4,000  Beds  1 1 2 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Area<br>ha<br>128.50<br>104<br>0<br>416<br>260<br>520<br>520<br>0<br>0<br>520<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                               | Density erage Unit Size<br>Units/ha m2<br><b>31.13 93</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b><br><b>11.13</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>0.00<br>24,500.00<br>24,500.00<br>17,640.00<br>0.00<br>5,880.00<br>0.00<br>0.000<br>22,260.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>30,677,400<br>34,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>7,302,960<br>0<br>0<br>227,646,920                                                                                     | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4<br>rden Village<br>Market<br>Flat<br>Terrace<br>Semi<br>Det<br>Flat 1 High*<br>Flat 2 High*<br>Flat 3 High*<br>Flat 3 High*<br>Flat 3 High*<br>Elat 1<br>Terrace<br>Semi<br>Det<br>Det | Units 4,000  Beds  1 1 2 2 3 3 2 2 3 3 4 4 5 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 2 3 3 1 1 2 3 3 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Area<br>ha<br>128.50<br>No<br>104<br>0<br>416<br>260<br>520<br>520<br>0<br>520<br>0<br>520<br>0<br>520<br>0<br>0<br>0<br>0<br>0<br>0                                                               | Density erage Unit Size<br>Units/ha m2<br>31.13 93<br>93<br>93<br>93<br>93<br>95.00<br>95.00<br>95.00<br>95.00<br>95.00<br>100.00<br>120.00<br>130.00<br>120.00<br>130.00<br>120.00<br>95.800<br>95.800<br>100.00<br>130.00<br>100.00<br>95.800<br>90.00<br>100.00<br>93.00<br>93.00<br>93.00<br>100.00<br>119.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>24,700.00<br>44,200.00<br>52,000.00<br>67,600.00<br>39,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>0.00<br>14,000.00<br>24,500.00<br>17,640.00<br>0.00<br>5,880.00<br>0.00<br>0.00<br>16,660.00                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%        | BCIS<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>30,677,400<br>54,896,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,800<br>0<br>7,302,960<br>0<br>0<br>27,646,920<br>20,691,720                                                     | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4 rden Village Market Flat Terrace Semi Det Flat 1 High* Flat 2 High* Flat 2 High* Flat 2 High* Flat 3 High* Affordable Flat Terrace Semi Det Det Flat Flat Flat Flat Flat Flat Flat Fla | Units 4,000  Beds  1 1 2 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 1 2 2 3 3 4 5 1 1 1 2 1 2 1 3 3 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       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                                                                                                                                                                                                                                                                                             | Developed<br>m2<br>373,380<br>5,200.00<br>0.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0.00<br>67,600.00<br>39,000.00<br>0.00<br>0.00<br>0.00<br>14,000.00<br>24,500.00<br>14,000.00<br>5,880.00<br>0.00<br>22,260.00<br>16,666.00<br>0.000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Density<br>m2/ha<br>2,906<br>10%<br>10%<br>10%<br>10%<br>10%<br>10%        | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,2 | Total Cost<br>473,438,638<br>COST<br>0<br>8,276,840<br>0<br>38,750,400<br>34,856,400<br>64,584,000<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>7,302,960<br>0<br>27,646,920<br>20,691,720<br>0<br>0                                                                   | Rate<br>£/m2<br>1,267.98        |
| Number                     | 4 rden Village Market Flat Terrace Semi Det Flat 1 High* Flat 3 High* Flat 3 High* Flat 3 High* Flat Det Flat Flat Flat Flat Flat Flat Flat Fla                                          | Units 4,000  Beds  1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 1 1 2 2 3 3 4 4 5 5 1 1 2 2 3 3 4 4 5 5 1 1 2 2 3 3 1 1 2 2 3 3 1 1 1 2 2 3 3 1 1 1 2 2 3 1 1 1 2 2 3 1 1 1 2 2 3 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 2 1 1 1 2 1 1 1 2 1 1 1 1 2 1 1 1 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                                                                                                                                                                                                                                                                                                                                         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Developed<br>m2<br>373,380<br>Total<br>5,200.00<br>31,200.00<br>24,700.00<br>44,200.00<br>52,000.00<br>0,00<br>67,600.00<br>39,000.00<br>0,00<br>0,00<br>0,00<br>14,000.00<br>8,540.00<br>17,640.00<br>0,000<br>5,880.00<br>0,000<br>22,260.00<br>16,660.00<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000<br>0,000                                                                                                     | Density<br>m2/ha<br>2,906                                                  | BCIS<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,447<br>1,447<br>1,447<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,244<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,242<br>1,244<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,2447<br>1,247                                 | Total Cost<br>473,438,638<br>0<br>0<br>8,276,840<br>0<br>38,750,400<br>54,896,400<br>64,584,000<br>0<br>0<br>83,959,200<br>48,438,000<br>0<br>0<br>22,283,800<br>13,593,118<br>30,429,000<br>21,908,880<br>0<br>7,302,960<br>0<br>0<br>27,646,920<br>0<br>0,00<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | Rate<br>£/m2<br>1,267.98        |

| Number          |              | 5 ( | Jnits | Area       | Density           | erage Unit Size | Developed    | Density        |       | Total Cost | Rate             |
|-----------------|--------------|-----|-------|------------|-------------------|-----------------|--------------|----------------|-------|------------|------------------|
| Large Green 200 |              |     | 200   | na<br>5.71 | 0nits/ha<br>35.00 | m2<br>93        | m2<br>18,608 | m2/na<br>3,256 |       | 23,592,673 | £/m2<br>1,267.88 |
|                 |              |     | Bode  | No         |                   | m2              | Total        |                | RCIS  | T200       | l                |
|                 | Market       |     | beus  | NU         |                   | 1112            | TOLAI        |                | BCI3  | 0          |                  |
|                 | Flat         |     | 1     | 5          |                   | 50.00           | 250.00       | 10%            | 1 447 | 397 925    |                  |
|                 | That .       |     | 2     | 0          |                   | 61.00           | 0.00         | 10%            | 1 447 | 0          |                  |
|                 | Terrace      |     | 2     | 21         |                   | 75.00           | 1.575.00     | 10/0           | 1,242 | 1.956.150  |                  |
|                 |              |     | 3     | 13         |                   | 95.00           | 1.235.00     |                | 1.242 | 1.533.870  |                  |
|                 | Semi         |     | 2     | 26         |                   | 85.00           | 2,210.00     |                | 1,242 | 2,744,820  |                  |
|                 |              |     | 3     | 26         |                   | 100.00          | 2,600.00     |                | 1,242 | 3,229,200  |                  |
|                 | Det          |     | 3     | 0          |                   | 120.00          | 0.00         |                | 1,242 | 0          |                  |
|                 |              |     | 4     | 26         |                   | 130.00          | 3,380.00     |                | 1,242 | 4,197,960  |                  |
|                 |              |     | 5     | 13         |                   | 150.00          | 1,950.00     |                | 1,242 | 2,421,900  |                  |
|                 | Flat 1 High* |     | 1     | 0          |                   | 58.00           | 0.00         | 10%            | 1,447 | 0          |                  |
|                 | Flat 2 High* |     | 2     | 0          |                   | 70.00           | 0.00         | 10%            | 1,447 | 0          |                  |
|                 | Flat 3 High* |     | 3     | 0          |                   | 84.00           | 0.00         | 10%            | 1,447 | 0          |                  |
|                 | Affordable   |     |       |            |                   |                 |              |                |       |            |                  |
|                 | Flat         |     | 1     | 14         |                   | 50.00           | 700.00       | 10%            | 1,447 | 1,114,190  |                  |
|                 |              |     | 2     | 7          |                   | 61.00           | 427.00       | 10%            | 1,447 | 679,656    |                  |
|                 | Terrace      |     | 2     | 18         |                   | 70.00           | 1,260.00     |                | 1,242 | 1,564,920  |                  |
|                 |              |     | 3     | 11         |                   | 84.00           | 924.00       |                | 1,242 | 1,147,608  |                  |
|                 | Semi         |     | 2     | 0          |                   | 79.00           | 0.00         |                | 1,242 | 0          |                  |
|                 |              |     | 3     | 4          |                   | 84.00           | 336.00       |                | 1,242 | 417,312    |                  |
|                 | Det          |     | 3     | 0          |                   | 93.00           | 0.00         |                | 1,242 | 0          |                  |
|                 |              |     | 4     | 11         |                   | 106.00          | 1,166.00     |                | 1,242 | 1,448,172  |                  |
|                 |              |     | 5     | 5          |                   | 119.00          | 595.00       |                | 1,242 | 738,990    |                  |
|                 | Flat 1 High* |     | 1     | 0          |                   | 50.00           | 0.00         | 10%            | 1,447 | 0          |                  |
|                 | Flat 2 High* |     | 2     | 0          |                   | 61.00           | 0.00         | 10%            | 1,447 | 0          |                  |
|                 | Flat 3 High* |     | 3     | 0          |                   | 74.00           | 0.00         | 10%            | 1,447 | 0          |                  |
| Number          |              | 6 ( | Jnits | Area       | Density           | erage Unit Size | Developed    | Density        |       | Total Cost | Rate             |
|                 | _            |     |       | ha         | Units/ha          | m2              | m2           | m2/ha          |       |            | £/m2             |
| Medium Green 4  | 10           |     | 40    | 1.14       | 35.00             | 93              | 3,734        | 3,267          |       | 4,728,900  | 1,266.44         |
|                 |              |     | Beds  | No         |                   | m2              | Total        |                | BCIS  | COST       |                  |

|              | Beds | No | m2     | Total  |     | BCIS  | COST    |
|--------------|------|----|--------|--------|-----|-------|---------|
| Market       |      |    |        |        |     |       | 0       |
| Flat         | 1    | 1  | 50.00  | 50.00  | 10% | 1,447 | 79,585  |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 4  | 75.00  | 300.00 |     | 1,242 | 372,600 |
|              | 3    | 3  | 95.00  | 285.00 |     | 1,242 | 353,970 |
| Semi         | 2    | 5  | 85.00  | 425.00 |     | 1,242 | 527,850 |
|              | 3    | 5  | 100.00 | 500.00 |     | 1,242 | 621,000 |
| Det          | 3    | 0  | 120.00 | 0.00   |     | 1,242 | 0       |
|              | 4    | 5  | 130.00 | 650.00 |     | 1,242 | 807,300 |
|              | 5    | 3  | 150.00 | 450.00 |     | 1,242 | 558,900 |
| Flat 1 High* | 1    | 0  | 58.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 70.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 84.00  | 0.00   | 10% | 1,447 | 0       |
| Affordable   |      |    |        |        |     |       |         |
| Flat         | 1    | 3  | 50.00  | 150.00 | 10% | 1,447 | 238,755 |
|              | 2    | 1  | 61.00  | 61.00  | 10% | 1,447 | 97,094  |
| Terrace      | 2    | 4  | 70.00  | 280.00 |     | 1,242 | 347,760 |
|              | 3    | 2  | 84.00  | 168.00 |     | 1,242 | 208,656 |
| Semi         | 2    | 0  | 79.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 1  | 84.00  | 84.00  |     | 1,242 | 104,328 |
| Det          | 3    | 0  | 93.00  | 0.00   |     | 1,242 | 0       |
|              | 4    | 2  | 106.00 | 212.00 |     | 1,242 | 263,304 |
|              | 5    | 1  | 119.00 | 119.00 |     | 1,242 | 147,798 |
| Flat 1 High* | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 74.00  | 0.00   | 10% | 1 447 | 0       |

| Locality | / 'een | /Brown | Iternative | Use |
|----------|--------|--------|------------|-----|
|          |        |        |            |     |

Locality 'een/Brown Iternative Use

1.27 1.14

Rural Green Agricultural

Gross

Net

Area

| Urban F | ring Green | Agricultural |
|---------|------------|--------------|
| Area    | Gross      | 7.62         |
|         | Net        | 5.71         |



£/m2

| Number       |              | 7 Units | Area | Density  | erage Unit Size | Developed | Density |       | Total Cost |
|--------------|--------------|---------|------|----------|-----------------|-----------|---------|-------|------------|
|              |              |         | ha   | Units/ha | m2              | m2        | m2/ha   |       |            |
| Medium Green | n 40 Fringe  | 40      | 1.14 | 35.00    | 93              | 3,734     | 3,267   |       | 4,728,900  |
|              |              | Beds    | No   |          | m2              | Total     |         | BCIS  | COST       |
|              | Market       |         |      |          |                 |           |         |       | 0          |
|              | Flat         | 1       | 1    |          | 50.00           | 50.00     | 10%     | 1.447 | 79.585     |
|              |              | 2       | 0    |          | 61.00           | 0.00      | 10%     | 1.447 | 0          |
|              | Terrace      | 2       | 4    |          | 75.00           | 300.00    |         | 1,242 | 372.600    |
|              |              | 3       | 3    |          | 95.00           | 285.00    |         | 1,242 | 353,970    |
|              | Semi         | 2       | 5    |          | 85.00           | 425.00    |         | 1,242 | 527,850    |
|              |              | 3       | 5    |          | 100.00          | 500.00    |         | 1,242 | 621.000    |
|              | Det          | 3       | 0    |          | 120.00          | 0.00      |         | 1,242 | 0          |
|              |              | 4       | 5    |          | 130.00          | 650.00    |         | 1,242 | 807.300    |
|              |              | 5       | 3    |          | 150.00          | 450.00    |         | 1,242 | 558,900    |
|              | Flat 1 High* | 1       | 0    |          | 58.00           | 0.00      | 10%     | 1,447 | 0          |
|              | Flat 2 High* | 2       | 0    |          | 70.00           | 0.00      | 10%     | 1.447 | 0          |
|              | Flat 3 High* | 3       | 0    |          | 84.00           | 0.00      | 10%     | 1,447 | 0          |
|              | Affordable   |         | -    |          | 0.000           |           |         | _,    | -          |
|              | Flat         | 1       | 3    |          | 50.00           | 150.00    | 10%     | 1.447 | 238.755    |
|              |              | 2       | 1    |          | 61.00           | 61.00     | 10%     | 1.447 | 97.094     |
|              | Terrace      | 2       | 4    |          | 70.00           | 280.00    |         | 1,242 | 347.760    |
|              |              | 3       | 2    |          | 84.00           | 168.00    |         | 1,242 | 208.656    |
|              | Semi         | 2       | 0    |          | 79.00           | 0.00      |         | 1,242 | 0          |
|              |              | 3       | 1    |          | 84.00           | 84.00     |         | 1,242 | 104.328    |
|              | Det          | 3       | 0    |          | 93.00           | 0.00      |         | 1,242 | 0          |
|              |              | 4       | 2    |          | 106.00          | 212.00    |         | 1,242 | 263.304    |
|              |              | 5       | 1    |          | 119.00          | 119.00    |         | 1,242 | 147.798    |
|              | Flat 1 High* | 1       | 0    |          | 50.00           | 0.00      | 10%     | 1.447 | 0          |
|              | Flat 2 High* | 2       | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |
|              | Flat 3 High* | 3       | 0    |          | 74.00           | 0.00      | 10%     | 1,447 | 0          |
|              |              |         |      |          |                 |           |         |       |            |
| Number       |              | 8 Units | Area | Density  | erage Unit Size | Developed | Density |       | Total Cost |
|              |              |         | ha   | Units/ha | m2              | m2        | m2/ha   |       |            |
| Medium Green | n 20         | 20      | 0.67 | 30.00    | 93              | 1,855     | 2,783   |       | 2,360,212  |
|              |              | Beds    | No   |          | m2              | Total     |         | BCIS  | COST       |
|              | Market       |         |      |          |                 |           |         |       | 0          |
|              | Flat         | 1       | 1    |          | 50.00           | 50.00     | 10%     | 1,447 | 79,585     |
|              |              | 2       | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |
|              | Terrace      | 2       | 2    |          | 75.00           | 150.00    |         | 1,242 | 186,300    |
|              |              | 3       | 0    |          | 95.00           | 0.00      |         | 1,242 | 0          |
|              | Semi         | 2       | 3    |          | 85.00           | 255.00    |         | 1,242 | 316,710    |

100.00

120.00

130.00

150.00

58.00

70.00

84.00

50.00

61.00

70.00

84.00

79.00

84.00

93.00

106.00

119.00

50.00

61.00

74.00

3

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5

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2

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2

1

0

0

0

1

0

0

0

300.00

0.00

390.00

150.00

0.00

0.00

0.00

50.00

61.00

140.00

84.00

0.00

0.00

0.00

106.00

119.00

0.00

0.00

0.00

Det

Flat 1 High\*

Flat 2 High\*

Flat 3 High\*

Affordable

Flat

Terrace

Semi

Det

Flat 1 High\*

Flat 2 High\*

Flat 3 High\*

| 1,447   | 0          |          |
|---------|------------|----------|
| 1,447   | 0          |          |
|         |            |          |
|         | Total Cost | Rate     |
|         |            | £/m2     |
|         | 2,360,212  | 1,272.35 |
|         |            |          |
| BCIS    | COST       |          |
|         | 0          |          |
| 1,447   | 79,585     |          |
| 1,447   | 0          |          |
| 4 3 4 3 | 100 200    |          |

372,600

484,380

186,300

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|--------------------------------------------------------------------|
| 23/10/2018                                                         |

| F | 9 |
|---|---|
|   |   |

Base Site make up

Rate

£/m2

1,266.44

Locality reen/Brown Iternative Use

| Urban Fi | ring Green   | Agricultural |
|----------|--------------|--------------|
| Area     | Gross<br>Net | 1.27<br>1.14 |

Locality een/Brown Iternative Use

0.74 0.67

Rural Green Agricultural

Gross

Net

Area

| Beds         No         m2         m2/ha         m2/ha           Market                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | £/m2<br>1,272.35 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Beds         No         m2         Total         BCIS         COST           Market         0         0         10%         1,447         79,585           Flat         1         1         50,00         10%         1,447         79,585                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 1,272.33         |
| Beds         No         m2         Total         BCIS         COST           Market            0         0         0         0         0         0         0         0         0         0         0         0         1         147         795,585         0         0         1.0%         1.447         79,585         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <th></th> |                  |
| Flat 1 1 50.00 50.00 10% 1,447 79,585                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| 2 0 01.00 0.00 10/0 1,447                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |
| Terrace 2 2 75.00 150.00 1,242 186,300                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |
| 3 0 95.00 0.00 1,242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |
| Semi 2 3 85.00 255.00 1,242 316,710                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                  |
| 3 3 100.00 300.00 1,242 372,600                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Det 3 0 120.00 0.00 1,242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                  |
| 4 3 130.00 390.00 1,242 484,380                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| 5 1 150.00 1,242 186,300                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                  |
| Flat 1 High* 1 0 58.00 0.00 10% 1,447 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Flat 2 High* 2 0 70.00 0.00 10% 1,447 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Flat 3 High* 3 0 84.00 0.00 10% 1,447 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Affordable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                  |
| Flat 1 1 50.00 50.00 10% 1,447 79,585                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |
| 2 1 61.00 61.00 10% 1,447 97,094                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                  |
| Terrace 2 2 70.00 140.00 1,242 173,880                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |
| 3 1 84.00 84.00 1,242 104,328                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                  |
| Semi 2 0 79.00 0.00 1,242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                  |
| 3 0 84.00 0.00 1,242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                  |
| Det 3 0 93.00 0.00 1,242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                  |
| 4 1 106.00 106.00 1,242 131,652                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| 5 1 119.00 119.00 1,242 147,798                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Flat 1 High*         1         0         50.00         0.00         10%         1,447         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Flat 2 High* 2 0 61.00 0.00 10% 1,447 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |
| Flat 3 High*         3         0         74.00         0.00         10%         1,447         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Number 10 Units Area Density crace Unit Size Developed Density Total Cost                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Rate             |
| ha linite/ha m2 m2/ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | f/m2             |
| Medium Green 12 12 0.34 35.00 99 1.185 3.456 1.489.255 1.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 1 256 76         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1)200170         |
| Beds No m2 Total BCIS COST                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                  |
| Market 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                  |
| Flat 1 0 50.00 0.00 10% 1.447 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Terrace 2 0 75.00 0.00 1.242 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| Semi 2 2 85.00 170.00 1.242 211.140                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                  |
| 3 2 100.00 200.00 1.242 248.400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |

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Det

Flat 1 High\*

Flat 2 High\*

Flat 3 High\*

Affordable Flat

Terrace

Semi

Det

Flat 1 High\* Flat 2 High\*

Flat 3 High\*

| Locality reen/Brown | Iternative Use |
|---------------------|----------------|
|---------------------|----------------|

| Urban F | ing Green | Agricultural |
|---------|-----------|--------------|
| Area    | Gross     | 0.63         |
|         | Net       | 0.57         |



#### Locality een/Brown Iternative Use

| £/m2     |  |
|----------|--|
| 1,256.76 |  |

0

0

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0

0

0

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0

0

79,585

86,940

104,328

131,652

322,920

186,300

Base Site make up

| Rural | Green | Paddock |
|-------|-------|---------|
| Area  | Gross | 0.34    |
|       | Net   | 0.34    |

| Number          | 11           | Units | Area | Density ( | erage Unit Size | Developed | Density |       | Total Cost | Rate     |
|-----------------|--------------|-------|------|-----------|-----------------|-----------|---------|-------|------------|----------|
|                 |              |       | ha   | Units/ha  | m2              | m2        | m2/ha   |       |            | £/m2     |
| Medium Green    | 12 Fringe    | 12    | 0.34 | 35.00     | 99              | 1,185     | 3,456   |       | 1,489,255  | 1,256.76 |
|                 |              | Beds  | No   |           | m2              | Total     |         | BCIS  | COST       |          |
|                 | Market       |       |      |           |                 |           |         |       | 0          |          |
|                 | Flat         | 1     | 0    |           | 50.00           | 0.00      | 10%     | 1.447 | 0          |          |
|                 |              | 2     | 0    |           | 61.00           | 0.00      | 10%     | 1.447 | 0          |          |
|                 | Terrace      | 2     | 0    |           | 75.00           | 0.00      |         | 1.242 | 0          |          |
|                 |              | 3     | 1    |           | 95.00           | 95.00     |         | 1 242 | 117 990    |          |
|                 | Semi         | 2     | 2    |           | 85.00           | 170.00    |         | 1 242 | 211,550    |          |
|                 | Seriii       | 3     | 2    |           | 100.00          | 200.00    |         | 1 242 | 248.400    |          |
|                 | Det          | 3     | 0    |           | 120.00          | 0.00      |         | 1,242 | 2-10,-100  |          |
|                 | bet          | 1     | 2    |           | 120.00          | 260.00    |         | 1,242 | 272 020    |          |
|                 |              |       | 1    |           | 150.00          | 150.00    |         | 1,242 | 196 200    |          |
|                 | Elat 1 High* | 1     | 1    |           | 130.00          | 130.00    | 10%     | 1,242 | 180,300    |          |
|                 | Flat 1 High  | 1     | 0    |           | 36.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Fidt 2 High* | 2     | 0    |           | 70.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | ridi 3 Migni | 3     | 0    |           | 84.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Anordable    |       |      |           | 50.00           | 50.00     | 100/    | 1     | 70 505     |          |
|                 | Flat         | 1     | 1    |           | 50.00           | 50.00     | 10%     | 1,447 | /9,585     |          |
|                 | <b>T</b>     | 2     | 0    |           | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Terrace      | 2     | 1    |           | /0.00           | /0.00     |         | 1,242 | 86,940     |          |
|                 |              | 3     | 1    |           | 84.00           | 84.00     |         | 1,242 | 104,328    |          |
|                 | Semi         | 2     | 0    |           | 79.00           | 0.00      |         | 1,242 | 0          |          |
|                 |              | 3     | 0    |           | 84.00           | 0.00      |         | 1,242 | 0          |          |
|                 | Det          | 3     | 0    |           | 93.00           | 0.00      |         | 1,242 | 0          |          |
|                 |              | 4     | 1    |           | 106.00          | 106.00    |         | 1,242 | 131,652    |          |
|                 |              | 5     | 0    |           | 119.00          | 0.00      |         | 1,242 | 0          |          |
|                 | Flat 1 High* | 1     | 0    |           | 50.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Flat 2 High* | 2     | 0    |           | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Flat 3 High* | 3     | 0    |           | 74.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Number          | 12           | Units | Area | Density   | erage Unit Size | Developed | Density |       | Total Cost | Rate     |
|                 |              |       | ha   | Units/ha  | -<br>m2         | m2        | m2/ha   |       |            | £/m2     |
| Large Brown 100 | )            | 100   | 2.86 | 35.00     | 94              | 9,359     | 3,276   |       | 11,866,570 | 1,267.93 |
|                 |              | Dada  | Na   |           |                 | Tatal     |         | DCIC  | COCT       |          |
|                 | Markot       | Deas  | NO   |           | mz              | iotai     |         | BUIS  | CUSI       |          |
|                 | Flat         | 4     | 2    |           | E0.00           | 100.00    | 100/    | 1 447 | 150 170    |          |
|                 | Fiat         | 1     | 2    |           | 50.00           | 100.00    | 10%     | 1,447 | 159,170    |          |
|                 | <b>T</b>     | 2     | 0    |           | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Terrace      | 2     | 10   |           | /5.00           | /50.00    |         | 1,242 | 931,500    |          |
|                 |              | 3     | 7    |           | 95.00           | 665.00    |         | 1,242 | 825,930    |          |
|                 | Semi         | 2     | 13   |           | 85.00           | 1,105.00  |         | 1,242 | 1,372,410  |          |
|                 |              | 3     | 13   |           | 100.00          | 1,300.00  |         | 1,242 | 1,614,600  |          |
|                 | Det          | 3     | 0    |           | 120.00          | 0.00      |         | 1,242 | 0          |          |
|                 |              | 4     | 13   |           | 130.00          | 1,690.00  |         | 1,242 | 2,098,980  |          |
|                 |              | 5     | 7    |           | 150.00          | 1,050.00  |         | 1,242 | 1,304,100  |          |
|                 | Flat 1 High* | 1     | 0    |           | 58.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Flat 2 High* | 2     | 0    |           | 70.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Flat 3 High* | 3     | 0    |           | 84.00           | 0.00      | 10%     | 1,447 | 0          |          |
|                 | Affordable   |       |      |           |                 |           |         |       |            |          |

50.00

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Flat 2 High\*

Flat 3 High\*

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0

| £/m2     |             |
|----------|-------------|
| 1,256.76 | Urban Fring |
|          |             |



Locality een/Brown Iternative Use

3.81 2.86

Urban Area Brown Industrial

Gross

Net

Area

| Urban Fi | ring Green | Paddock |
|----------|------------|---------|
| Area     | Gross      | 0.34    |
|          | Net        | 0.34    |



| Locality een/Brown Iternative Use | Rate     | Total Cost |       | Density | Developed | age Unit Size |
|-----------------------------------|----------|------------|-------|---------|-----------|---------------|
|                                   | £/m2     |            |       | m2/ha   | m2        | -<br>m2       |
| Urban Area Brown Industrial       | 1,266.44 | 4,728,900  |       | 3,267   | 3,734     | 93            |
| Area Gross 1.27                   |          | COST       | BCIS  |         | Total     | m2            |
| Net 1.14                          |          | 0          |       |         |           |               |
|                                   |          | 79,585     | 1,447 | 10%     | 50.00     | 50.00         |
|                                   |          | 0          | 1,447 | 10%     | 0.00      | 61.00         |
|                                   |          | 372,600    | 1,242 |         | 300.00    | 75.00         |
|                                   |          | 353,970    | 1,242 |         | 285.00    | 95.00         |
|                                   |          | 527,850    | 1,242 |         | 425.00    | 85.00         |
|                                   |          | 621,000    | 1,242 |         | 500.00    | 100.00        |
|                                   |          | 0          | 1,242 |         | 0.00      | 120.00        |
|                                   |          | 807,300    | 1,242 |         | 650.00    | 130.00        |
|                                   |          | 558,900    | 1,242 |         | 450.00    | 150.00        |
|                                   |          | 0          | 1,447 | 10%     | 0.00      | 58.00         |
|                                   |          | 0          | 1,447 | 10%     | 0.00      | 70.00         |
|                                   |          | 0          | 1,447 | 10%     | 0.00      | 84.00         |
|                                   |          |            |       |         |           |               |
|                                   |          | 238,755    | 1,447 | 10%     | 150.00    | 50.00         |
|                                   |          | 97,094     | 1,447 | 10%     | 61.00     | 61.00         |
|                                   |          | 347.760    | 1.242 |         | 280.00    | 70.00         |

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| Number         | 13           | Units | Area | Density  | erage Unit Size | Developed | Density |       | Total Cost |
|----------------|--------------|-------|------|----------|-----------------|-----------|---------|-------|------------|
|                |              |       | ha   | Units/ha | m2              | m2        | m2/ha   |       |            |
| Large Brown 10 | DHD          | 100   | 1.54 | 65.00    | 79              | 7,921     | 5,149   |       | 10,460,698 |
|                | Г            | Beds  | No   |          | m2              | Total     |         | BCIS  | COST       |
|                | Market       |       |      |          |                 |           |         |       | 0          |
|                | Flat         | 1     | 3    |          | 50.00           | 150.00    | 10%     | 1,447 | 238,755    |
|                |              | 2     | 10   |          | 61.00           | 610.00    | 10%     | 1,447 | 970,937    |
|                | Terrace      | 2     | 16   |          | 75.00           | 1,200.00  |         | 1,242 | 1,490,400  |
|                |              | 3     | 16.0 |          | 95.00           | 1,520.00  |         | 1,242 | 1,887,840  |
|                | Semi         | 2     | 0    |          | 85.00           | 0.00      |         | 1,242 | 0          |
|                |              | 3     | 17   |          | 100.00          | 1,700.00  |         | 1,242 | 2,111,400  |
|                | Det          | 3     | 0    |          | 120.00          | 0.00      |         | 1,242 | 0          |
|                |              | 4     | 3    |          | 130.00          | 390.00    |         | 1,242 | 484,380    |
|                |              | 5     | 0    |          | 150.00          | 0.00      |         | 1,242 | 0          |
|                | Flat 1 High* | 1     | 0    |          | 58.00           | 0.00      | 10%     | 1,447 | 0          |
|                | Flat 2 High* | 2     | 0    |          | 70.00           | 0.00      | 10%     | 1,447 | 0          |
|                | Flat 3 High* | 3     | 0    |          | 84.00           | 0.00      | 10%     | 1,447 | 0          |
|                | Affordable   |       |      |          |                 |           |         |       |            |
|                | Flat         | 1     | 7    |          | 50.00           | 350.00    | 10%     | 1,447 | 557,095    |
|                |              | 2     | 11   |          | 61.00           | 671.00    | 10%     | 1,447 | 1,068,031  |
|                | Terrace      | 2     | 7.0  |          | 70.00           | 490.00    |         | 1,242 | 608,580    |
|                |              | 3     | 10   |          | 84.00           | 840.00    |         | 1,242 | 1,043,280  |
|                | Semi         | 2     | 0    |          | 79.00           | 0.00      |         | 1,242 | 0          |
|                |              | 3     | 0    |          | 84.00           | 0.00      |         | 1,242 | 0          |
|                | Det          | 3     | 0    |          | 93.00           | 0.00      |         | 1,242 | 0          |
|                |              | 4     | 0    |          | 106.00          | 0.00      |         | 1,242 | 0          |
|                |              | 5     | 0    |          | 119.00          | 0.00      |         | 1,242 | 0          |
|                | Flat 1 High* | 1     | 0    |          | 50.00           | 0.00      | 10%     | 1,447 | 0          |
|                | Flat 2 High* | 2     | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |
|                | Flat 3 High* | 3     | 0    |          | 74.00           | 0.00      | 10%     | 1,447 | 0          |

| Number         | 14 | Units | Area | Density erage | Unit Size | Developed | Density |
|----------------|----|-------|------|---------------|-----------|-----------|---------|
|                |    |       | ha   | Units/ha      | m2        | m2        | m2/ha   |
| Large Brown 40 |    | 40    | 1.14 | 35.00         | 93        | 3,734     | 3,267   |

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Market Flat

Terrace

Semi

Det

Flat 1 High\*

Flat 2 High\*

Flat 3 High\*

Affordable Flat Terrace

Semi

Det

Flat 1 High\* Flat 2 High\* Flat 3 High\*

| Locality een/Brown Iternative Use |
|-----------------------------------|
|-----------------------------------|

| Urban A | rea Brown | Industri |
|---------|-----------|----------|
|         |           |          |
| Area    | Gross     |          |
|         | Not       |          |



Rate

£/m2

1,320.63

| 15           | Units | Area | Density  | erage Unit Size  | Developed | Density  |         | Total Cos  |
|--------------|-------|------|----------|------------------|-----------|----------|---------|------------|
|              |       | ha   | Units/ha | m2               | m2        | m2/ha    |         |            |
| ID           | 40    | 0.62 | 65.00    | 80               | 3,204     | 5,207    |         | 4,202,47   |
|              | Beds  | No   |          | m2               | Total     |          | BCIS    | COS        |
| Market       |       |      |          |                  |           |          |         |            |
| Flat         | 1     | 0    |          | 50.00            | 0.00      | 10%      | 1,447   |            |
|              | 2     | 4    |          | 61.00            | 244.00    | 10%      | 1,447   | 388,37     |
| Terrace      | 2     | 7    |          | 75.00            | 525.00    |          | 1,242   | 652,05     |
|              | 3     | 7    |          | 95.00            | 665.00    |          | 1,242   | 825,93     |
| Semi         | 2     | 0    |          | 85.00            | 0.00      |          | 1,242   |            |
|              | 3     | 7    |          | 100.00           | 700.00    |          | 1,242   | 869,40     |
| Det          | 3     | 0    |          | 120.00           | 0.00      |          | 1,242   |            |
|              | 4     | 1    |          | 130.00           | 130.00    |          | 1,242   | 161,46     |
|              | 5     | 0    |          | 150.00           | 0.00      |          | 1,242   |            |
| Flat 1 High* | 1     | 0    |          | 58.00            | 0.00      | 10%      | 1,447   |            |
| Flat 2 High* | 2     | 0    |          | 70.00            | 0.00      | 10%      | 1,447   |            |
| Flat 3 High* | 3     | 0    |          | 84.00            | 0.00      | 10%      | 1,447   |            |
| Affordable   |       |      |          |                  |           |          |         |            |
| Flat         | 1     | 3    |          | 50.00            | 150.00    | 10%      | 1,447   | 238,75     |
|              | 2     | 4    |          | 61.00            | 244.00    | 10%      | 1,447   | 388,37     |
| Terrace      | 2     | 3    |          | 70.00            | 210.00    |          | 1,242   | 260,82     |
|              | 3     | 4    |          | 84.00            | 336.00    |          | 1,242   | 417,31     |
| Semi         | 2     | 0    |          | 79.00            | 0.00      |          | 1,242   |            |
|              | 3     | 0    |          | 84.00            | 0.00      |          | 1,242   |            |
| Det          | 3     | 0    |          | 93.00            | 0.00      |          | 1,242   |            |
|              | 4     | 0    |          | 106.00           | 0.00      |          | 1,242   |            |
|              | 5     | 0    |          | 119.00           | 0.00      |          | 1,242   |            |
| Flat 1 High* | 1     | 0    |          | 50.00            | 0.00      | 10%      | 1,447   |            |
| Flat 2 High* | 2     | 0    |          | 61.00            | 0.00      | 10%      | 1,447   |            |
| Flat 3 High* | 3     | 0    |          | 74.00            | 0.00      | 10%      | 1,447   |            |
| 16           | Unito | Area | Donsity  | orago Linit Sizo | Doveloped | Donsity  |         | Total Co   |
| 10           | Units | Area | Density  | erage Unit Size  | Developed | Defisity |         | Total Co   |
| 0            | 20    | 0.57 | 35.00    | 95               | 1,900     | 3,325    |         | 2,398,61   |
| г            | Pode  | No   |          |                  | Total     |          | PCIE    | <b>CO1</b> |
| Market       | Beas  | NO   |          | mz               | Iotai     |          | BCIS    | 03         |
| Elat         | 1     | 0    |          | E0.00            | 0.00      | 1.0%     | 1 4 4 7 |            |

Number

Large Brow

Number

Medium B

|              | DCu3 | 140 | 1112   | iotai  |     | Dela  | 0001    |
|--------------|------|-----|--------|--------|-----|-------|---------|
| Market       |      |     |        |        |     |       | 0       |
| Flat         | 1    | 0   | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0   | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 2   | 75.00  | 150.00 |     | 1,242 | 186,300 |
|              | 3    | 1   | 95.00  | 95.00  |     | 1,242 | 117,990 |
| Semi         | 2    | 3   | 85.00  | 255.00 |     | 1,242 | 316,710 |
|              | 3    | 3   | 100.00 | 300.00 |     | 1,242 | 372,600 |
| Det          | 3    | 0   | 120.00 | 0.00   |     | 1,242 | 0       |
|              | 4    | 3   | 130.00 | 390.00 |     | 1,242 | 484,380 |
|              | 5    | 1   | 150.00 | 150.00 |     | 1,242 | 186,300 |
| Flat 1 High* | 1    | 0   | 58.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0   | 70.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0   | 84.00  | 0.00   | 10% | 1,447 | 0       |
| Affordable   |      |     |        |        |     |       |         |
| Flat         | 1    | 1   | 50.00  | 50.00  | 10% | 1,447 | 79,585  |
|              | 2    | 1   | 61.00  | 61.00  | 10% | 1,447 | 97,094  |
| Terrace      | 2    | 2   | 70.00  | 140.00 |     | 1,242 | 173,880 |
|              | 3    | 1   | 84.00  | 84.00  |     | 1,242 | 104,328 |
| Semi         | 2    | 0   | 79.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0   | 84.00  | 0.00   |     | 1,242 | 0       |
| Det          | 3    | 0   | 93.00  | 0.00   |     | 1,242 | 0       |
|              | 4    | 1   | 106.00 | 106.00 |     | 1,242 | 131,652 |
|              | 5    | 1   | 119.00 | 119.00 |     | 1,242 | 147,798 |
| Flat 1 High* | 1    | 0   | 50.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0   | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0   | 74.00  | 0.00   | 10% | 1,447 | 0       |

| Localit | v 'een/Brown | Iternative   | Use  |
|---------|--------------|--------------|------|
| Locane  | ,,           | incernative. | 0.50 |

| Urban A | rea Brown | Industrial |
|---------|-----------|------------|
| Area    | Gross     | 0.6        |
|         | Net       | 0.6        |



Rate £/m2

Rate

£/m2

1,262.43

1,311.63

Locality een/Brown Iternative Use

Urban Area Brown Industrial

|      | <u></u> | 0.0  |
|------|---------|------|
| Area | Gross   | 0.6: |
|      | Net     | 0.5  |

| Medium Brown | 1 20 HD      | 20    | 0.31 | 65.00    | 79              | 1,572     | 5,109    |       | 2,090,206  |
|--------------|--------------|-------|------|----------|-----------------|-----------|----------|-------|------------|
|              |              | Beds  | No   |          | m2              | Total     |          | BCIS  | COST       |
|              | Market       |       |      |          |                 |           |          |       | 0          |
|              | Flat         | 1     | 1    |          | 50.00           | 50.00     | 10%      | 1,447 | 79,585     |
|              |              | 2     | 2    |          | 61.00           | 122.00    | 10%      | 1,447 | 194,187    |
|              | Terrace      | 2     | 3    |          | 75.00           | 225.00    |          | 1,242 | 279,450    |
|              |              | 3     | 3    |          | 95.00           | 285.00    |          | 1,242 | 353,970    |
|              | Semi         | 2     | 0    |          | 85.00           | 0.00      |          | 1,242 | 0          |
|              |              | 3     | 3    |          | 100.00          | 300.00    |          | 1,242 | 372,600    |
|              | Det          | 3     | 0    |          | 120.00          | 0.00      |          | 1,242 | 0          |
|              |              | 4     | 1    |          | 130.00          | 130.00    |          | 1,242 | 161,460    |
|              |              | 5     | 0    |          | 150.00          | 0.00      |          | 1,242 | 0          |
|              | Flat 1 High* | 1     | 0    |          | 58.00           | 0.00      | 10%      | 1,447 | 0          |
|              | Flat 2 High* | 2     | 0    |          | 70.00           | 0.00      | 10%      | 1,447 | 0          |
|              | Flat 3 High* | 3     | 0    |          | 84.00           | 0.00      | 10%      | 1,447 | 0          |
|              | Affordable   |       |      |          |                 |           |          |       |            |
|              | Flat         | 1     | 2    |          | 50.00           | 100.00    | 10%      | 1,447 | 159,170    |
|              |              | 2     | 2    |          | 61.00           | 122.00    | 10%      | 1,447 | 194,187    |
|              | Terrace      | 2     | 1    |          | 70.00           | 70.00     |          | 1,242 | 86,940     |
|              |              | 3     | 2    |          | 84.00           | 168.00    |          | 1,242 | 208,656    |
|              | Semi         | 2     | 0    |          | 79.00           | 0.00      |          | 1,242 | 0          |
|              |              | 3     | 0    |          | 84.00           | 0.00      |          | 1,242 | 0          |
|              | Det          | 3     | 0    |          | 93.00           | 0.00      |          | 1,242 | 0          |
|              |              | 4     | 0    |          | 106.00          | 0.00      |          | 1,242 | 0          |
|              |              | 5     | 0    |          | 119.00          | 0.00      |          | 1,242 | 0          |
|              | Flat 1 High* | 1     | 0    |          | 50.00           | 0.00      | 10%      | 1,447 | 0          |
|              | Flat 2 High* | 2     | 0    |          | 61.00           | 0.00      | 10%      | 1,447 | 0          |
|              | Flat 3 High* | 3     | 0    |          | 74.00           | 0.00      | 10%      | 1,447 | 0          |
| Number       | 18           | Units | Area | Density  | erage Unit Size | Developed | Density  |       | Total Cost |
|              |              |       | ha   | Units/ha | m2              | m2        | m2/ha    |       |            |
| Medium Brown | 12           | 12    | 0.34 | 35.00    | 97              | 1,165     | 3,398    |       | 1,464,415  |
|              |              | 1     |      | <b>-</b> |                 |           | <b>I</b> |       |            |

Density erage Unit Size Developed

m2

Units/ha

Density

m2/ha

m2

Number

17

Units NET Area

|              | Beds | No | m2     | Total  |     | BCIS  | COST    |
|--------------|------|----|--------|--------|-----|-------|---------|
| Market       |      |    |        |        |     |       | 0       |
| Flat         | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 1  | 75.00  | 75.00  |     | 1,242 | 93,150  |
|              | 3    | 0  | 95.00  | 0.00   |     | 1,242 | 0       |
| Semi         | 2    | 2  | 85.00  | 170.00 |     | 1,242 | 211,140 |
|              | 3    | 2  | 100.00 | 200.00 |     | 1,242 | 248,400 |
| Det          | 3    | 0  | 120.00 | 0.00   |     | 1,242 | 0       |
|              | 4    | 2  | 130.00 | 260.00 |     | 1,242 | 322,920 |
|              | 5    | 1  | 150.00 | 150.00 |     | 1,242 | 186,300 |
| Flat 1 High* | 1    | 0  | 58.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 70.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 84.00  | 0.00   | 10% | 1,447 | 0       |
| Affordable   |      |    |        |        |     |       |         |
| Flat         | 1    | 1  | 50.00  | 50.00  | 10% | 1,447 | 79,585  |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 1  | 70.00  | 70.00  |     | 1,242 | 86,940  |
|              | 3    | 1  | 84.00  | 84.00  |     | 1,242 | 104,328 |
| Semi         | 2    | 0  | 79.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0  | 84.00  | 0.00   |     | 1,242 | 0       |
| Det          | 3    | 0  | 93.00  | 0.00   |     | 1,242 | 0       |
|              | 4    | 1  | 106.00 | 106.00 |     | 1,242 | 131,652 |
|              | 5    | 0  | 119.00 | 0.00   |     | 1,242 | 0       |
| Flat 1 High* | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 74.00  | 0.00   | 10% | 1,447 | 0       |

| Locality | ·een/Brown | Iternative Use |
|----------|------------|----------------|

Urban Area Brown Industrial

| Area | Gross | 0.34 |
|------|-------|------|
|      | Net   | 0.34 |

| Urban A | rea Brown | Industrial |
|---------|-----------|------------|
| Area    | Gross     | (          |
|         | Net       | (          |

Locality een/ Brown Iternative Use



Total Cost

Rate

£/m2

Rate

£/m2

1,257.01

1,329.65

| Number          | 19           | Units | Area | Density   | erage Unit Size  | Developed | Density           |       | Total Cost | Rate     |
|-----------------|--------------|-------|------|-----------|------------------|-----------|-------------------|-------|------------|----------|
| Mandison Dunion | 2 115        | 12    | ha   | Units/ha  | m2               | m2        | m2/ha             |       | 1 250 020  | £/m2     |
| wealum brown .  |              | 12    | 0.18 | 65.00     | 81               | 900       | 5,233             |       | 1,259,920  | 1,304.27 |
|                 | [            | Beds  | No   |           | m2               | Total     |                   | BCIS  | COST       |          |
|                 | Market       |       |      |           |                  |           |                   |       | 0          |          |
|                 | Flat         | 1     | 0    |           | 50.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 |              | 2     | 1    |           | 61.00            | 61.00     | 10%               | 1,447 | 97,094     |          |
|                 | Terrace      | 2     | 2    |           | 75.00            | 150.00    |                   | 1,242 | 186,300    |          |
|                 |              | 3     | 2    |           | 95.00            | 190.00    |                   | 1,242 | 235,980    |          |
|                 | Semi         | 2     | 0    |           | 85.00            | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 3     | 3    |           | 100.00           | 300.00    |                   | 1,242 | 372,600    |          |
|                 | Det          | 3     | 0    |           | 120.00           | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 4     | 0    |           | 130.00           | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 5     | 0    |           | 150.00           | 0.00      |                   | 1,242 | 0          |          |
|                 | Flat 1 High* | 1     | 0    |           | 58.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Flat 2 High* | 2     | 0    |           | 70.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Flat 3 High* | 3     | 0    |           | 84.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Affordable   |       |      |           |                  |           |                   |       |            |          |
|                 | Flat         | 1     | 1    |           | 50.00            | 50.00     | 10%               | 1,447 | 79,585     |          |
|                 |              | 2     | 1    |           | 61.00            | 61.00     | 10%               | 1,447 | 97,094     |          |
|                 | Terrace      | 2     | 1    |           | 70.00            | 70.00     |                   | 1,242 | 86,940     |          |
|                 |              | 3     | 1    |           | 84.00            | 84.00     |                   | 1,242 | 104,328    |          |
|                 | Semi         | 2     | 0    |           | 79.00            | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 3     | 0    |           | 84.00            | 0.00      |                   | 1,242 | 0          |          |
|                 | Det          | 3     | 0    |           | 93.00            | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 4     | 0    |           | 106.00           | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 5     | 0    |           | 119.00           | 0.00      |                   | 1,242 | 0          |          |
|                 | Flat 1 High* | 1     | 0    |           | 50.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Flat 2 High* | 2     | 0    |           | 61.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Flat 3 High* | 3     | 0    |           | 74.00            | 0.00      | 10%               | 1,447 | 0          |          |
| Number          | 20           | Unite | Area | Donsity   | orago Lipit Sizo | Doveloped | Doncity           |       | Total Cost | Pata     |
| Number          | 20           | Units | Area | Density ( | erage Unit Size  | Developed | Defisity<br>m2/ba |       | Total Cost | f/m2     |
| Small Green 9   |              | 9     | 0.30 | 30.00     | 104              | 935       | 3 117             |       | 1 161 270  | 1 242.00 |
|                 |              |       |      |           |                  |           | -,                |       | _,,        | _,       |
|                 |              | Beds  | No   |           | m2               | Total     |                   | BCIS  | COST       |          |
|                 | Market       |       |      |           |                  |           |                   |       | 0          |          |
|                 | Flat         | 1     | 0    |           | 50.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 |              | 2     | 0    |           | 61.00            | 0.00      | 10%               | 1,447 | 0          |          |
|                 | Terrace      | 2     | 0    |           | 75.00            | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 3     | 3    |           | 95.00            | 285.00    |                   | 1,242 | 353,970    |          |
|                 | Semi         | 2     | 2    |           | 85.00            | 170.00    |                   | 1,242 | 211,140    |          |
|                 |              | 3     | 2    |           | 100.00           | 200.00    |                   | 1,242 | 248,400    |          |
|                 | Det          | 3     | 0    |           | 120.00           | 0.00      |                   | 1,242 | 0          |          |
|                 |              | 4     | 1    |           | 130.00           | 130.00    |                   | 1,242 | 161,460    |          |

|              | Beds | No | m2     | Total  |     | BCIS  | COST    |
|--------------|------|----|--------|--------|-----|-------|---------|
| Market       |      |    |        |        |     |       | 0       |
| Flat         | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 0  | 75.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 3  | 95.00  | 285.00 |     | 1,242 | 353,970 |
| Semi         | 2    | 2  | 85.00  | 170.00 |     | 1,242 | 211,140 |
|              | 3    | 2  | 100.00 | 200.00 |     | 1,242 | 248,400 |
| Det          | 3    | 0  | 120.00 | 0.00   |     | 1,242 | 0       |
|              | 4    | 1  | 130.00 | 130.00 |     | 1,242 | 161,460 |
|              | 5    | 1  | 150.00 | 150.00 |     | 1,242 | 186,300 |
| Flat 1 High* | 1    | 0  | 58.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 70.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 84.00  | 0.00   | 10% | 1,447 | 0       |
| Affordable   |      |    |        |        |     |       |         |
| Flat         | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 0  | 70.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0  | 84.00  | 0.00   |     | 1,242 | 0       |
| Semi         | 2    | 0  | 79.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0  | 84.00  | 0.00   |     | 1,242 | 0       |
| Det          | 3    | 0  | 93.00  | 0.00   |     | 1,242 | 0       |
|              | 4    | 0  | 106.00 | 0.00   |     | 1,242 | 0       |
|              | 5    | 0  | 119.00 | 0.00   |     | 1,242 | 0       |
| Flat 1 High* | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 74.00  | 0.00   | 10% | 1.447 | 0       |

| Locality 'een/Brown Iternative Use |
|------------------------------------|
|------------------------------------|

Generally Green Paddock

| Area | Gross | 0.30 |
|------|-------|------|
|      | Net   | 0.30 |

| Urban A | rea Brown | Industrial |
|---------|-----------|------------|
| Area    | Gross     | 0.1        |
|         | Net       | 0.1        |

Locality een/Brown Iternative Use

|               | Beds  | No   |          | m2              | Total     |         | BCIS  | COST       |          |
|---------------|-------|------|----------|-----------------|-----------|---------|-------|------------|----------|
| Market        |       |      |          |                 |           |         |       | 0          |          |
| Flat          | 1     | 0    |          | 50.00           | 0.00      | 10%     | 1,447 | 0          |          |
|               | 2     | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Terrace       | 2     | 0    |          | 75.00           | 0.00      |         | 1,242 | 0          |          |
|               | 3     | 0    |          | 95.00           | 0.00      |         | 1,242 | 0          |          |
| Semi          | 2     | 0    |          | 85.00           | 0.00      |         | 1,242 | 0          |          |
|               | 3     | 4    |          | 100.00          | 400.00    |         | 1,242 | 496,800    |          |
| Det           | 3     | 0    |          | 120.00          | 0.00      |         | 1,242 | 0          |          |
|               | 4     | 0    |          | 130.00          | 0.00      |         | 1,242 | 0          |          |
|               | 5     | 0    |          | 150.00          | 0.00      |         | 1,242 | 0          |          |
| Flat 1 High*  | 1     | 0    |          | 58.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Flat 2 High*  | 2     | 0    |          | 70.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Flat 3 High*  | 3     | 0    |          | 84.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Affordable    |       |      |          |                 |           |         |       |            |          |
| Flat          | 1     | 0    |          | 50.00           | 0.00      | 10%     | 1,447 | 0          |          |
|               | 2     | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Terrace       | 2     | 0    |          | 70.00           | 0.00      |         | 1,242 | 0          |          |
|               | 3     | 0    |          | 84.00           | 0.00      |         | 1,242 | 0          |          |
| Semi          | 2     | 0    |          | 79.00           | 0.00      |         | 1,242 | 0          |          |
|               | 3     | 0    |          | 84.00           | 0.00      |         | 1,242 | 0          |          |
| Det           | 3     | 0    |          | 93.00           | 0.00      |         | 1,242 | 0          |          |
|               | 4     | 0    |          | 106.00          | 0.00      |         | 1,242 | 0          |          |
|               | 5     | 0    |          | 119.00          | 0.00      |         | 1,242 | 0          |          |
| Flat 1 High*  | 1     | 0    |          | 50.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Flat 2 High*  | 2     | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Flat 3 High*  | 3     | 0    |          | 74.00           | 0.00      | 10%     | 1,447 | 0          |          |
| 22            | Units | Area | Density  | erage Unit Size | Developed | Density |       | Total Cost | Rate     |
|               |       | ha   | Units/ha | m2              | m2        | m2/ha   |       |            | £/m2     |
|               | 9     | 0.26 | 35.00    | 91              | 815       | 3,169   |       | 1,012,230  | 1,242.00 |
|               | Beds  | No   |          | m2              | Total     |         | BCIS  | COST       |          |
| Market        |       |      |          |                 |           |         |       | 0          |          |
| Flat          | 1     | 0    |          | 50.00           | 0.00      | 10%     | 1,447 | 0          |          |
|               | 2     | 0    |          | 61.00           | 0.00      | 10%     | 1,447 | 0          |          |
| Terrace       | 2     | 3    |          | 75.00           | 225.00    |         | 1,242 | 279,450    |          |
|               | 3     | 2    |          | 95.00           | 190.00    |         | 1,242 | 235,980    |          |
| Semi          | 2     | 0    |          | 85.00           | 0.00      |         | 1,242 | 0          |          |
|               | 3     | 4    |          | 100.00          | 400.00    |         | 1,242 | 496,800    |          |
| Det           | 3     | 0    |          | 120.00          | 0.00      |         | 1,242 | 0          |          |
|               | 4     | 0    |          | 130.00          | 0.00      |         | 1,242 | 0          |          |
|               | 5     | 0    |          | 150.00          | 0.00      |         | 1,242 | 0          |          |
| Flat 1 High 8 | 1     | 0    |          | FR 00           | 0.00      | 100/    | 1 447 | 0          |          |

Density erage Unit Size Developed

m2

100

m2

Density

m2

400

Total

m2/ha

3,000

BCIS

Number

Number

Small Brown 9

Small Green 4

21

Units

4

Beds

Area

ha

0.13

No

Units/ha

30.00

| Generally | Green | Paddock |
|-----------|-------|---------|
| Area      | Gross | 0.13    |
|           | Net   | 0.13    |

| L | • | kı |  |
|---|---|----|--|
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| Locality  | 'een/Brown | Iternative Use |
|-----------|------------|----------------|
| Generally | Brown      | Industrial     |

| Area | Gross | 0.26 |
|------|-------|------|
|      | Net   | 0.26 |

|              | Beds | No | m2     | Total  |     | BCIS  | COST    |
|--------------|------|----|--------|--------|-----|-------|---------|
| Market       |      |    |        |        |     |       | 0       |
| Flat         | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 3  | 75.00  | 225.00 |     | 1,242 | 279,450 |
|              | 3    | 2  | 95.00  | 190.00 |     | 1,242 | 235,980 |
| Semi         | 2    | 0  | 85.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 4  | 100.00 | 400.00 |     | 1,242 | 496,800 |
| Det          | 3    | 0  | 120.00 | 0.00   |     | 1,242 | 0       |
|              | 4    | 0  | 130.00 | 0.00   |     | 1,242 | 0       |
|              | 5    | 0  | 150.00 | 0.00   |     | 1,242 | 0       |
| Flat 1 High* | 1    | 0  | 58.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 70.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 84.00  | 0.00   | 10% | 1,447 | 0       |
| Affordable   |      |    |        |        |     |       |         |
| Flat         | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
|              | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Terrace      | 2    | 0  | 70.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0  | 84.00  | 0.00   |     | 1,242 | 0       |
| Semi         | 2    | 0  | 79.00  | 0.00   |     | 1,242 | 0       |
|              | 3    | 0  | 84.00  | 0.00   |     | 1,242 | 0       |
| Det          | 3    | 0  | 93.00  | 0.00   |     | 1,242 | 0       |
|              | 4    | 0  | 106.00 | 0.00   |     | 1,242 | 0       |
|              | 5    | 0  | 119.00 | 0.00   |     | 1,242 | 0       |
| Flat 1 High* | 1    | 0  | 50.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 2 High* | 2    | 0  | 61.00  | 0.00   | 10% | 1,447 | 0       |
| Flat 3 High* | 3    | 0  | 74.00  | 0.00   | 10% | 1,447 | 0       |

0

Total Cost

496,800

COST

Rate

£/m2

1,242.00

Base Site

| e make up |  |
|-----------|--|
|-----------|--|

Rate

£/m2

Rate

£/m2

1,242.00

1,391.27

|     | - | k   |
|-----|---|-----|
| - 1 | Ŀ | 9   |
|     | _ | - 1 |

| Number          | 1            | 23 Units | Area              | Density   | erage Unit Size | Developed | Density        |       | Total Cost |
|-----------------|--------------|----------|-------------------|-----------|-----------------|-----------|----------------|-------|------------|
| Small Brown 9 H | ID           | 9        | na<br><b>0.14</b> | 65.00     | m2<br>74        | m2<br>663 | m2/na<br>4,788 |       | 922,411    |
|                 |              | Beds     | No                |           | m2              | Total     |                | BCIS  | COST       |
|                 | Market       |          |                   |           |                 |           |                |       | 0          |
|                 | Flat         | 1        | 2                 |           | 50.00           | 100.00    | 10%            | 1,447 | 159,170    |
|                 |              | 2        | 3                 |           | 61.00           | 183.00    | 10%            | 1,447 | 291,281    |
|                 | Terrace      | 2        | 0                 |           | 75.00           | 0.00      |                | 1,242 | 0          |
|                 |              | 3        | 4                 |           | 95.00           | 380.00    |                | 1,242 | 471,960    |
|                 | Semi         | 2        | 0                 |           | 85.00           | 0.00      |                | 1,242 | 0          |
|                 |              | 3        | 0                 |           | 100.00          | 0.00      |                | 1,242 | 0          |
|                 | Det          | 3        | 0                 |           | 120.00          | 0.00      |                | 1,242 | 0          |
|                 |              | 4        | 0                 |           | 130.00          | 0.00      |                | 1,242 | 0          |
|                 |              | 5        | 0                 |           | 150.00          | 0.00      |                | 1,242 | 0          |
|                 | Flat 1 High* | 1        | 0                 |           | 58.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Flat 2 High* | 2        | 0                 |           | 70.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Hat 3 High*  | 3        | 0                 |           | 84.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Attordable   | -        | -                 |           | 50.00           | 0.00      | 100/           | 4 447 |            |
|                 | riat         | 1        | 0                 |           | 50.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Torraça      | 2        | 0                 |           | 61.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | renace       | 2        | 0                 |           | 70.00           | 0.00      |                | 1,242 | 0          |
|                 | Somi         | 3        | 0                 | -         | 84.00           | 0.00      |                | 1,242 | 0          |
|                 | Seriii       | 2        | 0                 |           | 79.00           | 0.00      |                | 1,242 | 0          |
|                 | Det          | 3        | 0                 |           | 93.00           | 0.00      |                | 1,242 | 0          |
|                 | Det          | 3        | 0                 |           | 106.00          | 0.00      |                | 1,242 | 0          |
|                 | -            | 5        | 0                 |           | 119.00          | 0.00      |                | 1 242 | 0          |
|                 | Flat 1 High* | 1        | 0                 |           | 50.00           | 0.00      | 10%            | 1 447 | 0          |
|                 | Flat 2 High* | 2        | 0                 |           | 61.00           | 0.00      | 10%            | 1.447 | 0          |
|                 | Flat 3 High* | 3        | 0                 |           | 74.00           | 0.00      | 10%            | 1.447 | 0          |
| Number          | :            | 24 Units | Area              | Density ( | erage Unit Size | Developed | Density        |       | Total Cost |
| Small Brown 4   |              | 4        | 0.10              | 40.00     | 93              | 370       | 3,700          |       | 459,540    |
|                 |              | Beds     | No                |           | m2              | Total     |                | BCIS  | COST       |
|                 | Market       |          |                   |           |                 |           |                |       | 0          |
|                 | Flat         | 1        | 0                 |           | 50.00           | 0.00      | 10%            | 1,447 | 0          |
|                 |              | 2        | 0                 |           | 61.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Terrace      | 2        | 0                 |           | 75.00           | 0.00      |                | 1,242 | 0          |
|                 |              | 3        | 0                 |           | 95.00           | 0.00      |                | 1,242 | 0          |
|                 | Semi         | 2        | 2                 |           | 85.00           | 170.00    |                | 1,242 | 211,140    |
|                 | 2.1          | 3        | 2                 | -         | 100.00          | 200.00    | ┟─────┨        | 1,242 | 248,400    |
|                 | Det          | 3        | 0                 |           | 120.00          | 0.00      |                | 1,242 | 0          |
|                 |              | 4        | 0                 |           | 130.00          | 0.00      |                | 1,242 | 0          |
|                 | Elat 1 4:-6* | 5        | 0                 |           | 150.00          | 0.00      | 400/           | 1,242 | 0          |
|                 | Fidt 1 High* | 1        | 0                 |           | 58.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Flat 3 High* | 2        | 0                 |           | 24.00           | 0.00      | 10%            | 1,447 | 0          |
|                 |              | 3        | U                 |           | 64.00           | 0.00      | 10%            | 1,447 | 0          |
|                 | Flat         | 1        | 0                 |           | 50.00           | 0.00      | 10%            | 1 447 | 0          |
|                 |              | 2        | 0                 |           | 61.00           | 0.00      | 10%            | 1 447 | 0          |
|                 | Terrace      | 2        | 0                 |           | 70,00           | 0.00      | 1076           | 1.242 | 0          |
|                 |              | 3        | 0                 |           | 84,00           | 0.00      |                | 1,242 | 0          |
|                 | Semi         | 2        | 0                 |           | 79.00           | 0.00      |                | 1,242 | 0          |
|                 |              | 3        | 0                 |           | 84.00           | 0.00      |                | 1,242 | 0          |
|                 | Det          | 3        | 0                 |           | 93.00           | 0.00      |                | 1,242 | 0          |
|                 |              | 4        | 0                 |           | 106.00          | 0.00      |                | 1,242 | 0          |
|                 |              | 5        | 0                 |           | 119.00          | 0.00      |                | 1,242 | 0          |
|                 | Flat 1 High* | 1        | 0                 |           | 50.00           | 0.00      | 10%            | 1,447 | 0          |
|                 |              |          |                   |           |                 |           |                |       |            |
|                 | Flat 2 High* | 2        | 0                 |           | 61.00           | 0.00      | 10%            | 1,447 | 0          |

Locality 'een/Brown Iternative Use

0.10

Generally Brown Industrial

Gross Net

Area

Locality een/Brown Iternative Use

#### Base Site make up

Rate

£/m2

1,591.70

乬

| Number           | 25  | Units | Area | Density era | age Unit Size | Developed | Density |       | Total Cost |
|------------------|-----|-------|------|-------------|---------------|-----------|---------|-------|------------|
|                  |     |       | ha   | Units/ha    | m2            | m2        | m2/ha   |       |            |
| Small Brown 4 HD |     | 4     | 0.04 | 100.00      | 61            | 244       | 6,100   |       | 388,375    |
|                  |     | Beds  | No   |             | m2            | Total     |         | BCIS  | COST       |
| Market           |     |       |      |             |               |           |         |       | (          |
| Flat             |     | 1     | 0    |             | 50.00         | 0.00      | 10%     | 1,447 | (          |
|                  |     | 2     | 4    |             | 61.00         | 244.00    | 10%     | 1,447 | 388,37     |
| Terrace          |     | 2     | 0    |             | 75.00         | 0.00      |         | 1,242 | (          |
|                  |     | 3     | 0    |             | 95.00         | 0.00      |         | 1,242 | (          |
| Semi             |     | 2     | 0    |             | 85.00         | 0.00      |         | 1,242 | (          |
|                  |     | 3     | 0    |             | 100.00        | 0.00      |         | 1,242 | (          |
| Det              |     | 3     | 0    |             | 120.00        | 0.00      |         | 1,242 | (          |
|                  |     | 4     | 0    |             | 130.00        | 0.00      |         | 1,242 | (          |
|                  |     | 5     | 0    |             | 150.00        | 0.00      |         | 1,242 |            |
| Flat 1 High*     | 1   | 1     | 0    |             | 58.00         | 0.00      | 10%     | 1,447 |            |
| Flat 2 High*     | r . | 2     | 0    |             | 70.00         | 0.00      | 10%     | 1,447 |            |
| Flat 3 High*     | r . | 3     | 0    |             | 84.00         | 0.00      | 10%     | 1,447 | (          |
| Affordable       |     |       |      |             |               |           |         |       |            |
| Flat             |     | 1     | 0    |             | 50.00         | 0.00      | 10%     | 1,447 | (          |
|                  |     | 2     | 0    |             | 61.00         | 0.00      | 10%     | 1,447 | ī          |
| Terrace          |     | 2     | 0    |             | 70.00         | 0.00      |         | 1,242 | (          |
|                  |     | 3     | 0    |             | 84.00         | 0.00      |         | 1,242 | ī          |
| Semi             |     | 2     | 0    |             | 79.00         | 0.00      |         | 1,242 | (          |
|                  |     | 3     | 0    |             | 84.00         | 0.00      |         | 1,242 |            |
| Det              |     | 3     | 0    |             | 93.00         | 0.00      |         | 1,242 |            |
|                  |     | 4     | 0    |             | 106.00        | 0.00      |         | 1,242 | (          |
|                  |     | 5     | 0    |             | 119.00        | 0.00      |         | 1,242 | (          |
| Flat 1 High*     | r   | 1     | 0    |             | 50.00         | 0.00      | 10%     | 1,447 |            |
| Flat 2 High*     |     | 2     | 0    |             | 61.00         | 0.00      | 10%     | 1,447 |            |
| Elat 3 High*     |     | 3     | 0    |             | 74 00         | 0.00      | 10%     | 1 447 | (          |

Locality een/Brown Iternative Use

| Generally | Brown | Industrial |
|-----------|-------|------------|
| Area      | Gross | 0.04       |
|           | Net   | 0.04       |

Site 1 Site 2 Site 3 Site 4 Site 5 Site 6 Site 7 Site 8 Site 9 Site 10 Site 11 Site 12 Site 13 Site 14 Site 15 Site 16 Site 17 Site 18 Site 19 Site 20 Site 21 Site 22 Site 23 Site 24 Site 25 Officers West Horndon Dunton Hills Large Green Medium Green Medium Green Medium Green Medium Green Medium Green Large Brown Large Brown Large Brown Large Brown Large Brown Warley Medium Medium Medium Medium Small Green 9 Small Green 4 Small Brown 9 Small Brown 9 Small Brown 4 Small Brown 4 20 Fringe 12 Fringe Meadows Garden Village 200 40 40 Fringe 20 12 100 100 HD 40 40 HD Brown 20 Brown 20 HD Brown 12 Brown 12 HD HD Green/brown field Brown Green Brown Green Green Green Green Green Green Green Green Brown Brown Brown Brown Brown Brown Green Green Brown Brown Brown Brown Brown Brown llco PDL Agricultural PDL Ag / Golf Agricultural Agricultural Agricultural Agricultural Paddock Paddock Industrial Industrial Industrial Industrial Industrial Industrial Industrial Industrial Paddock Paddock Industrial Industrial Industrial Industrial Locality Warley Shenfield W Hordon East Horndon Urban Fringe Rural Urban Fringe Rural Urban Fringe Rural Urban Fringe Urban Area Generally Generally Generally Generally Generally Generally 11.29 38.74 17.25 7.62 1.27 1.27 0.74 0.34 0.34 1.27 0.31 0.10 257.00 0.63 3.81 1.81 0.63 0.34 0.18 0.30 0.13 0.26 0.14 Site Area Gross 0.68 Net 6.24 28.20 10.23 128.50 5.71 1.14 1.14 0.67 0.57 0.34 0.34 2.86 1.54 1.14 0.62 0.57 0.31 0.34 0.18 0.30 0.13 0.26 0.14 0.10 Units 473 825 580 4.000 200 40 40 20 20 12 12 100 100 40 40 20 20 12 12 9 4 9 9 4 Average Unit Size m2 88.10 93.32 93.35 93.35 93.04 93.35 93.35 92.75 92.75 98.75 98.75 93.59 79.21 93.35 80.10 95.00 78.60 97.08 80.50 103.89 100.00 90.56 73.67 92.50 Intermediate to Buy 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% 10.00% 10.00% Mb Affordable Rent 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 25.00% 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% Market £/m2 4.650 4,750 4.650 4.850 4,750 4.850 4.650 4.850 4.850 4.650 4 667 4.800 4.671 4,769 4.650 4.820 4.650 4,746 5.000 5.000 4.650 5.120 4,650 Price 4 650 Intermediate to Buy £/m2 3.023 3.088 3.023 3.153 3.088 3.153 3.023 3.153 3.023 3.153 3.023 3.033 3.120 3.036 3.100 3.023 3.133 3.023 3.085 3.250 3.250 3.023 3.328 3.023 Affordable Rent £/m2 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 1,850 Social Rent f/m2 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 1,475 Grant and Subsi Intermediate to Buy £/unit Affordable Rent £/unit Social Rent £/unit Sales per Quarte Unit Build Time 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 £/ha 1.200.000 25,000 1,200,000 100,000 25,000 25,000 25,000 25,000 25,000 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 50,000 50,000 1,200,000 1,200,000 1,200,000 1,200,000 Alternative Use Valu Up Lift % 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% 20% % £/ha Additional Uplif Fasements etc 0 f 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 Legals / Acquisition % land 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% 1.5% Planning Fee <50 f/unit 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 462 >50 £/unit 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 138 Architects % 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% 6.00% QS / PM % 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% 0.50% Planning Consultants 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% 1.00% Other Professional % 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% 2.50% Build Cost - 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| INCOME                                             | Av Size                                                     | %                                   | Number                                              |                                                     | Price                                                 | GDV                                        | GIA                                 | 1                                  | DEVELOPME    | NT COSTS                                     |                 |             |                                      |            |             |            | Planning fee ca                           | alic                 |                        |                  |             | Build Cost                | /m2            |            |                                          |
|----------------------------------------------------|-------------------------------------------------------------|-------------------------------------|-----------------------------------------------------|-----------------------------------------------------|-------------------------------------------------------|--------------------------------------------|-------------------------------------|------------------------------------|--------------|----------------------------------------------|-----------------|-------------|--------------------------------------|------------|-------------|------------|-------------------------------------------|----------------------|------------------------|------------------|-------------|---------------------------|----------------|------------|------------------------------------------|
|                                                    | m2                                                          |                                     | 473                                                 |                                                     | £/m2                                                  | £                                          | m2                                  |                                    | LAND         |                                              |                 | /unit or m2 | Total                                |            |             |            | Plannino apo fe<br>No dwgs                | dwgs<br>473          | rate                   |                  |             | BCIS<br>Over Extra 1      | 1,295<br>0     | 0.009      | %                                        |
| Market Housing                                     | 99.2                                                        | 65%                                 | 307                                                 |                                                     | 4,650                                                 | 141,846,614                                | 30,505                              |                                    |              | Land<br>Stamp Duty                           |                 | 57,729      | 1,354,801                            | 27,306,018 |             |            | No dwgs under<br>No dwgs over f           | 50<br>423            | 462<br>138             | 23,100<br>58,374 |             | Energy<br>Design          | 21<br>0        |            |                                          |
| Shared Ownership                                   | 67.5                                                        | 10%                                 | 47                                                  |                                                     | 3,023                                                 | 9,654,393                                  | 3,194                               |                                    |              | Easements etc<br>Legals Acquisit             | Ion             | 1.50%       | 0<br>409.590                         | 1.764.391  |             |            |                                           |                      | Total                  | 81,474           |             | A&Adpt<br>Over-extra 3    | 25             |            |                                          |
| Affordable Rent                                    | 67.5                                                        | 25%                                 | 118                                                 |                                                     | 1,850                                                 | 14,773,058                                 | 7,985                               |                                    | PI ANNING    |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             | Small Sites<br>Site Costs | 0              | 09         | 96<br>96                                 |
| Social Rent                                        | 67.5                                                        | 0%                                  | 0                                                   |                                                     | 1,475                                                 | 0                                          | 0                                   |                                    |              | Planning Fee<br>Architectr                   |                 | 6.00%       | 81,474                               |            |             |            | Stamp duty cal                            | c - Residual         |                        | 27 206 019       |             |                           | 1,537          |            |                                          |
| Grant and Subsidy                                  | Shared Owners<br>Affordable Ren<br>Social Rent              | thip<br>t                           |                                                     |                                                     | 0<br>0<br>0                                           | 0<br>0<br>0                                |                                     |                                    |              | QS / PM<br>Planning Consu<br>Other Professio | ultants<br>onal | 0.50%       | 428,631<br>857,261<br>2,143,153      | 8,654,085  |             |            | Carlo payment                             |                      |                        | 27,000,010       |             |                           |                |            |                                          |
| SITE AREA - Net<br>SITE AREA - Gross               | 6.24<br>11.29                                               | ha<br>ha                            | 76<br>42                                            | /ha<br>/ha                                          |                                                       | 166,274,065                                | 41,684                              |                                    | CONSTRUCT    | ION<br>Build Cost - BC                       | CIS Based       | 1,537       | 64,057,381                           |            |             |            |                                           |                      | Total                  | 1,354,801        |             |                           |                |            |                                          |
| Sales per Quarter<br>Unit Build Time               | 0<br>3                                                      | Quarters                            |                                                     |                                                     |                                                       |                                            |                                     |                                    |              | s106 / CIL<br>Contingency<br>Abnormals       |                 | 5.00%       | 7,283,430<br>3,202,869<br>11,182,428 | 85,726,108 |             |            | Stamp duty cal<br>Land payment<br>125,000 | c - Add Profit<br>0% | 1%                     | 16,257,600       |             |                           |                |            |                                          |
|                                                    |                                                             | Whole Site                          | Per ha NET                                          | Per ha GROSS                                        |                                                       | RUN Residual<br>Cic                        | MACRO ctrl+r<br>ssing balance =     | 0                                  | FINANCE      | Fees                                         |                 |             | 381,000                              |            |             |            | 250,000<br>500,000                        | 1%<br>3%             | 3%<br>4%               |                  |             |                           |                |            |                                          |
| Atternative Use Value                              |                                                             | 27,306,018                          | 4,375,964                                           | 2,418,602                                           | I                                                     | RUN CIL MACE                               | RO ctrl+l                           |                                    |              | Interest<br>Legal and Valu                   | ation           | 6.00%       | 0                                    | 381,000    |             |            | 1,000,000<br>above                        | 4%<br>5%             | 5%<br>5%               |                  |             |                           |                |            |                                          |
| Uplift<br>Plus /                                   | 20%<br>ha 0                                                 | 2,709,600                           |                                                     | 240,000<br>0                                        |                                                       | Cit                                        | osing balance =                     | 0                                  | SALES        |                                              |                 |             |                                      |            |             |            |                                           |                      | Total                  | 812,880          |             |                           |                |            |                                          |
| v                                                  | /iability Threshold                                         | 16,257,600                          |                                                     | 1,440,000                                           |                                                       | Check on phasing<br>COF                    | degs nos<br>rect                    |                                    |              | Agents<br>Legals                             |                 | 3.0%        | 4,988,222<br>831,370                 |            |             |            | Pre CIL s106                              | 2,500                | E/ Unit (all)<br>Total | 1,182,500        |             | шт                        | % GDV<br>0.00% |            | 0                                        |
| Additional Profit                                  |                                                             | 23,778,529                          | £/m2<br>780                                         |                                                     |                                                       |                                            |                                     |                                    |              | Misc.                                        |                 |             | 0                                    | 5,819,592  | 129,651,194 |            | Post CIL s106                             | 2,500                | £/ Unit (all)          |                  |             |                           |                |            |                                          |
|                                                    |                                                             |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    | Developers P | % GDV                                        |                 | 17.50%      |                                      |            | 29,097,961  |            | CIL                                       | 200                  | £/m2<br>Total          | 7,283,430        |             |                           |                |            |                                          |
|                                                    |                                                             |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    |              | % GDC                                        |                 | 0.00%       |                                      |            | 0           |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| RESIDUAL CASH FLO                                  | OW FOR INTERES                                              | 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<br>UNITS Started                            |                                                             | 23                                  | 50                                                  | 100                                                 | 100                                                   | 100                                        | 100                                 |                                    |              |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Market Housing<br>Shared Ownership                 |                                                             |                                     | 6,897,404<br>469,453                                | 14,994,357<br>1,020,549                             | 29,988,713<br>2,041,098                               | 29,988,713<br>2,041,098                    | 29,988,713<br>2,041,098             | 29,988,713<br>2,041,098            | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Affordable Rent<br>Social Rent                     |                                                             |                                     | 718,352<br>0                                        | 1,561,634<br>0                                      | 3,123,268<br>0                                        | 3,123,268<br>0                             | 3,123,268<br>0                      | 3,123,268<br>0                     | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Grant and Subsidy<br>INCON                         | WE                                                          | 0                                   | 0 8,085,208                                         | 0 17,576,540                                        | 0 35,153,079                                          | 0 35,153,079                               | 0 35,153,079                        | 0<br>35,153,079                    | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| EXPENDITURE                                        |                                                             |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | _          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Stamp Duty<br>Easements etc.<br>Legals Acquisition |                                                             | 1,354,801<br>0<br>409,590           |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Planning Fee                                       |                                                             | 81,474                              |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | ĺ          |             |            |                                           |                      |                        |                  |             | 1                         |                |            |                                          |
| Architects<br>QS                                   |                                                             | 5,143,566<br>428,631                |                                                     | 0                                                   |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | 1          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Planning Consultants<br>Other Professional         |                                                             | 857,261<br>2,143,153                |                                                     | 0                                                   |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Build Cost - BCIS Base<br>s106/CIL                 | e                                                           |                                     | 3,114,841<br>354,163                                | 6,771,393<br>769,919                                | 13,542,787<br>1,539,837                               | 13,542,787<br>1,539,837                    | 13,542,787<br>1,539,837             | 13,542,787<br>1,539,837            | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Contingency<br>Abnormals                           |                                                             |                                     | 155,742<br>543,754                                  | 338,570<br>1,182,075                                | 677,139<br>2,364,150                                  | 677,139<br>2,364,150                       | 677,139<br>2,364,150                | 677,139<br>2,364,150               | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Finance Fees                                       |                                                             | 381,000                             |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | 1          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Legal and Valuation                                |                                                             | 0                                   |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | 1          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Agents<br>Legals                                   |                                                             | 0                                   | 242,556<br>40,426                                   | 527,296<br>87,883                                   | 1,054,592<br>175,765                                  | 1,054,592<br>175,765                       | 1,054,592<br>175,765                | 1,054,592<br>175,765               | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Misc.<br>COSTS BEFORE LAN                          | ND INT AND PROP                                             | 10,799,476                          | 4,451,482                                           | 0<br>9,677,135                                      | 19,354,271                                            | 19,354,271                                 | 19,354,271                          | 19,354,271                         | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
|                                                    |                                                             |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | 1          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| For Residual Valuatio                              | n Land<br>Interest<br>Profit on Costs                       | 27,306,018                          | 2,286,330                                           | 2,205,486                                           | 1,863,851                                             | 1,027,753                                  | 141,490                             | 0                                  | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0 29,097,961                             |
|                                                    | Profit on GDV                                               |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | <u> </u>   |             |            |                                           |                      |                        |                  |             |                           |                |            | 0                                        |
|                                                    | Cash Flow<br>Opening Balans                                 | -38,105,494<br>0                    | 1,347,396                                           | 5,693,918                                           | 13,934,958                                            | 14,771,055                                 | 15,657,319                          | 15,798,809                         | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | -29,097,961                              |
|                                                    | Closing Balano                                              | -38,105,494                         | -36,758,098                                         | -31,064,180                                         | -17,129,222                                           | -2,358,166                                 | 13,299,153                          | 29,097,961                         | 29,097,961   | 29,097,961                                   | 29,097,961      | 29,097,961  | 29,097,961                           | 29,097,961 | 29,097,961  | 29,097,961 | 29,097,961                                | 29,097,961           | 21,097,961             | 29,097,961       | 29,097,961  | 29,097,961                | 21,097,961     | 29,097,961 | . 0                                      |
| CASH FLOW FOR CIL                                  | L ADDITIONAL PR                                             | OFIT<br>Year 1                      | Year 2                                              | Year 3                                              | Year 4                                                | Year 5                                     | Year 6                              | Year 7                             | Year 8       | Year 9                                       | Year 10         | Year 11     | Year 12                              | Year 13    | Year 14     | Year 15    | Year 16                                   | Year 17              | Year 18                | Year 19          | Year 20     | Year 21                   | Year 22        | Year 23    | Year 24                                  |
| INCOME                                             | As Above                                                    | 0                                   | 8.085.208                                           | 17.576.540                                          | 35.153.079                                            | 35,153,079                                 | 35.153.079                          | 35.153.079                         |              | 0                                            |                 | 0           | 0                                    |            | 0           | 0          | 0                                         | 0                    |                        | 0                |             | 0                         | 0              | 0          |                                          |
| EXPENDITURE                                        |                                                             |                                     |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Land                                               |                                                             | 16,257,600                          |                                                     |                                                     |                                                       |                                            |                                     |                                    |              |                                              |                 |             |                                      | 1          |             |            |                                           |                      |                        |                  |             |                           |                |            |                                          |
| Stamp Duty<br>Easements etc.                       |                                                             | 812,880<br>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                                 |                                                             | 243,864                             | 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<br>Architects                         |                                                             | 81,474<br>5,143,566                 | 0                                                   | 0                                                   | 0                                                     | 0                                          | 0                                   | 0                                  | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| QS<br>Planning Consultants                         |                                                             | 428,631<br>857,261                  | 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                                 |                                                             | 2,143,153                           | 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<br>POTENTIAL CIL            | e                                                           | 0 3,963,088                         | 3,114,841<br>3,963,088                              | 6,771,393<br>3,963,088                              | 13,542,787<br>3,963,088                               | 13,542,787<br>3,963,088                    | 13,542,787<br>3,963,088             | 13,542,787                         | 0            | 0                                            | 0               | •           | •                                    | •          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | -           | -                         | 0              | 0          | 0                                        |
| Post CIL s106<br>Contingency                       |                                                             | 0                                   | 57,500<br>155,742                                   | 125,000<br>338,570                                  | 250,000<br>677,139                                    | 250,000<br>677,139                         | 250,000<br>677,139                  | 250,000<br>677,139                 | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Abnormals                                          |                                                             | 0                                   | 543,754                                             | 1,182,075                                           | 2,364,150                                             | 2,364,150                                  | 2,364,150                           | 2,364,150                          | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Finance Fees<br>Legal and Valuation                |                                                             | 381,000<br>0                        | 0                                                   | 0                                                   | 0                                                     | 0                                          | 0                                   | 0                                  | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
|                                                    |                                                             |                                     | 242.556                                             | 527,296                                             | 1,054,592                                             | 1,054,592                                  | 1,054,592                           | 1,054,592<br>175,765               | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Agents<br>Legals                                   |                                                             | 0                                   | 40,426                                              | 87,883                                              | 1/5,/65                                               |                                            |                                     |                                    |              |                                              |                 |             |                                      |            |             |            |                                           |                      |                        |                  |             |                           |                | 0          |                                          |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN      | ND INT AND PROP                                             | 0<br>0<br>30,312,517                | 40,426<br>0<br>8,117,908                            | 87,883<br>0<br>12,995,305                           | 0<br>22,027,522                                       | 0 22,027,522                               | 0 22,027,522                        | 0 18,064,433                       | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN      | ND INT AND PROF                                             | 0<br>0<br>30,312,517                | 40,426<br>0<br>8,117,908                            | 87,883<br>0<br>12,995,305                           | 0<br>22,027,522                                       | 0 22,027,522                               | 0 22,027,522                        | 0<br>18,064,433                    | 0            | 0                                            | 0               | 0           | 0                                    | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0           | 0                         | 0              | 0          | 0                                        |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAP      | ND INT AND PROP                                             | 0<br>0<br>30,312,517                | 40,426<br>0<br>8,117,908<br>1,818,751               | 87,883<br>0<br>12,995,305<br>1,929,838              | 175,765<br>0<br>22,027,522<br>1,770,754               | 0 22,027,522 1,089,466                     | 0<br>22,027,522<br>367,301          | 0<br>18,064,433<br>0               | 0            | 0<br>0                                       | 0               | 0<br>0      | 0<br>0                               | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0<br>0      | 0                         | 0              | 0          | 0                                        |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN      | Int AND PROF<br>Interest<br>Profit on cost<br>Profit on GDV | 0<br>0<br>30,312,517                | 40,426<br>0<br>8,117,908<br>1,818,751               | 87,883<br>0<br>12,995,305<br>1,929,838              | 1/5,765<br>0<br>22,027,522<br>1,770,754               | 0<br>22,027,522<br>1,089,466               | 0<br>22,027,522<br>367,301          | 0<br>18,064,433<br>0               | 0            | 0                                            | 0               | 0           | 0<br>0                               | 0          | 0           | 0          | 0<br>0                                    | 0<br>0               | 0                      | 0                | 0<br>0      | 0                         | 0              | 0          | 0<br>0<br>23,725,227<br>0                |
| Agents<br>Legals<br>Miac.<br>COSTS BEFORE LAP      | Interest<br>Profit on cost<br>Profit on GDV<br>Cash Flow    | 0<br>0<br>30,312,517<br>-30,312,517 | 40,426<br>0<br>8,117,908<br>1,818,751<br>-1,851,451 | 87,883<br>0<br>12,995,305<br>1,929,838<br>2,651,397 | 175,765<br>0<br>22,027,522<br>1,770,754<br>11,354,803 | 0<br>22,027,522<br>1,089,466<br>12,036,092 | 22,027,522<br>367,301<br>12,758,257 | 0<br>18,064,433<br>0<br>17,088,646 | 0            | 0                                            | 0               | 0<br>0<br>0 | 0<br>0<br>0                          | 0          | 0           | 0          | 0                                         | 0                    | 0                      | 0                | 0<br>0<br>0 | 0                         | 0<br>0<br>0    | 0          | 0<br>0<br>23,725,227<br>0<br>-23,725,227 |

SITE NAME Site 1 Warley

Base Site 1

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| INCOME                                  | Av Size<br>m2                                | %                        | Number<br>825           |                           | £/m2                    | GDV<br>£                | GIA<br>m2               |                         | DEVELOPMEN              | IT COSTS                           |                         | 6 m tr an - 2           | Total                     |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Planning fee ca<br>Planning app fe | alic<br>: dwgs  | rate           |            |            | Build Cost<br>BCIS          | /m2<br>1,268 | 0.000      |              |
|-----------------------------------------|----------------------------------------------|--------------------------|-------------------------|---------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|------------------------------------|-------------------------|-------------------------|---------------------------|-------------|-------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|-----------------|----------------|------------|------------|-----------------------------|--------------|------------|--------------|
| Market Housing                          | 101.6                                        | 65%                      | 536                     |                           | 4,750                   | 258,686,850             | 54,460                  |                         | LAND                    | Land                               |                         | funit or m2<br>60,554   | 1 otal                    | 49,956,948  |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | No dwgs under                      | 825<br>50       | 462            | 23,100     |            | Energy<br>Datalase          | 21           | 0.00%      | •            |
| Shared Ownership                        | 78.0                                         | 10%                      | 83                      |                           | 3,088                   | 19,880,402              | 6,439                   |                         |                         | Easements etc.                     |                         |                         | 2,487,347                 |             |             | n in the second s | No dwgs over :                     | //5             | 138<br>Total   | 130,050    |            | A&Adpt                      | 25           |            |              |
| Affordable Rent                         | 78.0                                         | 25%                      | 206                     |                           | 1,850                   | 29,780,359              | 16,097                  |                         |                         | Legals Acquisiti                   | on                      | 1.50%                   | 749,354                   | 3,236,702   |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            | Over-extra 3<br>Small Sites | 1            | 0%         |              |
| Social Rent                             | 78.0                                         | 0%                       | 0                       |                           | 1,475                   | 0                       | 0                       |                         | PLANNING                | Planning Fee                       |                         |                         | 130,050                   |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Stamp duty cal                     | ic - Residual   |                |            |            | Site Costs                  | 254<br>1,569 | 20%        |              |
| Grant and Subsidy                       | Shared Owners                                | ship                     |                         |                           | 0                       | 0                       |                         |                         |                         | Architects<br>QS / PM              |                         | 6.00%<br>0.50%          | 9,290,621<br>774,218      |             |             | n in the second s | Land payment                       |                 |                | 49,956,948 |            |                             |              |            |              |
|                                         | Affordable Ren<br>Social Rent                | ¢                        |                         |                           | 0                       | 0                       |                         |                         |                         | Planning Consul<br>Other Professir | itants<br>anal          | 1.00%                   | 1,548,437<br>3,871,092    | 15,614,419  |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            |              |
| SITE AREA - Net                         | 28.20                                        | ha                       | 29                      | /ha                       |                         | 308,347,611             | 76,997                  |                         | CONSTRUCT               | ION                                |                         |                         |                           |             |             | n in the second s |                                    |                 |                |            |            |                             |              |            |              |
| SITE AREA - Gross                       | 38.74                                        | ha                       | 21                      | /ha                       |                         |                         |                         |                         |                         | Build Cost - BC<br>s106 / CIL      | IS Based                | 1,569                   | 120,796,087<br>12,954,578 |             |             | n in the second s |                                    |                 | Total          | 2,487,347  |            |                             |              |            |              |
| Sales per Quarter                       | 0                                            |                          |                         |                           |                         |                         |                         |                         |                         | Contingency<br>Abnormals           |                         | 2.50%                   | 3,019,902<br>18.073.121   | 154.843.688 |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Stamp duty call<br>Land payment    | lc - Add Profit |                | 18,595,200 |            |                             |              |            |              |
| Unit Build Time                         | 3                                            | Quarters                 |                         |                           |                         | RUN Residual            | MACRO ctrl+r            |                         | FINANCE                 |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 125,000 250.000                    | 0%              | 1%<br>3%       |            |            |                             |              |            |              |
| Residual Land Value                     |                                              | Whole Site<br>49,956,948 | Per ha NET<br>1.771.523 | Per ha GROSS<br>1.289.544 |                         | Cit                     | osing balance =         | 0                       |                         | Fees                               |                         | 6.00%                   | 695,000                   |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 500,000                            | 3%<br>4%        | 4%<br>5%       |            |            |                             |              |            |              |
| Alternative Use Value                   | 20%                                          | 968,500<br>193,700       |                         | 25,000                    |                         | RUN CIL MACH            | RO ctrl+l               | 0                       |                         | Legal and Value                    | ution                   |                         | 0                         | 695,000     |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | above                              | 5%              | 5%<br>Total    | 929 760    |            |                             |              |            |              |
| Plus /                                  | ha 450,000                                   | 17,433,000               |                         | 450,000                   |                         | Check on phaning        | dans nos                |                         | SALES                   | Agents                             |                         | 3.0%                    | 9 250 428                 |             |             | n in the second s | Pre Cill s106                      | 2 500 1         | F/ Linit (all) |            |            | ιπ                          | % GDV        |            | T            |
| ·                                       |                                              |                          | Eim2                    |                           | ·                       | cor                     | rect                    |                         |                         | Legals                             |                         | 0.5%                    | 1,541,738                 | 10 792 165  | 225 129 022 | n in the second s |                                    |                 | Fotal          | 2,062,500  |            |                             | 0.00%        | 0          | 2            |
| Additional Profit                       |                                              | 60,715,518               | 1,115                   |                           |                         |                         |                         |                         |                         | Mbc.                               |                         |                         |                           | 10,792,166  | 235,136,923 | n in the second s | Post CIL s106                      | 2,500           | £/ Unit (all)  |            |            |                             |              |            |              |
|                                         |                                              |                          |                         |                           |                         |                         |                         |                         | Developers Pr           | ofit<br>% GDV                      |                         | 17.50%                  |                           | 1           | 53,960,832  | n in the second s | CIL                                | 200             | E/m2<br>Total  | 12,954,578 |            |                             |              |            |              |
|                                         |                                              |                          |                         |                           |                         |                         |                         |                         |                         | % GDC                              |                         | 0.00%                   |                           |             | 0           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            |              |
| RESIDUAL CASH FLC                       | OW FOR INTERES                               | 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<br>UNITS Started                 |                                              | 25                       | 50                      | 100                       | 100                     | 100                     | 100                     | 100                     | 100                     | 100                                | 50                      |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 | _              | _          |            |                             | _            |            |              |
| Market Housing<br>Shared Ownership      |                                              |                          | 7,838,995<br>602,436    | 15,677,991<br>1,204,873   | 31,355,982<br>2,409,746 | 31,355,982<br>2,409,746 | 31,355,982<br>2,409,746 | 31,355,982<br>2,409,746 | 31,355,982<br>2,409,746 | 31,355,982<br>2,409,746            | 31,355,982<br>2,409,746 | 15,677,991<br>1,204,873 | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Affordable Rent<br>Social Rent          |                                              |                          | 902,435<br>0            | 1,804,870<br>0            | 3,609,740<br>0          | 3,609,740<br>0          | 3,609,740<br>0          | 3,609,740<br>0          | 3,609,740<br>0          | 3,609,740<br>0                     | 3,609,740<br>0          | 1,804,870<br>0          | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Grant and Subsidy<br>INCON              | Æ                                            | 0                        | 0 9,343,867             | 0 18,687,734              | 0 37,375,468            | 0 37,375,468            | 0 37,375,468            | 0 37,375,468            | 0 37,375,468            | 0 37,375,468                       | 0 37,375,468            | 0 18,687,734            | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| EXPENDITURE                             |                                              |                          |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            |              |
| Stamp Duty<br>Easements etc.            |                                              | 2,487,347<br>0           |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | 1           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| Legals Acquisition                      |                                              | 749,354                  |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | 1           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| Planning Fee<br>Apphilocts              |                                              | 130,050                  |                         | 0                         |                         |                         |                         |                         |                         |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| QS<br>Biarraina Consultante             |                                              | 774,218                  |                         | 0                         |                         |                         |                         |                         |                         |                                    |                         |                         |                           | 1           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| Other Professional                      |                                              | 3,871,092                |                         | 0                         |                         |                         |                         |                         |                         |                                    |                         |                         |                           | 1           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| Build Cost - BCIS Base                  | e                                            |                          | 3,660,487               | 7,320,975                 | 14,641,950              | 14,641,950              | 14,641,950              | 14,641,960              | 14,641,950              | 14,641,950                         | 14,641,950              | 7,320,975               | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| S 106/CIL<br>Contingency                |                                              |                          | 91,512                  | 183,024                   | 366,049                 | 366,049                 | 366,049                 | 366,049                 | 366,049                 | 366,049                            | 366,049                 | 183,024                 | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Adnormals                               |                                              |                          | 547,670                 | 1,095,341                 | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681                          | 2,110,681               | 1,055,341               | U                         | U           | U           | U                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | U               | U              | U          | U          | U                           | 0            | 0          | 0            |
| Hinance Fees<br>Legal and Valuation     |                                              | 695,000<br>0             |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | 1           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 1               |                |            |            |                             |              |            |              |
| Agents                                  |                                              | 0                        | 280,316                 | 560,632                   | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264                          | 1,121,264               | 560,632                 | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Legals<br>Misc.                         |                                              | 0                        | 46,719                  | 93,439                    | 186,877                 | 186,877                 | 186,877                 | 186,877                 | 186,877                 | 186,877                            | 186,877                 | 93,439                  | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| COSTS BEFORE LAN                        | NU INT AND PROP                              | 19,546,120               | 5,019,268               | 10,038,537                | 20,077,073              | 20,077,073              | 20,077,073              | 20,077,073              | 20,077,073              | 20,077,073                         | 20,077,073              | 10,038,537              | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| For Residual Valuation                  | n Land                                       | 49,956,948               |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | L           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | L               |                |            |            |                             |              |            |              |
|                                         | Interest<br>Profit on Costs                  |                          | 4,170,184               | 4,160,919                 | 3,891,623               | 3,087,216               | 2,234,546               | 1,330,715               | 372,654                 | 0                                  | 0                       | 0                       | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0 53,960,832 |
|                                         | Profit on GDV                                |                          |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | L           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            | 0            |
|                                         | Cash Flow<br>Opening Balans                  | -69,503,068<br>0         | 154,415                 | 4,488,278                 | 13,406,772              | 14,211,178              | 15,063,849              | 15,967,680              | 16,925,741              | 17,298,395                         | 17,298,395              | 8,649,197               | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | -53,960,832  |
|                                         | Closing Balano                               | -69,503,068              | -69,348,654             | -64,860,376               | -51,453,604             | -37,242,425             | -22,178,576             | -6,210,896              | 10,714,845              | 28,013,240                         | 45,311,635              | 53,960,832              | 53,960,832                | 53,960,832  | 53,960,832  | 53,960,832                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 53,960,832                         | 53,960,832      | 53,960,832     | 53,960,832 | 53,960,832 | 53,960,832                  | 53,960,832   | 53,960,832 | 0            |
| CASH FLOW FOR CIL                       | LADDITIONAL PR                               | OFIT                     |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            |              |
| INCOME                                  | As Abrive                                    | 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      |
| INCON                                   | Æ                                            | 0                        | 9,343,867               | 18,687,734                | 37,375,468              | 37,375,468              | 37,375,468              | 37,375,468              | 37,375,468              | 37,375,468                         | 37,375,468              | 18,687,734              | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| EXPENDITURE                             |                                              | 18,595 200               |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | Ì           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | Ì               |                |            |            | 1                           |              |            |              |
| Stamo Dut-                              |                                              | 929 760                  | 0                       | c                         | 0                       |                         | 0                       |                         | 0                       |                                    |                         | 0                       | 0                         |             | 0           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | 0               | 0              | 0          | c          |                             |              | e          |              |
| Easements etc.                          |                                              | 0                        | 0                       | 0                         | 0                       | 0                       | 0                       | 0                       | 0                       | 0                                  | 0                       | 0                       | 0                         | 0           | ő           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | ő               | 0              | 0          | ő          | 0                           | ő            | 0          | 0            |
| Evigen Augustion                        |                                              | 216,328                  |                         | 0                         | 0                       |                         | 0                       | 0                       |                         |                                    | 3                       |                         | 0                         |             |             | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  |                 |                |            |            |                             |              |            | U            |
| Architects                              |                                              | 9,290,621                | 0                       | 0                         | 0                       | 0                       | 0                       | 0                       | 0                       | 0                                  | 0                       | 0                       | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| US<br>Planning Consultants              |                                              | 774,218<br>1,548,437     | 0                       | 0                         | 0                       | 0                       | 0                       | 0                       | 0                       | 0                                  | 0                       | 0                       | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Other Professional                      |                                              | 3,871,092                | 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<br>POTENTIAL CIL | e                                            | 0<br>6,071,552           | 3,660,487               | 6,071,552                 | 14,641,950 6,071,552    | 14,641,950 6,071,552    | 14,641,950 6,071,552    | 14,641,950              | 14,641,950<br>6,071,552 | 14,641,950                         | 14,641,950 6,071,552    | /,320,975               | 0                         | - °         | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | •               | -              | 0          | 0          | <u> </u>                    |              | 0          | 0            |
| Post CIL s106<br>Contingency            |                                              | 0                        | 62,500<br>91,512        | 125,000<br>183,024        | 250,000<br>366,049      | 250,000<br>366,049      | 250,000<br>366,049      | 250,000<br>366,049      | 250,000<br>366,049      | 250,000<br>366,049                 | 250,000<br>366,049      | 125,000<br>183,024      | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Abnormals                               |                                              | 0                        | 547,670                 | 1,095,341                 | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681               | 2,190,681                          | 2,190,681               | 1,095,341               | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Finance Fees<br>Legal and Valuation     |                                              | 695,000<br>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                        | 280,316                 | 560,632                   | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264               | 1,121,264                          | 1,121,264               | 560,632                 | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| Legals<br>Misc.                         |                                              | 0                        | 46,719<br>0             | 93,439<br>0               | 186,877                 | 186,877                 | 186,877                 | 186,877<br>0            | 186,877                 | 186,877                            | 186,877                 | 93,439<br>0             | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
| COSTS BEFORE LAN                        | ND INT AND PROP                              | 42,184,859               | 10,760,757              | 15,449,963                | 24,828,373              | 24,828,373              | 24,828,373              | 24,828,373              | 24,828,373              | 24,828,373                         | 24,828,373              | 9,378,411               | 0                         | 0           | 0           | Ő                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | ó          | 0            |
| For CIL calculation                     |                                              |                          |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           | Ì           |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    | Ì               |                |            |            | 1                           |              |            |              |
| . a on calculation                      | Interest                                     |                          | 2,531,092               | 2,767,970                 | 2,739,782               | 2,151,344               | 1,527,599               | 866,429                 | 165,589                 | 0                                  | 0                       | 0                       | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |
|                                         | Profit on                                    |                          |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            | 44.020.200   |
|                                         | Profit on cost<br>Profit on GDV              |                          |                         |                           |                         |                         |                         |                         |                         |                                    |                         |                         |                           |             |             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |                 |                |            |            |                             |              |            | 0            |
|                                         | Profit on cost<br>Profit on GDV<br>Cash Flow | -42,184,859              | -3,947,982              | 469,801                   | 9,807,312               | 10,395,751              | 11,019,496              | 11,680,666              | 12,381,506              | 12,547,095                         | 12,547,095              | 9,309,323               | 0                         | 0           | 0           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                  | 0               | 0              | 0          | 0          | 0                           | 0            | 0          | 0            |

SITE NAME Site 2 Officers Meadows

夣

| NCORE<br>Narke Houling<br>Date: Ownerho<br>Addouble Ren<br>Social Ren<br>Goat and Suboly<br>Sites per Control<br>Sales per Control<br>National Protein<br>National Protein | Ar Stee<br>                                  | 94<br>65%<br>10%<br>25%<br>0%<br>25%<br>0%<br>24%<br>25%<br>25%<br>20,700,000<br>31,240,628<br>20,700,000<br>0<br>24,240,000<br>24,240,000<br>24,240,0747 | Number<br>580<br>337<br>58<br>145<br>0<br>57<br>34<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9<br>9 | /ha<br>/ha<br>1.210.000<br>1.440.000                  | Price<br>B/ma2<br>4,650<br>3,023<br>1,850<br>1,475<br>0<br>0<br>0<br>0<br>0 | Check on phases<br>Check | GIA<br>m2<br>38.335<br>4.517<br>111,283<br>0<br>54,145<br>54,145<br>54,145<br>54,145<br>54,145<br>54,145<br>54,145<br>54,145<br>54,145 | 0                                                     | DEVELOPME<br>LAND<br>PLANNING<br>CONSTRUCT<br>FINANCE<br>SALES<br>Developers P | NT COSTS<br>Land<br>Stamp Duty<br>Easements dic<br>Legals Acquisi<br>Planning Fee<br>Architects<br>OS / PM<br>Planning Cores<br>Other Professi<br>Other Professi<br>Other Professi<br>Cost Spanning<br>Cost<br>Legal and Valu<br>Agents<br>Legal and Valu<br>Agents<br>Legal Scott<br>S GDV<br>% GDV<br>% SCOT | utares<br>utares<br>115 Based<br>ation | Anhi or m2<br>54,036<br>1.59%<br>6.00%<br>1.00%<br>5.00%<br>6.00%<br>3.0%<br>0.5%<br>17.50% | Total<br>1.556,511<br>0<br>470,109<br>965,240<br>566,270<br>1.132,540<br>2.831,349<br>81,516,889<br>9.117,000<br>4.075,844,243<br>18,544,243<br>452,000<br>0<br>6.384,078<br>1.064,013 | 31,340,628<br>2,026,641<br>11,421,638<br>113,253,977<br>452,000<br>7,448,091 | 165.942.975<br>37,240,455<br>0 |                  | Planning fee c<br>No dwgs No dwgs No dwgs vol<br>No dwgs new c<br>Stamp duty ca<br>Land payment<br>Stamp duty ca<br>Land payment<br>250,000<br>250,000<br>1,000,000<br>Pte CiL s106<br>CE | als<br>dwgs<br>580<br>530<br>is - Residual<br>is - Add Profit<br>0%<br>1%<br>3%<br>4%<br>2,500<br>2,500 | rate<br>462<br>138<br>Total<br>Total<br>1%<br>3%<br>5%<br>5%<br>5%<br>5%<br>5%<br>5%<br>70tal<br>2/ Unit (all)<br>2/ Unit (all)<br>2/ Unit (all)<br>2/ Unit (all) | 23,100<br>73,140<br>96,240<br>31,340,628<br>1,556,531<br>24,840,000<br>1,242,000<br>1,450,000 |                  | Build Cost<br>BCIS<br>Over Extra 1<br>Energy<br>Design<br>AsAdptern 3<br>Senal Sites<br>Site Costs | \\mc2<br>1.288<br>0<br>21<br>0<br>22<br>1<br>0<br>23<br>0<br>25<br>0<br>25<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0.009           | с<br>с<br>о          |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------|------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|------------------|----------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------|----------------------|
| RESIDUAL CASH FLOI                                                                                                                                                         | W FOR INTERES                                | Year 1                                                                                                                                                    | Year 2                                                                                                                                       | Year 3                                                | Year 4                                                                      | Year 5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Year 6                                                                                                                                 | Year 7                                                | Year 8                                                                         | Year 9                                                                                                                                                                                                                                                                                                         | Year 10                                | Year 11                                                                                     | Year 12                                                                                                                                                                                | Year 13                                                                      | Year 14                        | Year 15          | Year 16                                                                                                                                                                                   | Year 17                                                                                                 | Year 18                                                                                                                                                           | Year 19                                                                                       | Year 20          | Year 21                                                                                            | Year 22                                                                                                                                     | Year 23         | Year 24              |
| UNITS Started<br>Market Housing<br>Shared Ownership<br>Affordable Rent<br>Social Rent<br>Grant and Subsidy                                                                 | -                                            | 30                                                                                                                                                        | 50<br>9,220,228<br>706,193<br>1,080,610<br>0<br>0                                                                                            | 100<br>15,367,047<br>1,176,988<br>1,801,016<br>0<br>0 | 100<br>30,734,095<br>2,353,977<br>3,602,032<br>0<br>0                       | 100<br>30,734,095<br>2,353,977<br>3,602,032<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 100<br>30,734,095<br>2,353,977<br>3,602,032<br>0<br>0                                                                                  | 100<br>30,734,095<br>2,353,977<br>3,602,032<br>0<br>0 | 30,734,095<br>2,353,977<br>3,602,032<br>0<br>0                                 | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                        | 0<br>0<br>0                            | 0<br>0<br>0<br>0                                                                            | 0<br>0<br>0<br>0                                                                                                                                                                       | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                      | 0<br>0<br>0                    | 0<br>0<br>0<br>0 | 0<br>0<br>0                                                                                                                                                                               | 0 0 0                                                                                                   | 0<br>0<br>0                                                                                                                                                       | 0<br>0<br>0                                                                                   | 0<br>0<br>0<br>0 | 0<br>0<br>0                                                                                        | 0<br>0<br>0                                                                                                                                 | 0<br>0<br>0     | 0 0 0 0 0 0 0        |
| EXPENDITURE<br>Stamp Duty<br>Easements etc.<br>Legals Acquisition<br>Planning Fee<br>Architects<br>Op                                                                      | 5                                            | 1,556,531<br>0<br>470,109<br>96,240<br>6,795,239<br>566 270                                                                                               | 11,007,031                                                                                                                                   | 0                                                     | 36,690,103                                                                  | 30,030,103                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 36,690,103                                                                                                                             | 36,690,103                                            | 36,630,103                                                                     |                                                                                                                                                                                                                                                                                                                |                                        | U                                                                                           |                                                                                                                                                                                        |                                                                              | <u> </u>                       |                  | 0                                                                                                                                                                                         | U                                                                                                       |                                                                                                                                                                   | 0                                                                                             |                  | 0                                                                                                  | 0                                                                                                                                           |                 |                      |
| Planning Consultants<br>Other Professional<br>Build Cost - BCIS Base                                                                                                       |                                              | 1,132,540<br>2,831,349                                                                                                                                    | 4,216,391                                                                                                                                    | 0<br>0<br>7,027,318                                   | 14,054,636                                                                  | 14,054,636                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 14,054,636                                                                                                                             | 14,054,636                                            | 14,054,636                                                                     | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| STUDICIL<br>Contingency<br>Abnormals<br>Finance Fees                                                                                                                       |                                              | 452,000                                                                                                                                                   | 471,369<br>210,820<br>959,185                                                                                                                | 351,366<br>1,598,642                                  | 702,732<br>3,197,283                                                        | 702,732 3,197,283                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 702,732<br>3,197,283                                                                                                                   | 702,732<br>3,197,283                                  | 702,732<br>3,197,283                                                           | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Legal and Valuation<br>Agents<br>Legals<br>Misc.                                                                                                                           |                                              | 0                                                                                                                                                         | 330,211<br>55,035                                                                                                                            | 550,352<br>91,725<br>0                                | 1,100,703<br>183,451                                                        | 1,100,703<br>183,451                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,100,703<br>183,451                                                                                                                   | 1,100,703<br>183,451                                  | 1,100,703<br>183,451                                                           | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0<br>0                         | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0<br>0                                                                                                                                                            | 0                                                                                             | 0                | 0                                                                                                  | 0<br>0                                                                                                                                      | 0               | 0                    |
| COSTS BEFORE LAND                                                                                                                                                          | D INT AND PROI                               | 13,900,279                                                                                                                                                | 6,243,210                                                                                                                                    | 10,405,351                                            | 20,810,701                                                                  | 20,810,701                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 20,810,701                                                                                                                             | 20,810,701                                            | 20,810,701                                                                     | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| For Residual Valuation                                                                                                                                                     | Interest<br>Profit on Costs<br>Profit on GDV | 31,340,628                                                                                                                                                | 2,714,454                                                                                                                                    | 2,591,492                                             | 2,270,600                                                                   | 1,454,072                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 588,552                                                                                                                                | 0                                                     | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0<br>37,240,455<br>0 |
|                                                                                                                                                                            | Cash Flow<br>Opening Balan<br>Closing Balanc | -45,240,906<br>0<br>-45,240,906                                                                                                                           | 2,049,366                                                                                                                                    | 5,348,209                                             | 13,608,802                                                                  | 14,425,330<br>-9,809,199                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 15,290,850<br>5,481,651                                                                                                                | 15,879,402                                            | 15,879,402 37,240,455                                                          | 0<br>37,240,455                                                                                                                                                                                                                                                                                                | 0<br>37,240,455                        | 0<br>37,240,455                                                                             | 0<br>37,240,455                                                                                                                                                                        | 0<br>37,240,455                                                              | 0<br>37,240,455                | 0<br>37,240,455  | 0<br>37,240,455                                                                                                                                                                           | 0<br>37,240,455                                                                                         | 0<br>37,240,455                                                                                                                                                   | 0<br>37,240,455                                                                               | 0<br>37,240,455  | 0 37,240,455                                                                                       | 0<br>37,240,455                                                                                                                             | 0<br>37,240,455 | -37,240,455<br>0     |
| CASH FLOW FOR CIL                                                                                                                                                          | ADDITIONAL PR                                | OFIT                                                                                                                                                      |                                                                                                                                              |                                                       |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                        |                                                       |                                                                                |                                                                                                                                                                                                                                                                                                                |                                        |                                                                                             |                                                                                                                                                                                        |                                                                              |                                |                  |                                                                                                                                                                                           |                                                                                                         |                                                                                                                                                                   |                                                                                               |                  |                                                                                                    |                                                                                                                                             |                 |                      |
| INCOME                                                                                                                                                                     | As Above<br>E                                | 1 Tear 1                                                                                                                                                  | 11,007,031                                                                                                                                   | 18,345,052                                            | Tear 4<br>36,690,103                                                        | 36,690,103                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7 car 6<br>36,690,103                                                                                                                  | Year 7<br>36,690,103                                  | 36,690,103                                                                     | 76ar9<br>0                                                                                                                                                                                                                                                                                                     | tear 10                                | Tear 11                                                                                     | 12<br>0                                                                                                                                                                                | 1 tear 13                                                                    | Tear 14                        | 1 Tear 15        | 1 Tear 16                                                                                                                                                                                 | 0 Tear 17                                                                                               | 1 Tear 18                                                                                                                                                         | 16ar 19<br>0                                                                                  | tear 20          | 1 60F 21                                                                                           | 0                                                                                                                                           | 1 Tear 23       | 0 Tear 24            |
| EXPENDITURE                                                                                                                                                                |                                              | 24,840,000                                                                                                                                                |                                                                                                                                              |                                                       |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                        |                                                       |                                                                                |                                                                                                                                                                                                                                                                                                                |                                        |                                                                                             |                                                                                                                                                                                        |                                                                              |                                |                  |                                                                                                                                                                                           |                                                                                                         |                                                                                                                                                                   |                                                                                               |                  |                                                                                                    |                                                                                                                                             |                 |                      |
| Stamp Duty<br>Easements etc.                                                                                                                                               |                                              | 1,242,000<br>0                                                                                                                                            | 0                                                                                                                                            | 0<br>0                                                | 0                                                                           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0                                                                                                                                      | 0                                                     | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Legals Acquisition                                                                                                                                                         |                                              | 372,600                                                                                                                                                   | 0                                                                                                                                            | 0                                                     | 0                                                                           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0                                                                                                                                      | 0                                                     | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Architects<br>QS<br>Planning Corrections                                                                                                                                   |                                              | 6,795,239<br>566,270<br>1,132,540                                                                                                                         | 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                                                                                                                                                         |                                              | 2,831,349                                                                                                                                                 | 0                                                                                                                                            | 0                                                     | 0                                                                           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0                                                                                                                                      | 0                                                     | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | ő                                                                                           | õ                                                                                                                                                                                      | ő                                                                            | ō                              | 0                | 0                                                                                                                                                                                         | ō                                                                                                       | ő                                                                                                                                                                 | ō                                                                                             | ő                | ō                                                                                                  | õ                                                                                                                                           | 0               | 0                    |
| Build Cost - BCIS Base<br>POTENTIAL CIL<br>Post CIL s106                                                                                                                   |                                              | 3,051,954                                                                                                                                                 | 4,216,391<br>3,051,964<br>75,000                                                                                                             | 7,027,318<br>3,051,964<br>125,000                     | 14,054,635<br>3,051,964<br>250,000                                          | 14,054,636<br>3,051,964<br>250,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 14,054,636<br>3,061,964<br>250,000                                                                                                     | 14,054,636<br>3,051,964<br>250,000                    | 250,000                                                                        | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Contingency<br>Abnormals                                                                                                                                                   |                                              | 0                                                                                                                                                         | 210,820<br>959,185                                                                                                                           | 351,366<br>1,598,642                                  | 702,732<br>3,197,283                                                        | 702,732<br>3,197,283                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 702,732<br>3,197,283                                                                                                                   | 702,732<br>3,197,283                                  | 702,732<br>3,197,283                                                           | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Finance Fees<br>Legal and Valuation                                                                                                                                        |                                              | 452,000<br>0                                                                                                                                              | 0<br>0                                                                                                                                       | 0                                                     | 0                                                                           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0                                                                                                                                      | 0                                                     | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| Agents<br>Legals                                                                                                                                                           |                                              | 0                                                                                                                                                         | 330,211<br>55,035                                                                                                                            | 550,352<br>91,725                                     | 1,100,703<br>183,451                                                        | 1,100,703<br>183,451                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,100,703<br>183,451                                                                                                                   | 1,100,703<br>183,451                                  | 1,100,703<br>183,451                                                           | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| COSTS BEFORE LAND                                                                                                                                                          | d int and proi                               | 41,380,202                                                                                                                                                | 8,898,605                                                                                                                                    | 12,796,366                                            | 22,540,769                                                                  | 22,540,769                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 22,540,769                                                                                                                             | 22,540,769                                            | 19,488,805                                                                     | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | 0                    |
| For CIL calculation                                                                                                                                                        | Interest<br>Profit on cost<br>Profit on GDV  |                                                                                                                                                           | 2,482,812                                                                                                                                    | 2,505,275                                             | 2,322,671                                                                   | 1,613,071                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 860,895                                                                                                                                | 63,589                                                | 0                                                                              | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | ō                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | o                                                                                                                                           | 0               | 0<br>30,227,234<br>0 |
|                                                                                                                                                                            | Cash Flow<br>Opening Balan<br>Closing Balanc | -41,380,202<br>0<br>-41,380,202                                                                                                                           | -374,386<br>-41.754.588                                                                                                                      | 3,043,410                                             | 11,826,664                                                                  | 12,536,264                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 13,288,440                                                                                                                             | 14,085,746                                            | 17,201,299                                                                     | 0                                                                                                                                                                                                                                                                                                              | 0                                      | 0                                                                                           | 0                                                                                                                                                                                      | 0                                                                            | 0                              | 0                | 0                                                                                                                                                                                         | 0                                                                                                       | 0                                                                                                                                                                 | 0                                                                                             | 0                | 0                                                                                                  | 0                                                                                                                                           | 0               | -30,227,234          |

SITE NAME Site 3 West Horndon

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| SITE NAME                                        | Site 4                                                         | Dunton Hills Ga                      | arden Village           |                         |                         |                         |                              |                         | ]                       |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
|--------------------------------------------------|----------------------------------------------------------------|--------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|------------------------------|-------------------------|-------------------------|------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-----------------------------|-------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|------------------------|------------------------|---------------|
| INCOME                                           | Av Size                                                        | %                                    | Number<br>4 000         |                         | Price<br>F/m2           | GDV                     | GIA<br>m2                    | 1                       | DEVELOPME               | NT COSTS                     |                         |                         |                         |                         |                         | 1                           | Planning fee of               | alc dwns                | rate                    |                         |                         | Build Cost<br>BCIS      | /m2<br>1 268           |                        |               |
| Market Housing                                   | 101.5                                                          | 65%                                  | 2,600                   |                         | 4,850                   | 1,279,915,000           | 263,900                      |                         | LAND                    | Land                         |                         | /unit or m2<br>42,814   | Total                   | 171,254,941             |                         |                             | No dwgs<br>No dwgs under      | 4000                    | 462                     | 23,100                  |                         | Over Extra 1<br>Energy  | 0                      | 0.00%                  |               |
| Shared Ownership                                 | 78.2                                                           | 10%                                  | 400                     |                         | 3,153                   | 98,610,200              | 31,280                       |                         |                         | Stamp Duty<br>Easements etc. |                         |                         | 8,552,247               |                         |                         |                             | No dwgs over 5                | 3950                    | 138<br>Total            | 545,100<br>568,200      |                         | Design<br>A&Adpt        | 0<br>25                |                        |               |
| Affordable Rent                                  | 78.2                                                           | 25%                                  | 1,000                   |                         | 1,850                   | 144,670,000             | 78,200                       |                         |                         | Legais Acquisiti             | on                      | 1.50%                   | 2,568,824               | 11,121,0/1              |                         |                             |                               |                         |                         |                         |                         | Small Sites             | 1<br>0<br>254          | 0%                     |               |
| Social Rent                                      | 78.2                                                           | 0%                                   | 0                       |                         | 1,475                   | 0                       | 0                            |                         | PLANNING                | Planning Fee<br>Architects   |                         | 6.00%                   | 568,200<br>47,387,656   |                         |                         |                             | Stamp duty ca<br>Land payment | ic - Residual           |                         | 171,254,941             |                         | Sile Cosis              | 1,569                  | 20%                    |               |
| Grant and Subsidy                                | Shared Owners<br>Affordable Ren                                | νip                                  |                         |                         | 0                       | 0                       |                              |                         |                         | QS / PM<br>Planning Consul   | tants                   | 0.50%                   | 3,948,971<br>7,897,943  |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
|                                                  | Social Rent                                                    |                                      |                         |                         | 0                       | 0                       |                              |                         |                         | Other Professio              | nal                     | 2.50%                   | 19,744,857              | 79,547,626              |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| SITE AREA - Not<br>SITE AREA - Gross             | 128.50<br>257.00                                               | ha<br>ha                             | 31<br>16                | /ha<br>/ha              |                         | 1,523,195,200           | 373,380                      |                         | CONSTRUCT               | Build Cost - BCI             | IS Based                | 1,569                   | 585,675,226             |                         |                         |                             |                               |                         | Total                   | 8,552,247               |                         |                         |                        |                        |               |
| Sales per Quarter                                | 0                                                              |                                      |                         |                         |                         |                         |                              |                         |                         | Contingency<br>Abnormals     |                         | 2.50%                   | 14,641,881              | 789.794.264             |                         |                             | Stamp duty ca<br>Land payment | ic - Add Profit         |                         | 146,490,000             |                         |                         |                        |                        |               |
| Unit Build Time                                  | 3                                                              | Quarters                             |                         |                         |                         | RUN Residual I          | MACRO ctrl+r                 |                         | FINANCE                 |                              |                         |                         |                         |                         |                         |                             | 125,000<br>250,000            | 0%<br>1%                | 1%<br>3%                |                         |                         |                         |                        |                        |               |
| Residual Land Value                              |                                                                | Whole Site<br>171,254,941            | Per ha NET<br>1,332,723 | Per ha GROSS<br>666,362 |                         | Cio                     | osing balance =              | 0                       |                         | Fees<br>Interest             |                         | 6.00%                   | 2,720,000               |                         |                         |                             | 500,000<br>1,000,000          | 3%<br>4%                | 4%<br>5%                |                         |                         |                         |                        |                        |               |
| Alternative Use Value<br>Uplift                  | 20%                                                            | 25,700,000<br>5,140,000              |                         | 100,000 20,000          |                         | RUN CIL MACF            | RO ctrl+l<br>osing balance = | 0                       |                         | Legal and Valua              | tion                    |                         | 0                       | 2,720,000               |                         |                             | above                         | 5%                      | 5%<br>Total             | 7,324,500               |                         |                         |                        |                        |               |
| V                                                | ability Threshold                                              | 146,490,000                          |                         | 570,000                 | [                       | Check on phasing        | degs nos                     |                         | OALES                   | Agents                       |                         | 3.0%                    | 45,695,856              |                         |                         |                             | Pre CIL s106                  | 2,500                   | £/ Unit (all)<br>Total  | 10 000 000              |                         | LIT                     | % GDV                  |                        |               |
| Additional Profit                                |                                                                | 134,657,644                          | £/m2<br>510             |                         |                         | - Con                   | nuci                         |                         |                         | Misc.                        |                         | 0.5%                    | 0                       | 53,311,832              | 1,107,749,735           |                             | Post CIL s106                 | 2.500                   | £/ Unit (all)           | 10,000,000              |                         |                         | 0.00 %                 | ×.                     |               |
|                                                  |                                                                |                                      |                         |                         |                         |                         |                              |                         | Developers Pr           | ofit<br>% GDV                |                         | 17.50%                  |                         |                         | 266,559,160             |                             | CIL                           | 200                     | £/m2<br>Total           | 62,780,000              |                         |                         |                        |                        |               |
|                                                  |                                                                |                                      |                         |                         |                         |                         |                              |                         |                         | % GDC                        |                         | 0.00%                   |                         |                         | 0                       |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| KESIDUAL CASH FLO                                | W FOR INTERES                                                  | Year 1                               | Year 2                  | Year 3                  | Year 4                  | Year 5                  | Year 6                       | Year 7                  | Year 8                  | Year 9                       | Year 10                 | Year 11                 | Year 12                 | Year 13                 | Year 14                 | Year 15                     | Year 16                       | Year 17                 | Year 18                 | Year 19                 | Year 20                 | Year 21                 | Year 22                | Year 23                | Year 24       |
| UNITS Started<br>Market Housing                  |                                                                | 50                                   | 100<br>15,998,938       | 150<br>31,997,875       | 200<br>47,996,813       | 200<br>63,995,750       | 200<br>63,995,750            | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750            | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750           | 200<br>63,995,750             | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 200<br>63,995,750       | 100<br>63,995,750      | 31,997,875             | 0             |
| Shared Ownership<br>Affordable Rent              |                                                                |                                      | 1,232,628<br>1,808,375  | 2,465,255<br>3,616,750  | 3,697,883<br>5,425,125  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500       | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500       | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500      | 4,930,510<br>7,233,500        | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500  | 4,930,510<br>7,233,500 | 2,465,255<br>3,616,750 | 0             |
| Social Rent<br>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             |
| INCOM                                            | E                                                              | 0                                    | 19,039,940              | 38,079,880              | 57,119,820              | 76,159,760              | 76,159,760                   | 76,159,760              | 76,159,760              | 76,159,760                   | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760                  | 76,159,760                    | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760             | 38,079,880             | 0             |
| Stamp Duty<br>Easements etc.                     |                                                                | 8,552,247<br>0                       |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| Legals Acquisition                               |                                                                | 2,568,824                            |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| Planning Fee<br>Architects                       |                                                                | 568,200<br>47,387,656                |                         | 0                       |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| US<br>Planning Consultants<br>Other Renfersional |                                                                | 3,948,971<br>7,897,943<br>10,744,957 |                         | 0                       |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| Build Cost - BCIS Base                           |                                                                | 12,144,021                           | 7,320,940               | 14,641,881              | 21,962,821              | 29,283,761              | 29,283,761                   | 29,283,761              | 29,283,761              | 29,283,761                   | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761                  | 29,283,761                    | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761              | 29,283,761             | 14,641,881             | 0             |
| s106/CIL<br>Contingency                          |                                                                |                                      | 784,750<br>183,024      | 1,569,500<br>366,047    | 2,354,250<br>549,071    | 3,139,000<br>732,094    | 3,139,000<br>732,094         | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094         | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094        | 3,139,000<br>732,094          | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094    | 3,139,000<br>732,094   | 1,569,500<br>366,047   | 0             |
| Abnormals                                        |                                                                |                                      | 1,583,714               | 3,167,429               | 4,751,143               | 6,334,858               | 6,334,858                    | 6,334,858               | 6,334,858               | 6,334,858                    | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858                   | 6,334,858                     | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858               | 6,334,858              | 3,167,429              | 0             |
| Legal and Valuation                              |                                                                | 0                                    |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| Agents<br>Legals                                 |                                                                | 0                                    | 571,198<br>95,200       | 1,142,396<br>190,399    | 1,713,595<br>285,599    | 2,284,793<br>380,799    | 2,284,793<br>380,799         | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799         | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799        | 2,284,793<br>380,799          | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799   | 1,142,396<br>190,399   | 0             |
| MISC.<br>COSTS BEFORE LAN                        | ID INT AND PROP                                                | 93,388,698                           | 10,538,826              | 0<br>21,077,652         | 31,616,479              | 42,155,305              | 42,155,305                   | 42,155,305              | 42,155,305              | 42,155,305                   | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305                  | 42,155,305                    | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305              | 42,155,305             | 21,077,652             | 0             |
| For Peridual Valuation                           | l and                                                          | 171 254 041                          |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
|                                                  | Interest<br>Profit on Costs                                    |                                      | 15,878,618              | 16,321,269              | 16,280,411              | 15,727,035              | 14,630,390                   | 13,467,946              | 12,235,756              | 10,929,634                   | 9,545,144               | 8,077,586               | 6,521,973               | 4,873,025               | 3,125,139               | 1,272,380                   | 0                             | 0                       | 0                       | 0                       | 0                       | 0                       | 0                      | 0                      | 0 266,559,160 |
|                                                  | Profit on GDV                                                  |                                      |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        | 0             |
|                                                  | Cash Flow<br>Opening Balans                                    | -264,643,639<br>0                    | -7,377,505              | 680,959                 | 9,222,930               | 18,277,420              | 19,374,065                   | 20,536,509              | 21,768,700              | 23,074,822                   | 24,459,311              | 25,926,870              | 27,482,482              | 29,131,431              | 30,879,316              | 32,732,075                  | 34,004,455                    | 34,004,455              | 34,004,455              | 34,004,455              | 34,004,455              | 34,004,455              | 34,004,455             | 17,002,228             | -266,559,160  |
|                                                  | Consult Belano                                                 | -204,043,033                         | -2/2,021,143            | -a.r 1,340,184          | -wik,111,654            | -243,633,634            | -24,400,769                  | -203,929,260            | - 102, 100,060          | -+39,065,735                 | -+34,620,428            | -+90,022,058            | -01,217,0/6             | -w2,000,046             | -4.1,200,329            | + 1,343,746                 | -s,530,£01                    | 13,034,000              | 1 13,039,112            | i+r,043,067             | 101,046,022             | £10,002,4//             | x-9,000,932            | ±30,003,16U            | U             |
| CASH FLOW FOR CIL                                | ADDITIONAL PR                                                  | Year 1                               | Year 2                  | Year 3                  | Year 4                  | Year 5                  | Year 6                       | Year 7                  | Year 8                  | Year 9                       | Year 10                 | Year 11                 | Year 12                 | Year 13                 | Year 14                 | Year 15                     | Year 16                       | Year 17                 | Year 18                 | Year 19                 | Year 20                 | Year 21                 | Year 22                | Year 23                | Year 24       |
| INCOME                                           | As Above<br>E                                                  | 0                                    | 19,039,940              | 38,079,880              | 57,119,820              | 76,159,760              | 76,159,760                   | 76,159,760              | 76,159,760              | 76,159,760                   | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760                  | 76,159,760                    | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760              | 76,159,760             | 38,079,880             | 0             |
| EXPENDITURE                                      |                                                                | 146 490 000                          |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| Stamp Duty                                       |                                                                | 7,324,500                            | 0                       | 0                       | 0                       | 0                       | ō                            | ō                       | 0                       | 0                            | 0                       | 0                       | 0                       | ō                       | 0                       | ō                           | 0                             | 0                       | ō                       | 0                       | 0                       | 0                       | 0                      | 0                      | 0             |
| Easements etc.<br>Legals Acquisition             |                                                                | 0<br>2,197,350                       | 0                       | 0                       | 0<br>0                  | 0                       | 0                            | 0                       | 0                       | 0                            | 0                       | 0                       | 0                       | 0                       | 0                       | 0                           | 0                             | 0                       | 0                       | 0                       | 0                       | 0                       | 0                      | 0                      | 0             |
| Planning Fee                                     |                                                                | 568,200                              | 0                       | 0                       | 0                       | 0                       | 0                            | 0                       | 0                       | 0                            | 0                       | 0                       | 0                       | 0                       | 0                       | 0                           | 0                             | 0                       | 0                       | 0                       | 0                       | 0                       | 0                      | 0                      | 0             |
| QS<br>Planning Consultant*                       |                                                                | ~/,38/,896<br>3,948,971<br>7,897 943 | 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                               |                                                                | 19,744,857                           | ō                       | 0                       | ō                       | ō                       | ō                            | ő                       | 0                       | ō                            | ō                       | ō                       | ō                       | ō                       | 0                       | ō                           | 0                             | o                       | ő                       | 0                       | ō                       | 0                       | ō                      | ō                      | ō             |
| Build Cost - BCIS Base<br>POTENTIAL CIL          | 2                                                              | 0 6,412,269                          | 7,320,940<br>6,412,269  | 14,641,881<br>6,412,269 | 21,962,821<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269      | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269      | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269     | 29,283,761<br>6,412,269       | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761<br>6,412,269 | 29,283,761             | 14,641,881             | 0             |
| Post CIL s106<br>Contingency                     |                                                                | 0                                    | 125,000                 | 250,000                 | 375,000<br>549,071      | 500,000<br>732,094      | 500,000<br>732,094           | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094           | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094          | 500,000<br>732,094            | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094      | 500,000<br>732,094     | 250,000<br>366,047     | 0             |
| Finance Fees                                     |                                                                | U<br>2 720 000                       | 1,583,714               | 3,167,429               | 4,751,143               | 6,534,858<br>0          | 6,334,858<br>0               | 6,334,858<br>0          | 6,334,858               | 6,334,858                    | 6,334,858<br>0          | 6,334,858<br>0          | 6,334,858<br>0          | 6,334,858               | 6,334,858<br>0          | <sub>15,55</sub> 4,858<br>0 | 6,334,858<br>0                | 6,334,858               | tt,:s:34,858<br>0       | 6,334,858<br>0          | 6,334,858<br>0          | 6,334,858               | 6,334,858<br>0         | 3,16/,429              | 0             |
| Legal and Valuation                              |                                                                | 0                                    | ō                       | 0                       | ō                       | ō                       | ō                            | ō                       | ō                       | ő                            | ō                       | ō                       | ō                       | ō                       | ō                       | ő                           | 0                             | ō                       | ő                       | ő                       | ō                       | ō                       | ō                      | ō                      | ŏ             |
| Agents<br>Legals                                 |                                                                | 0                                    | 571,198<br>95,200       | 1,142,395<br>190,399    | 1,713,595<br>285,599    | 2,284,793<br>380,799    | 2,284,793<br>380,799         | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799         | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799        | 2,284,793<br>380,799          | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799    | 2,284,793<br>380,799   | 1,142,396<br>190,399   | 0             |
| Misc.<br>COSTS BEFORE LAN                        | ID INT AND PROP                                                | 0<br>244,691,745                     | 0<br>16,291,345         | 0<br>26,170,421         | 0<br>36,049,497         | 0<br>45,928,574         | 0<br>45,928,574              | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574              | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574             | 0<br>45,928,574               | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>45,928,574         | 0<br>39,516,305        | 0<br>19,758,152        | 0             |
| For CIL calculation                              |                                                                |                                      |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        |               |
| . ar one calculation                             | Interest                                                       |                                      | 14,681,505              | 15,397,479              | 15,606,761              | 15,278,947              | 14,381,812                   | 13,430,850              | 12,422,830              | 11,354,328                   | 10,221,717              | 9,021,149               | 7,748,546               | 6,399,588               | 4,969,692               | 3,454,003                   | 1,847,371                     | 144,343                 | 0                       | 0                       | 0                       | 0                       | 0                      | 0                      | 0             |
|                                                  | Profit on cost                                                 |                                      |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        | 200,071,000   |
|                                                  | Profit on cost<br>Profit on GDV                                |                                      |                         |                         |                         |                         |                              |                         |                         |                              |                         |                         |                         |                         |                         |                             |                               |                         |                         |                         |                         |                         |                        |                        | 0             |
|                                                  | Profit on cost<br>Profit on GDV<br>Cash Flow<br>Opening Balans | -244,691,745<br>0<br>-244 691 74*    | -11,932,910             | -3,488,020              | 5,463,562               | 14,952,240              | 15,849,374                   | 16,800,336              | 17,808,357              | 18,876,858                   | 20,009,470              | 21,210,038              | 22,482,640              | 23,831,598              | 25,261,494              | 26,777,184                  | 28,383,815                    | 30,086,844              | 30,231,186              | 30,231,186              | 30,231,186              | 30,231,186              | 36,643,455             | 18,321,728             | 0             |

| SITE NAME                                                                                                                                                                                                                    | Site 5                                                                                                            | Large Green 20                                                                                             | )                                                                                           |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            | J                                                                                                                                       |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| INCOME                                                                                                                                                                                                                       | Av Size                                                                                                           | %                                                                                                          | Number                                                                                      |                                                                                                                                          | Price                                                                                                                    | GDV                                                                                                                                       | GIA                                                                                                                                          |                                                                                                                                            | DEVELOPMEN                                                                                                                              | IT COSTS                                                                                                                          |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             | Planning fee ca                                                                                                          | alc .                                                                                                                                     |                                                                                                                      |                                                                                                                     | ſ                                                                                                                   | Build Cost                                                                                                            | /m2                                                                                    |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              | mz                                                                                                                |                                                                                                            | 200                                                                                         |                                                                                                                                          | 1/11/2                                                                                                                   | £                                                                                                                                         | mz                                                                                                                                           |                                                                                                                                            | LAND                                                                                                                                    |                                                                                                                                   |                                                                                                                        | /unit or m2                                                                                                                      | Total                                                                                                                  |                                                                                                                             |                                                                                                                   |                                                                                                                             | Planning app te<br>No dwgs                                                                                               | awgs<br>200                                                                                                                               | rate                                                                                                                 |                                                                                                                     |                                                                                                                     | Over Extra 1                                                                                                          | 1,268                                                                                  | 0.00%                                                                                      |                                                                                             |
| Market Housing                                                                                                                                                                                                               | 101.5                                                                                                             | 65%                                                                                                        | 130                                                                                         |                                                                                                                                          | 4,750                                                                                                                    | 62,700,000                                                                                                                                | 13,200                                                                                                                                       |                                                                                                                                            |                                                                                                                                         | Land<br>Stamp Duty                                                                                                                |                                                                                                                        | 86,437                                                                                                                           | 853,872                                                                                                                | 17,287,439                                                                                                                  |                                                                                                                   |                                                                                                                             | No dwgs under<br>No dwgs over f                                                                                          | 50<br>150                                                                                                                                 | 462<br>138                                                                                                           | 23,100<br>20,700                                                                                                    |                                                                                                                     | Energy<br>Design                                                                                                      | 21                                                                                     |                                                                                            |                                                                                             |
| Shared Ownership                                                                                                                                                                                                             | 77.3                                                                                                              | 10%                                                                                                        | 20                                                                                          |                                                                                                                                          | 3,088                                                                                                                    | 4,770,629                                                                                                                                 | 1,545                                                                                                                                        |                                                                                                                                            |                                                                                                                                         | Easements etc.                                                                                                                    | 00                                                                                                                     | 1 50%                                                                                                                            | 0<br>259 312                                                                                                           | 1 113 184                                                                                                                   |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           | Total                                                                                                                | 43,800                                                                                                              |                                                                                                                     | A&Adpt<br>Over-extra 3                                                                                                | 25<br>1                                                                                |                                                                                            |                                                                                             |
| Affordable Rent                                                                                                                                                                                                              | 77.3                                                                                                              | 25%                                                                                                        | 50                                                                                          |                                                                                                                                          | 1,850                                                                                                                    | 7,146,286                                                                                                                                 | 3,863                                                                                                                                        |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | Small Sites                                                                                                           | o                                                                                      | 0%                                                                                         |                                                                                             |
| Social Rent                                                                                                                                                                                                                  | 77.3                                                                                                              | 0%                                                                                                         | 0                                                                                           |                                                                                                                                          | 1,475                                                                                                                    | 0                                                                                                                                         | 0                                                                                                                                            |                                                                                                                                            | PLANNING                                                                                                                                | Planning Fee                                                                                                                      |                                                                                                                        |                                                                                                                                  | 43,800                                                                                                                 |                                                                                                                             |                                                                                                                   |                                                                                                                             | Stamp duty cal                                                                                                           | lc - Residual                                                                                                                             |                                                                                                                      |                                                                                                                     |                                                                                                                     | Sile Costs                                                                                                            | 190                                                                                    | 15%                                                                                        |                                                                                             |
| Grant and Subsidy                                                                                                                                                                                                            | Shared Owners                                                                                                     | thip                                                                                                       |                                                                                             |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | Architects<br>QS / PM                                                                                                             |                                                                                                                        | 6.00%                                                                                                                            | 1,910,778<br>159,232                                                                                                   |                                                                                                                             |                                                                                                                   |                                                                                                                             | Land payment                                                                                                             |                                                                                                                                           |                                                                                                                      | 17,287,439                                                                                                          |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              | Affordable Ren                                                                                                    | ¢ .                                                                                                        |                                                                                             |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | Planning Consul                                                                                                                   | tants                                                                                                                  | 1.00%                                                                                                                            | 318,463                                                                                                                | 0.000 400                                                                                                                   |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              | Social Kelli                                                                                                      |                                                                                                            |                                                                                             |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | Other Protessio                                                                                                                   | 1.4                                                                                                                    | 2.50%                                                                                                                            | / 90,150                                                                                                               | 3,220,430                                                                                                                   |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| SITE AREA - Not<br>SITE AREA - Gross                                                                                                                                                                                         | 5.71                                                                                                              | ha<br>ha                                                                                                   | 35<br>26                                                                                    | /ha<br>/ha                                                                                                                               |                                                                                                                          | 74,616,914                                                                                                                                | 18,608                                                                                                                                       |                                                                                                                                            | CONSTRUCT                                                                                                                               | ON<br>Build Cost - BCI                                                                                                            | IS Based                                                                                                               | 1.505                                                                                                                            | 28.006.150                                                                                                             |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           | Total                                                                                                                | 853.872                                                                                                             |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| -                                                                                                                                                                                                                            |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | s106 / CIL                                                                                                                        |                                                                                                                        |                                                                                                                                  | 3,140,000                                                                                                              |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| Sales per Quarter                                                                                                                                                                                                            | 0                                                                                                                 |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | Abnormals                                                                                                                         |                                                                                                                        | 2.50%                                                                                                                            | 700,154                                                                                                                | 31,846,304                                                                                                                  |                                                                                                                   |                                                                                                                             | Land payment                                                                                                             | ic - Add Profit                                                                                                                           |                                                                                                                      | 3,657,143                                                                                                           |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| Unit Build Time                                                                                                                                                                                                              | 3                                                                                                                 | Quarters                                                                                                   |                                                                                             |                                                                                                                                          |                                                                                                                          | RUN Residual                                                                                                                              | MACRO ctrlur                                                                                                                                 |                                                                                                                                            | FINANCE                                                                                                                                 |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             | 125,000                                                                                                                  | 0%                                                                                                                                        | 1%<br>3%                                                                                                             |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              |                                                                                                                   | Whole Site                                                                                                 | Per ha NET                                                                                  | Per ha GROSS                                                                                                                             |                                                                                                                          | Cit                                                                                                                                       | sing balance =                                                                                                                               | 0                                                                                                                                          |                                                                                                                                         | Fees                                                                                                                              |                                                                                                                        |                                                                                                                                  | 287,000                                                                                                                |                                                                                                                             |                                                                                                                   |                                                                                                                             | 500,000                                                                                                                  | 3%                                                                                                                                        | 4%                                                                                                                   |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| Atemative Use Value                                                                                                                                                                                                          |                                                                                                                   | 17,287,439                                                                                                 | 3,025,902                                                                                   | 2,268,976                                                                                                                                |                                                                                                                          | RUN CIL MACE                                                                                                                              | RO ctrl+l                                                                                                                                    |                                                                                                                                            |                                                                                                                                         | Legal and Valua                                                                                                                   | tion                                                                                                                   | 6.00%                                                                                                                            | 0                                                                                                                      | 287,000                                                                                                                     |                                                                                                                   |                                                                                                                             | above                                                                                                                    | 4%<br>5%                                                                                                                                  | 5%                                                                                                                   |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| Uplift Plus /                                                                                                                                                                                                                | 20%<br>/ba 450.000                                                                                                | 38,095<br>3,428,571                                                                                        |                                                                                             | 5,000                                                                                                                                    |                                                                                                                          | Cit                                                                                                                                       | osing balance =                                                                                                                              | 0                                                                                                                                          | SALES                                                                                                                                   |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           | Total                                                                                                                | 182,857                                                                                                             |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              | Viability Threshold                                                                                               | 3,657,143                                                                                                  |                                                                                             | 480,000                                                                                                                                  |                                                                                                                          | Check on phasing                                                                                                                          | degs nos                                                                                                                                     |                                                                                                                                            |                                                                                                                                         | Agents                                                                                                                            |                                                                                                                        | 3.0%                                                                                                                             | 2,238,507                                                                                                              |                                                                                                                             |                                                                                                                   |                                                                                                                             | Pre CIL s106                                                                                                             | 2,500                                                                                                                                     | £/ Unit (all)                                                                                                        |                                                                                                                     | ]                                                                                                                   | цт .                                                                                                                  | % GDV                                                                                  |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            | č/m2                                                                                        |                                                                                                                                          |                                                                                                                          | cor                                                                                                                                       | rect                                                                                                                                         |                                                                                                                                            |                                                                                                                                         | Legals<br>Misc.                                                                                                                   |                                                                                                                        | 0.5%                                                                                                                             | 373,085<br>0                                                                                                           | 2,611,592                                                                                                                   | 56,373,948                                                                                                        |                                                                                                                             |                                                                                                                          |                                                                                                                                           | Total                                                                                                                | 500,000                                                                                                             | L                                                                                                                   | L                                                                                                                     | 0.00%                                                                                  | 0                                                                                          |                                                                                             |
| Additional Profit                                                                                                                                                                                                            |                                                                                                                   | 21,226,054                                                                                                 | 1,608                                                                                       |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | _                                                                                                                                 |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             | Post CIL s106                                                                                                            | 2,500                                                                                                                                     | £/ Unit (all)                                                                                                        |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            | Developers Pr                                                                                                                           | % GDV                                                                                                                             |                                                                                                                        | 17.50%                                                                                                                           |                                                                                                                        |                                                                                                                             | 13,057,960                                                                                                        |                                                                                                                             | CIL                                                                                                                      | 200                                                                                                                                       | £/m2<br>Total                                                                                                        | 3,140,000                                                                                                           |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | % GDC                                                                                                                             |                                                                                                                        | 0.00%                                                                                                                            |                                                                                                                        |                                                                                                                             | 0                                                                                                                 |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| RESIDUAL CASH FL                                                                                                                                                                                                             | OW FOR INTERES                                                                                                    | ат                                                                                                         | Year 1                                                                                      |                                                                                                                                          |                                                                                                                          |                                                                                                                                           | Year 2                                                                                                                                       |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   | Year 3                                                                                                                 |                                                                                                                                  |                                                                                                                        |                                                                                                                             | Year 4                                                                                                            |                                                                                                                             |                                                                                                                          |                                                                                                                                           | Year 5                                                                                                               |                                                                                                                     |                                                                                                                     |                                                                                                                       | Year 6                                                                                 |                                                                                            |                                                                                             |
| INCOME                                                                                                                                                                                                                       |                                                                                                                   | Q1                                                                                                         | Q2                                                                                          | Q3                                                                                                                                       | Q4                                                                                                                       | Q1                                                                                                                                        | Q2                                                                                                                                           | Q3                                                                                                                                         | Q4                                                                                                                                      | Q1                                                                                                                                | 92                                                                                                                     | Q3                                                                                                                               | Q4                                                                                                                     | Q1                                                                                                                          | Q2                                                                                                                | Q3                                                                                                                          | Q4                                                                                                                       | Q1                                                                                                                                        | Q2                                                                                                                   | Q3                                                                                                                  | Q4                                                                                                                  | Q1                                                                                                                    | Q2                                                                                     | Q3                                                                                         | Q4                                                                                          |
| UNITS Started<br>Market Housing                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             | 10                                                                                                                                       | 10                                                                                                                       | 12                                                                                                                                        | 12                                                                                                                                           | 12                                                                                                                                         | 12                                                                                                                                      | 12                                                                                                                                | 12                                                                                                                     | 12                                                                                                                               | 12                                                                                                                     | 12                                                                                                                          | 12                                                                                                                | 12                                                                                                                          | 12                                                                                                                       | 12                                                                                                                                        | 12                                                                                                                   | 12                                                                                                                  | 3,752,000                                                                                                           | 3 762 000                                                                                                             | 3,752,000                                                                              | 3 762 000                                                                                  | 0                                                                                           |
| Shared Ownership                                                                                                                                                                                                             |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          | 0                                                                                                                        | ō                                                                                                                                         | ō                                                                                                                                            | 238,531                                                                                                                                    | 238,531                                                                                                                                 | 286,238                                                                                                                           | 286,238                                                                                                                | 286,238                                                                                                                          | 286,238                                                                                                                | 286,238                                                                                                                     | 286,238                                                                                                           | 286,238                                                                                                                     | 286,238                                                                                                                  | 286,238                                                                                                                                   | 286,238                                                                                                              | 286,238                                                                                                             | 286,238                                                                                                             | 286,238                                                                                                               | 286,238                                                                                | 286,238                                                                                    | ō                                                                                           |
| Affordable Rent<br>Social Rent                                                                                                                                                                                               |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 357,314<br>0                                                                                                                               | 357,314<br>0                                                                                                                            | 428,777                                                                                                                           | 428,777                                                                                                                | 428,777                                                                                                                          | 428,777                                                                                                                | 428,777                                                                                                                     | 428,777                                                                                                           | 428,777                                                                                                                     | 428,777                                                                                                                  | 428,777                                                                                                                                   | 428,777                                                                                                              | 428,777                                                                                                             | 428,777                                                                                                             | 428,777                                                                                                               | 428,777                                                                                | 428,777                                                                                    | 0                                                                                           |
| Grant and Subsidy                                                                                                                                                                                                            | MF                                                                                                                | 0                                                                                                          | 0                                                                                           |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 0                                                                                                                                          | 0 3 730 844                                                                                                                             | 0                                                                                                                                 | 0                                                                                                                      | 0                                                                                                                                | 0                                                                                                                      | 0                                                                                                                           | 0                                                                                                                 | 0                                                                                                                           | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                    | 0                                                                                                                   | 0                                                                                                                   | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| - NCON                                                                                                                                                                                                                       |                                                                                                                   | , v                                                                                                        | v                                                                                           | v                                                                                                                                        | v                                                                                                                        | Ť                                                                                                                                         | v                                                                                                                                            | 2,100,040                                                                                                                                  | 3,739,040                                                                                                                               | 1,411,013                                                                                                                         | .,****,010                                                                                                             | 1411,010                                                                                                                         |                                                                                                                        | .,                                                                                                                          | .,417,013                                                                                                         | 1411,010                                                                                                                    |                                                                                                                          |                                                                                                                                           | .,***,010                                                                                                            | .,417,013                                                                                                           |                                                                                                                     |                                                                                                                       |                                                                                        | 7,411,010                                                                                  | v                                                                                           |
| Stamp Duty                                                                                                                                                                                                                   |                                                                                                                   | 853,872                                                                                                    |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Easements etc.                                                                                                                                                                                                               |                                                                                                                   | 0 259 312                                                                                                  |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Planning Fee<br>Architects                                                                                                                                                                                                   |                                                                                                                   | 43,800<br>955,389                                                                                          |                                                                                             | 955,389                                                                                                                                  |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| QS<br>Planning Coopy diastr                                                                                                                                                                                                  |                                                                                                                   | 79,616                                                                                                     |                                                                                             | 79,616                                                                                                                                   |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Other Professional                                                                                                                                                                                                           |                                                                                                                   | 398,079                                                                                                    |                                                                                             | 398,079                                                                                                                                  |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | [                                                                                                                                 |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Build Cost - BCIS Bas                                                                                                                                                                                                        | 50                                                                                                                | 1                                                                                                          | 0                                                                                           | 466,769                                                                                                                                  | 933,538                                                                                                                  | 1,493,661                                                                                                                                 | 1,587,015                                                                                                                                    | 1,680,369                                                                                                                                  | 1,680,369                                                                                                                               | 1,680,369                                                                                                                         | 1,680,369                                                                                                              | 1,680,369                                                                                                                        | 1,680,369                                                                                                              | 1,680,369                                                                                                                   | 1,680,369                                                                                                         | 1,680,369                                                                                                                   | 1,680,369                                                                                                                | 1,680,369                                                                                                                                 | 1,680,369                                                                                                            | 1,680,369                                                                                                           | 1,120,246                                                                                                           | 560,123                                                                                                               | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| s106/CIL                                                                                                                                                                                                                     |                                                                                                                   | 1                                                                                                          | 0                                                                                           | 52,333                                                                                                                                   | 104,667                                                                                                                  | 167,467                                                                                                                                   | 177,933                                                                                                                                      | 188,400                                                                                                                                    | 188,400                                                                                                                                 | 188,400                                                                                                                           | 188,400                                                                                                                | 188,400                                                                                                                          | 188,400                                                                                                                | 188,400                                                                                                                     | 188,400                                                                                                           | 188,400                                                                                                                     | 188,400                                                                                                                  | 188,400                                                                                                                                   | 188,400                                                                                                              | 188,400                                                                                                             | 125,600                                                                                                             | 62,800                                                                                                                | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Abnormals                                                                                                                                                                                                                    |                                                                                                                   |                                                                                                            | 0                                                                                           | 0                                                                                                                                        | 23,336                                                                                                                   | 0                                                                                                                                         | 0                                                                                                                                            | 42,008                                                                                                                                     |                                                                                                                                         | 42,000                                                                                                                            | 0                                                                                                                      | 42,009                                                                                                                           | 42,008                                                                                                                 | 0                                                                                                                           | 0                                                                                                                 | 0                                                                                                                           | 0                                                                                                                        | 42,009                                                                                                                                    | 0                                                                                                                    | 0                                                                                                                   | 0                                                                                                                   | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Finance Fees                                                                                                                                                                                                                 |                                                                                                                   | 287,000                                                                                                    |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         | [                                                                                                                                 |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Legal and Valuation                                                                                                                                                                                                          |                                                                                                                   | 0                                                                                                          |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Agents                                                                                                                                                                                                                       |                                                                                                                   | 0                                                                                                          | 0                                                                                           | 0                                                                                                                                        | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 111,925                                                                                                                                    | 111,925                                                                                                                                 | 134,310                                                                                                                           | 134,310                                                                                                                | 134,310                                                                                                                          | 134,310                                                                                                                | 134,310                                                                                                                     | 134,310                                                                                                           | 134,310                                                                                                                     | 134,310                                                                                                                  | 134,310                                                                                                                                   | 134,310                                                                                                              | 134,310                                                                                                             | 134,310                                                                                                             | 134,310                                                                                                               | 134,310                                                                                | 134,310                                                                                    | 0                                                                                           |
| Legals<br>Misc                                                                                                                                                                                                               |                                                                                                                   | 0                                                                                                          | 0                                                                                           | 0                                                                                                                                        | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 18,654                                                                                                                                     | 18,654                                                                                                                                  | 22,385                                                                                                                            | 22,385                                                                                                                 | 22,385                                                                                                                           | 22,385                                                                                                                 | 22,385                                                                                                                      | 22,385                                                                                                            | 22,385                                                                                                                      | 22,385                                                                                                                   | 22,385                                                                                                                                    | 22,385                                                                                                               | 22,385                                                                                                              | 22,385                                                                                                              | 22,385                                                                                                                | 22,385                                                                                 | 22,385                                                                                     | 0                                                                                           |
| COSTS BEFORE LA                                                                                                                                                                                                              | ND INT AND PRO                                                                                                    | 3,036,299                                                                                                  | 0                                                                                           | 2,123,087                                                                                                                                | 1,061,543                                                                                                                | 1,698,470                                                                                                                                 | 1,804,624                                                                                                                                    | 2,041,358                                                                                                                                  | 2,041,358                                                                                                                               | 2,067,474                                                                                                                         | 2,067,474                                                                                                              | 2,067,474                                                                                                                        | 2,067,474                                                                                                              | 2,067,474                                                                                                                   | 2,067,474                                                                                                         | 2,067,474                                                                                                                   | 2,067,474                                                                                                                | 2,067,474                                                                                                                                 | 2,057,474                                                                                                            | 2,067,474                                                                                                           | 1,430,548                                                                                                           | 793,622                                                                                                               | 156,696                                                                                | 156,696                                                                                    | 0                                                                                           |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| For Residual Valuatio                                                                                                                                                                                                        | on Land                                                                                                           | 17,287,439                                                                                                 | 204.055                                                                                     | 202.422                                                                                                                                  | 245.047                                                                                                                  | 257 000                                                                                                                                   | 200.044                                                                                                                                      | 404.054                                                                                                                                    |                                                                                                                                         | 202.044                                                                                                                           | 202 700                                                                                                                | 222.055                                                                                                                          | 200.002                                                                                                                | 200.272                                                                                                                     | 227.400                                                                                                           | 204 522                                                                                                                     | 474 500                                                                                                                  | 437.030                                                                                                                                   | 400.005                                                                                                              | co 370                                                                                                              | 24.475                                                                                                              |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
|                                                                                                                                                                                                                              | Profit on Costs                                                                                                   |                                                                                                            | 304,856                                                                                     | 309,429                                                                                                                                  | 345,917                                                                                                                  | 367,029                                                                                                                                   | 398,011                                                                                                                                      | 431,051                                                                                                                                    | 412,174                                                                                                                                 | 393,014                                                                                                                           | 362,766                                                                                                                | 332,065                                                                                                                          | 300,903                                                                                                                | 269,273                                                                                                                     | 237,169                                                                                                           | 204,583                                                                                                                     | 171,509                                                                                                                  | 137,939                                                                                                                                   | 103,865                                                                                                              | 69,279                                                                                                              | 34,175                                                                                                              | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 13,057,960                                                                                  |
|                                                                                                                                                                                                                              | Profit on GDV                                                                                                     |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            | 0                                                                                           |
|                                                                                                                                                                                                                              | Cash Flow                                                                                                         | -20,323,737                                                                                                | -304,856                                                                                    | -2,432,516                                                                                                                               | -1,407,460                                                                                                               | -2,065,498                                                                                                                                | -2,202,635                                                                                                                                   | 1,258,437                                                                                                                                  | 1,277,314                                                                                                                               | 2,016,527                                                                                                                         | 2,046,775                                                                                                              | 2,077,476                                                                                                                        | 2,108,639                                                                                                              | 2,140,268                                                                                                                   | 2,172,372                                                                                                         | 2,204,958                                                                                                                   | 2,238,032                                                                                                                | 2,271,603                                                                                                                                 | 2,305,677                                                                                                            | 2,340,262                                                                                                           | 3,012,292                                                                                                           | 3,683,393                                                                                                             | 4,320,319                                                                              | 4,320,319                                                                                  | -13,057,960                                                                                 |
|                                                                                                                                                                                                                              | Closing Balance                                                                                                   | -20,323,737                                                                                                | -20,628,594                                                                                 | -23,061,109                                                                                                                              | -24,468,569                                                                                                              | -26,534,068                                                                                                                               | -28,736,702                                                                                                                                  | -27,478,265                                                                                                                                | -26,200,951                                                                                                                             | -24,184,424                                                                                                                       | -22,137,649                                                                                                            | -20,060,173                                                                                                                      | -17,951,535                                                                                                            | -15,811,266                                                                                                                 | -13,638,894                                                                                                       | -11,433,937                                                                                                                 | -9,195,905                                                                                                               | -6,924,302                                                                                                                                | -4,618,625                                                                                                           | -2,278,354                                                                                                          | 733,928                                                                                                             | 4,417,321                                                                                                             | 8,737,641                                                                              | 13,057,960                                                                                 | 0                                                                                           |
|                                                                                                                                                                                                                              |                                                                                                                   |                                                                                                            |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| CASH FLOW FOR CI                                                                                                                                                                                                             | IL ADDITIONAL PR                                                                                                  | OFIT                                                                                                       | Year 1                                                                                      | 02                                                                                                                                       |                                                                                                                          | ~                                                                                                                                         | Year 2                                                                                                                                       | <u> </u>                                                                                                                                   | 01                                                                                                                                      | 64                                                                                                                                | Year 3                                                                                                                 | 62                                                                                                                               | C*                                                                                                                     | 01                                                                                                                          | Year 4                                                                                                            | ~                                                                                                                           |                                                                                                                          | 64                                                                                                                                        | Year 5                                                                                                               | 07                                                                                                                  |                                                                                                                     | 64                                                                                                                    | Year 6                                                                                 | 02                                                                                         | 64                                                                                          |
| INCOME                                                                                                                                                                                                                       | As Above                                                                                                          | u1                                                                                                         | ų2                                                                                          | цз                                                                                                                                       | U4                                                                                                                       | u                                                                                                                                         | ųz                                                                                                                                           | 43                                                                                                                                         | 44                                                                                                                                      | u                                                                                                                                 | 42                                                                                                                     | <b>U</b> 3                                                                                                                       | 44                                                                                                                     | u1                                                                                                                          | 42                                                                                                                | 43                                                                                                                          | U4                                                                                                                       | uı                                                                                                                                        | 42                                                                                                                   | 43                                                                                                                  | 44                                                                                                                  | u1                                                                                                                    | <b>U</b> 2                                                                             | us.                                                                                        | Q4                                                                                          |
| INCOM                                                                                                                                                                                                                        | ME                                                                                                                | 0                                                                                                          | 0                                                                                           | 0                                                                                                                                        | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 3,730,846                                                                                                                                  | 3,730,846                                                                                                                               | 4,477,015                                                                                                                         | 4,477,015                                                                                                              | 4,477,015                                                                                                                        | 4,477,015                                                                                                              | 4,477,015                                                                                                                   | 4,477,015                                                                                                         | 4,477,015                                                                                                                   | 4,477,015                                                                                                                | 4,477,015                                                                                                                                 | 4,477,015                                                                                                            | 4,477,015                                                                                                           | 4,477,015                                                                                                           | 4,477,015                                                                                                             | 4,477,015                                                                              | 4,477,015                                                                                  | 0                                                                                           |
| EXPENDITURE                                                                                                                                                                                                                  |                                                                                                                   | 2 667 142                                                                                                  |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Land                                                                                                                                                                                                                         |                                                                                                                   | 3,657,143                                                                                                  |                                                                                             |                                                                                                                                          |                                                                                                                          |                                                                                                                                           |                                                                                                                                              |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   |                                                                                                                             |                                                                                                                          |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     | 1                                                                                                                     |                                                                                        |                                                                                            |                                                                                             |
| Stamp Duty<br>Easements etc.                                                                                                                                                                                                 |                                                                                                                   | 182,857                                                                                                    | 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                                                                                                                                                                                                           |                                                                                                                   | 54,857                                                                                                     | 0                                                                                           | 0                                                                                                                                        | 0                                                                                                                        | ō                                                                                                                                         | 0                                                                                                                                            | 0                                                                                                                                          | ō                                                                                                                                       | 0                                                                                                                                 | ō                                                                                                                      | 0                                                                                                                                | 0                                                                                                                      | ō                                                                                                                           | ō                                                                                                                 | 0                                                                                                                           | ō                                                                                                                        | 0                                                                                                                                         | ō                                                                                                                    | ō                                                                                                                   | ō                                                                                                                   | ō                                                                                                                     | 0                                                                                      | ō                                                                                          | ō                                                                                           |
| Planning Fee                                                                                                                                                                                                                 |                                                                                                                   | 43,800                                                                                                     | 0                                                                                           | 0                                                                                                                                        | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 0                                                                                                                                          | 0                                                                                                                                       | 0                                                                                                                                 | 0                                                                                                                      | 0                                                                                                                                | 0                                                                                                                      | 0                                                                                                                           | 0                                                                                                                 | 0                                                                                                                           | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                    | 0                                                                                                                   | 0                                                                                                                   | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Architects<br>QS                                                                                                                                                                                                             |                                                                                                                   | 955,389<br>79,616                                                                                          | 0                                                                                           | 955,389<br>79,616                                                                                                                        | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 0                                                                                                                                          | 0                                                                                                                                       | 0                                                                                                                                 | 0                                                                                                                      | 0                                                                                                                                | 0                                                                                                                      | 0                                                                                                                           | 0                                                                                                                 | 0                                                                                                                           | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                    | 0                                                                                                                   | 0                                                                                                                   | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Planning Consultants                                                                                                                                                                                                         |                                                                                                                   |                                                                                                            | -                                                                                           | 159,232                                                                                                                                  | 0                                                                                                                        | ō                                                                                                                                         | ō                                                                                                                                            | ō                                                                                                                                          | ō                                                                                                                                       | 0                                                                                                                                 | 0                                                                                                                      | 0                                                                                                                                | õ                                                                                                                      | 0                                                                                                                           | 0                                                                                                                 | õ                                                                                                                           | ō                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                    | 0                                                                                                                   | ō                                                                                                                   | ő                                                                                                                     | ō                                                                                      | ō                                                                                          | ō                                                                                           |
|                                                                                                                                                                                                                              |                                                                                                                   | 159,232                                                                                                    | 0                                                                                           |                                                                                                                                          | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                                            | 0                                                                                                                                          | 0                                                                                                                                       | 0                                                                                                                                 | 0                                                                                                                      | 0                                                                                                                                | 0                                                                                                                      | 0                                                                                                                           | 0                                                                                                                 | 0                                                                                                                           | 0                                                                                                                        | 0                                                                                                                                         | 0                                                                                                                    | 0                                                                                                                   | 0                                                                                                                   | 0                                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional                                                                                                                                                                                                           |                                                                                                                   | 159,232<br>398,079                                                                                         | 0                                                                                           | 398,079                                                                                                                                  |                                                                                                                          |                                                                                                                                           | -                                                                                                                                            |                                                                                                                                            |                                                                                                                                         |                                                                                                                                   |                                                                                                                        |                                                                                                                                  |                                                                                                                        |                                                                                                                             |                                                                                                                   | 4 000 000                                                                                                                   | 1,680,369                                                                                                                |                                                                                                                                           |                                                                                                                      |                                                                                                                     |                                                                                                                     |                                                                                                                       |                                                                                        |                                                                                            |                                                                                             |
| Other Professional<br>Build Cost - BCIS Bas                                                                                                                                                                                  | 50                                                                                                                | 159,232<br>398,079<br>0                                                                                    | 0                                                                                           | 398,079<br>466,769                                                                                                                       | 933,538                                                                                                                  | 1,493,661                                                                                                                                 | 1,587,015                                                                                                                                    | 1,680,369                                                                                                                                  | 1,680,369                                                                                                                               | 1,680,369                                                                                                                         | 1,680,369                                                                                                              | 1,680,369                                                                                                                        | 1,680,369                                                                                                              | 1,680,369                                                                                                                   | 1,680,369                                                                                                         | 1,650,369                                                                                                                   | 1.415.070                                                                                                                | 1,680,369                                                                                                                                 | 1,680,369                                                                                                            | 1,680,369                                                                                                           | 1,120,246                                                                                                           | 560,123                                                                                                               | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL s106                                                                                                                                                | 50                                                                                                                | 159,232<br>398,079<br>0                                                                                    | 0                                                                                           | 398,079<br>466,769<br>1,415,070                                                                                                          | 933,538<br>1,415,070                                                                                                     | 1,493,661<br>1,415,070<br>25,000                                                                                                          | 1,587,015<br>1,415,070<br>25,000                                                                                                             | 1,680,369<br>1,415,070<br>30,000                                                                                                           | 1,680,369<br>1,415,070<br>30,000                                                                                                        | 1,680,369<br>1,415,070<br>30,000                                                                                                  | 1,680,369<br>1,415,070<br>30,000                                                                                       | 1,680,369<br>1,415,070<br>30,000                                                                                                 | 1,680,369<br>1,415,070<br>30,000                                                                                       | 1,680,369<br>1,415,070<br>30,000                                                                                            | 1,680,369<br>1,415,070<br>30,000                                                                                  | 1,415,070 30,000                                                                                                            | 1,415,070<br>30,000                                                                                                      | 1,680,369<br>1,415,070<br>30,000                                                                                                          | 1,680,369<br>30,000                                                                                                  | 1,680,369                                                                                                           | 1,120,246                                                                                                           | 560,123<br>30,000                                                                                                     | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals                                                                                                                    | 50                                                                                                                | 159,232<br>398,079<br>0<br>0                                                                               | 0<br>0<br>0                                                                                 | 398,079<br>466,769<br>1,415,070<br>11,669<br>0                                                                                           | 933,538<br>1,415,070<br>23,338<br>0                                                                                      | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0                                                                                           | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0                                                                                              | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                            | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                   | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                             | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                   | 1,415,070<br>30,000<br>42,009<br>0                                                                                          | 1,415,070<br>30,000<br>42,009<br>0                                                                                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                           | 1,680,369<br>30,000<br>42,009<br>0                                                                                   | 1,680,369<br>30,000<br>42,009<br>0                                                                                  | 1,120,246<br>30,000<br>28,006<br>0                                                                                  | 560,123<br>30,000<br>14,003<br>0                                                                                      | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals                                                                                                                    | 50                                                                                                                | 159,232<br>398,079<br>0<br>0                                                                               | 0                                                                                           | 398,079<br>466,769<br>1,415,070<br>11,669<br>0                                                                                           | 933,538<br>1,415,070<br>23,338<br>0                                                                                      | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0                                                                                           | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0                                                                                              | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                            | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                   | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                             | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                   | 1,680,389<br>1,415,070<br>30,000<br>42,009<br>0                                                                             | 1,415,070<br>30,000<br>42,009<br>0                                                                                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0                                                                                           | 1,680,369<br>30,000<br>42,009<br>0                                                                                   | 1,680,369<br>30,000<br>42,009<br>0                                                                                  | 1,120,246<br>30,000<br>28,006<br>0                                                                                  | 560,123<br>30,000<br>14,003<br>0                                                                                      | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation                                                                             | 50                                                                                                                | 0<br>0<br>287,000<br>0                                                                                     |                                                                                             | 398,079<br>466,769<br>1,415,070<br>11,669<br>0<br>0<br>0                                                                                 | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0                                                                            | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0                                                                                 | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0                                                                                    | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                               | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                              | 1,680,389<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0                                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                   | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0                                                    | 1,680,389<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                   | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                             | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0                                                                                 | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>0                                                                         | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>0                                                                        | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>0                                                                        | 560,123<br>30,000<br>14,003<br>0<br>0<br>0                                                                            | 0                                                                                      | 0                                                                                          | 0                                                                                           |
| Other Professional<br>Build Cost - 8CIS Bas<br>POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents                                                                   | 50                                                                                                                | 159,232<br>398,079<br>0<br>0<br>287,000<br>0                                                               |                                                                                             | 398,079<br>466,769<br><b>1,415,070</b><br>11,669<br>0<br>0<br>0<br>0                                                                     | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0                                                                            | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0                                                                            | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0                                                                               | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925                                                                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>111,925                                                               | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                              | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                   | 1,680,389<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                             | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                   | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                              | 1,680,389<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                        | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310                                                                      | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310                                                                   | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310                                                                  | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310                                                                  | 30,000<br>14,003<br>0<br>0<br>134,310                                                                                 | 0<br>0<br>0<br>0<br>134,310                                                            | 0<br>0<br>0<br>0<br>134,310                                                                | 0<br>0<br>0<br>0                                                                            |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormate<br>Finance Rees<br>Legal and Valuation<br>Agents<br>Legals                                                         | se                                                                                                                | 159,232<br>398,079<br>0<br>0<br>287,000<br>0<br>0                                                          |                                                                                             | 398,079<br>466,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0                                                                       | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0                                                                       | 1,493,561<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0                                                                       | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0                                                                          | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>111,925<br>18,654                                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654                                                          | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385                                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385                                                   | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385                                         | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385                                              | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385                                         | 1,680,383<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385                                              | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385                                                             | 1,680,369<br>1,415,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385                                                                      | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385                                                         | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385                                                        | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385                                                        | 30,000<br>14,003<br>0<br>0<br>134,310<br>22,385                                                                       | 0<br>0<br>0<br>0<br>134,310<br>22,385                                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385                                                      | 0                                                                                           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL : 106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAI                           | SE<br>IND INT AND PROJ                                                                                            | 159,232<br>398,079<br>0<br>0<br>287,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>0<br>0<br>0<br>0<br>0                                                                  | 398,079<br>486,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028                                           | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                            | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                      | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                              | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                           | 1,485,388<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                               | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,999,074                                       | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,999,074                                      | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385<br>0<br>1,334,948                                      | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br>760,822                                            | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                      | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                        |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL CIL<br>Post CIL-106<br>Corringency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAI                             | se<br>IND INT AND PROJ                                                                                            | 159,232<br>398,079<br>0<br>287,000<br>0<br>0<br>287,000<br>0<br>0<br>5,817,972                             | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 398,079<br>466,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0    | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028                                           | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                      | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br><b>3,324,144</b>                                       | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                           | 1,680,380<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                               | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074                                       | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074                                      | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385<br>0<br>1,334,948                                      | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br>760,822                                            | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                      | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                     |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTUL CIL<br>POSI CIL s106<br>Contrigency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LA<br>For CIL calculation       | so<br>IND INT AND PROJ                                                                                            | 159,232<br>398,079<br>0<br>287,000<br>0<br>0<br>287,000<br>0<br>0<br>5,817,972                             |                                                                                             | 398,079<br>466,769<br>1,415,070<br>11,569<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>2,371,947                                 | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>2,971,073                                                     | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0    | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>1111,925<br>18,654<br>0<br>3,296,028                                          | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028                                        | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                            | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                            | 1,680,369<br>1,415,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                      | 1,680,363<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                       | 1,415,070<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                 | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br><b>3,324,144</b>                                    | 1,415,070<br>30,000<br>42,009<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                                                 | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074                                       | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,38<br>0<br>1,909,074                                       | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385<br>0<br>1,334,948                                      | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br><b>760,822</b>                                     | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,695                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                      | 0                                                                                           |
| Other Professional<br>Build Coxt - BCIS Back<br>POTENTIAL CliL<br>Prox CIL 4106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Magents<br>COSTS BEFORE LAI<br>For CIL calculation | se<br>IND INT AND PROI<br>Inferest<br>Profit on cost                                                              | 159,232<br>398,079<br>0<br>0<br>287,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>5,817,972                    | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 398,079<br>465,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>3,485,824<br>88,579                                                | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0<br>0<br>0<br>2,371,947<br>142,195                                     | 1,493,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>2,971,073<br>179,907                                          | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>227,171                       | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>276,580                                | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>274,237                                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>271,858                            | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>258,643                 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>245,230                           | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>231,615                 | 1,680,369<br>1,415,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>217,796                           | 1,680,363<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>203,770            | 1,415,077<br>1,415,077<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>189,534                      | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                           | 1,415,070<br>30,000<br>42,009<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                                                 | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,999,074<br>145,530                            | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074<br>109,194                           | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>23,385<br>0<br>1,334,948<br>72,312                            | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br><b>760,822</b><br>26,266                           | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                      | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               |
| Other Professional<br>Build Cod+ BCIS Bas<br>POTENTIAL LIPOS CILLe106<br>Contingency<br>Ahorumals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LA<br>For CIL calculation              | se<br>IND INT AND PROI<br>Interest<br>Profit on cost<br>Profit on CDV                                             | 159,232<br>396,079<br>0<br>0<br>287,000<br>0<br>0<br>0<br>0<br>0<br>5,817,972                              | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 336,079<br>465,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>3,485,824<br>88,579                            | 933,538<br>1,415,070<br>23,338<br>0<br>0<br>0<br>0<br>0<br>2,371,947<br>142,195                                          | 1,423,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0    | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>276,580                                | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>274,237                        | 1,680,369<br>1,415,0770<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br><b>3,324,144</b><br>271,858                    | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>258,643            | 1,680,389<br>1,445,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>245,230                                | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,36<br>3,324,144<br>231,615                  | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br><b>3,324,144</b><br>217,796               | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>203,770            | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                              | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144                                           | 1,680,383<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>160,417                                    | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,999,074<br>145,530                            | 1,680,389<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074<br>109,194                           | 1,120,246<br>30,000<br>28,006<br>0<br>134,310<br>22,385<br>0<br>1,334,948<br>72,312                                 | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br><b>760,822</b><br>26,266                           | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                  | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696                                      | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0           |
| Other Professional<br>Build Cost - BCIS Bas<br>POTENTIAL LISE<br>Contingency<br>Abnormals<br>Finance Rees<br>Legal and Valuation<br>Agents<br>Legal Mac<br>COST & BEFORE LAI<br>For CIL calculation                          | se<br>Interest<br>Prefit on cost<br>Prefit on Cost                                                                | 159,222<br>398,079<br>0<br>0<br>287,000<br>0<br>0<br>0<br>0<br>5,817,972<br>-6,817,972                     | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>87,270                                                   | 386,079<br>466,769<br>14,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>3,485,824<br>88,579<br>-3,574,402        | 933,538<br>1,415,070<br>2,3,338<br>0<br>0<br>0<br>0<br>0<br>2,371,947<br>142,195                                         | 1,433,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>2,971,973<br>179,907<br>-3,150,980                       | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>3,066,761<br>2227,171                             | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,928<br>276,580                           | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>274,237<br>158,581        | 1,680,369<br>1,445,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>271,858<br>881,013                 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>258,643<br>894,228 | 1,680,389<br>1,445,670<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>245,230                                | 1,680,369<br>1,415,070<br>30,000<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>231,615<br>921,256                | 1,480,389<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>217,796                      | 1,680,369<br>1,415,070<br>30,000<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>203,770<br>949,101           | 1,445,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>189,534<br>963,337                   | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>175,083<br>977,787                | 1,160,369<br>1,415,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>160,417<br>992,454                              | 1,680,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074<br>145,530<br>2,422,411               | 1,680,389<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074<br>109,194<br>2,458,747              | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385<br>0<br>1,334,948<br>72,312<br>72,312<br>3,069,755     | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br><b>760,822</b><br>26,266<br>3,689,927              | 0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>155,696<br>0<br>4,320,319                | 0<br>0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>156,696<br>0<br>4,320,319               | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 |
| Other Professional<br>Build Cost - BCIS Blas<br>POTENTIAL L106<br>Conringency<br>Abnormals<br>Finance Rees<br>Legal and Valuation<br>Agents<br>Legals<br>Mac.<br>COSTS BEFORE LAI<br>For CIL calculation                     | se<br>ND INT AND PRO<br>Profit on GDV<br>Profit on GDV<br>Opening Babance<br>Coloring Babance<br>Coloring Babance | 159,222<br>398,079<br>0<br>0<br>287,000<br>0<br>0<br>287,000<br>0<br>0<br>0<br>5,817,972<br>0<br>5,817,972 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>87,270<br>-5,905,242                                     | 336,079<br>466,769<br>1,415,070<br>11,669<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 933,538<br>1,415,070<br>2,3,338<br>0<br>0<br>0<br>0<br>0<br>0<br>2,371,947<br>142,195<br>-2,514,142<br>-11,993,786       | 1,423,661<br>1,415,070<br>25,000<br>37,342<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>2,971,973<br>179,907<br>-3,150,980<br>-15,144,766        | 1,587,015<br>1,415,070<br>25,000<br>39,675<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>3,066,761<br>2227,171<br>3,293,932<br>-18,438,698 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>3,298,028<br>276,580<br>156,237<br>-18,282,461 | 1,680,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>0<br>0<br>111,925<br>18,654<br>0<br>274,237<br>158,581<br>-18,123,880 | 1,680,389<br>1,445,070<br>330,070<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>271,858<br>881,013<br>-17,242,868 | 1,680,369<br>1,415,070<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>258,643<br>894,228<br>-16,348,640 | 1,680,263<br>1,445,070<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>245,230<br>907,641<br>-15,440,998 | 1,680,369<br>1,415,577<br>30,000<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>231,615<br>921,256<br>-14,519,743 | 1,883,389<br>1,415,070<br>30,000<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>217,796<br>935,075<br>-13,584,668 | 1,680,389<br>1,415,070<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>203,770<br>949,101<br>-12,635,567 | 1,860,369<br>1,445,070<br>0<br>0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>189,534<br>963,337<br>-11,672,230 | 1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>175,083<br>977,787<br>-10,694,442 | 1,860,369<br>1,415,070<br>30,000<br>42,009<br>0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>3,324,144<br>160,417<br>992,454<br>-9,701,988 | 1,880,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,999,074<br>145,530<br>2,422,411<br>-7,279,577 | 1,880,369<br>30,000<br>42,009<br>0<br>0<br>134,310<br>22,385<br>0<br>1,909,074<br>109,194<br>2,458,747<br>4,820,829 | 1,120,246<br>30,000<br>28,006<br>0<br>0<br>134,310<br>22,385<br>0<br>1,334,948<br>72,312<br>3,069,755<br>4,1751,074 | 560,123<br>30,000<br>14,003<br>0<br>0<br>134,310<br>22,385<br>0<br><b>766,822</b><br>26,266<br>3,689,927<br>1,938,853 | 0<br>0<br>0<br>0<br>134,310<br>22,386<br>0<br><b>156,696</b><br>4,320,319<br>6,259,172 | 0<br>0<br>0<br>0<br>0<br>134,310<br>22,385<br>0<br>155,696<br>0<br>4,320,319<br>10,579,481 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 |

SITE NAME Site 5 Large Green 200

Base Site 5

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | SITE NAME                                                                                                                                                                                                                                                                                                                                                                       | Site 6                           | Medium Green 4    | 40           |                   |                   |                              |                   |                   | ]                    |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
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|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | INCOME                                                                                                                                                                                                                                                                                                                                                                          | Av Size                          | %                 | Number       |                   | Price             | GDV                          | GIA<br>m2         |                   | DEVELOPMEN           | NT COSTS                       |                      |                       |                                         |           |              |           | Planning fee ca                | alic durat     | mto                    |             |               | Build Cost                                | /m2            |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Market Housing                                                                                                                                                                                                                                                                                                                                                                  | 102.3                            | 65%               | 40           |                   | 4,850             | 12,901,000                   | 2,660             |                   | LAND                 | Land                           |                      | /unit or m2<br>97,280 | Total                                   | 3,891,184 |              |           | No dwgs<br>No dwgs under       | 40<br>40       | 462                    | 18,480      |               | Over Extra 1<br>Energy                    | 0              | 0.00%     |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Shared Ownership                                                                                                                                                                                                                                                                                                                                                                | 76.7                             | 10%               | 4            |                   | 3,153             | 967,367                      | 307               |                   |                      | Stamp Duty<br>Easements etc.   |                      |                       | 184,059<br>0                            |           |              |           | No dwgs over !                 | 0              | 138<br>Total           | 0<br>18,480 |               | Design<br>A&Adpt                          | 0<br>25        |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Affordable Rent                                                                                                                                                                                                                                                                                                                                                                 | 76.7                             | 25%               | 10           |                   | 1,850             | 1,419,214                    | 767               |                   |                      | Legals Acquisiti               | on                   | 1.50%                 | 58,368                                  | 242,427   |              |           |                                |                |                        |             |               | Over-extra 3<br>Small Sites<br>Site Costs | 1 0 190        | 0%        |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Social Rent                                                                                                                                                                                                                                                                                                                                                                     | 76.7                             | 0%                | 0            |                   | 1,475             | 0                            | 0                 |                   | , counto             | Planning Fee<br>Architects     |                      | 6.00%                 | 18,480<br>383,165                       |           |              |           | Stamp duty cal<br>Land payment | c - Residual   |                        | 3,891,184   |               | one coata                                 | 1,503          | 15.4      |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Grant and Subsidy                                                                                                                                                                                                                                                                                                                                                               | Shared Owners<br>Affordable Ren  | hip<br>t          |              |                   | 0                 | 0                            |                   |                   |                      | QS / PM<br>Planning Consul     | tants                | 0.50%                 | 31,930<br>63,861                        |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                 | Social Rent                      | ka.               | 25           | the second        | 0                 | 15 297 591                   | 3 734             |                   | CONSTRUCT            | Other Professio                | nal                  | 2.50%                 | 159,652                                 | 657,088   |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | SITE AREA - Gross                                                                                                                                                                                                                                                                                                                                                               | 1.14                             | ha                | 30           | /ha               |                   | 15,267,361                   | 3,734             |                   | CONSTRUCT            | Build Cost - BCI<br>s106 / CIL | IS Based             | 1,503                 | 5,613,733<br>632.000                    |           |              |           |                                |                | Total                  | 184,059     |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Sales per Quarter                                                                                                                                                                                                                                                                                                                                                               | 0                                |                   |              |                   |                   |                              |                   |                   |                      | Contingency<br>Abnormals       |                      | 2.50%                 | 140,343<br>0                            | 6,386,076 |              |           | Stamp duty cal<br>Land payment | c - Add Profit |                        | 609,524     |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Unit Build Time                                                                                                                                                                                                                                                                                                                                                                 | 3                                | Quarters          | Date NET     | Der bei CROSS     |                   | RUN Residual M               | ACRO ctrl+r       |                   | FINANCE              | <b>F</b>                       |                      |                       | 404 000                                 |           |              |           | 125,000<br>250,000             | 0%<br>1%       | 1%<br>3%               |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Residual Land Value<br>Alternative Use Value                                                                                                                                                                                                                                                                                                                                    |                                  | 3,891,184         | 3,404,786    | 3,064,308         |                   | RUN CIL MACRO                | D ctrl+l          |                   |                      | Interest<br>Legal and Valua    | tion                 | 6.00%                 | 0                                       | 101.000   |              |           | 1,000,000<br>above             | 4%             | 5%<br>5%               |             |               |                                           |                |           |              |  |  |
| Impact disc                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Uplift<br>Plus                                                                                                                                                                                                                                                                                                                                                                  | 20%<br>/ha 450,000               | 6,349<br>571,429  |              | 5,000<br>450,000  |                   | Closi                        | ing balance = 0   |                   | SALES                |                                |                      |                       |                                         |           |              |           |                                |                | Total                  | 30,476      |               |                                           |                |           |              |  |  |
| The second state                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                 | Viability Threshold              | 609,524           |              | 480,000           |                   | Check on phasing ch<br>corre | egs nos<br>ect    |                   |                      | Agents<br>Legals               |                      | 3.0%<br>0.5%          | 458,627<br>76,438                       |           |              |           | Pre CiL s106                   | 2,500          | 2/ Unit (all)<br>Fotal | 100,000     |               | LIT                                       | % GDV<br>0.00% | 0         |              |  |  |
| <th by="" colspan="2" of="" of<="" part="" td="" the=""><td>Additional Profit</td><td></td><td>4,594,579</td><td>E/m2<br/>1,727</td><td>l</td><td></td><td></td><td></td><td></td><td>Dowologour Pr</td><td>Misc.</td><td></td><td></td><td>0</td><td>535,065</td><td>11,812,840</td><td></td><td>Post CIL s106</td><td>2,500</td><td>E/ Unit (all)</td><td></td><td></td><td></td><td></td><td></td><td></td></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <td>Additional Profit</td> <td></td> <td>4,594,579</td> <td>E/m2<br/>1,727</td> <td>l</td> <td></td> <td></td> <td></td> <td></td> <td>Dowologour Pr</td> <td>Misc.</td> <td></td> <td></td> <td>0</td> <td>535,065</td> <td>11,812,840</td> <td></td> <td>Post CIL s106</td> <td>2,500</td> <td>E/ Unit (all)</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> |                                  | Additional Profit |              | 4,594,579         | E/m2<br>1,727     | l                            |                   |                   |                      |                                | Dowologour Pr        | Misc.                 |                                         |           | 0            | 535,065   | 11,812,840                     |                | Post CIL s106          | 2,500       | E/ Unit (all) |                                           |                |           |              |  |  |
| Note         Note        Note        Note        N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                 |                                  |                   |              |                   |                   |                              |                   |                   |                      | % GDV<br>% GDC                 |                      | 17.50%<br>0.00%       |                                         |           | 2,675,327    |           |                                |                | Total                  | 632,000     |               |                                           |                |           |              |  |  |
| Note with the set of                                                                                                                                                                                                                                                                                                                                                                                                                                               | RESIDUAL CASH FL                                                                                                                                                                                                                                                                                                                                                                | OW FOR INTERES                   | 01                | Year 1<br>Q2 | Q3                | Q4                | Q1                           | Year 2<br>Q2      | Q3                | Q4                   | Q1                             | Year 3<br>Q2         | Q3                    | Q4                                      | Q1        | Year 4<br>Q2 | Q3        | Q4                             | Q1             | Year 5<br>Q2           | Q3          | Q4            | Q1                                        | Year 6<br>Q2   | Q3        | Q4           |  |  |
| Image: state is a set of                                                                                                                                                                                                                                                                                                                                                                                                                                               | INCOME<br>UNITS Started                                                                                                                                                                                                                                                                                                                                                         |                                  |                   |              | 10                | 10                | 10                           | 10                |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Market Housing<br>Shared Ownership                                                                                                                                                                                                                                                                                                                                              |                                  |                   |              |                   | 0                 | 0                            | 0                 | 3,225,250 241,842 | 3,225,250<br>241,842 | 3,225,250 241,842              | 3,225,250<br>241,842 | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Social Rent<br>Grant and Subsidy                                                                                                                                                                                                                                                                                                                                                |                                  |                   |              |                   | 0                 | 0                            | 0                 | 0                 | 0                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | INCO                                                                                                                                                                                                                                                                                                                                                                            | ME                               | 0                 | 0            | 0                 | 0                 | 0                            | 0                 | 3,821,895         | 3,821,895            | 3,821,895                      | 3,821,895            | Ö                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | EXPENDITURE<br>Stamp Duty                                                                                                                                                                                                                                                                                                                                                       |                                  | 184,059           |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Legals Acquisition                                                                                                                                                                                                                                                                                                                                                              |                                  | 58,368            |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Planning Fee<br>Architects                                                                                                                                                                                                                                                                                                                                                      |                                  | 18,480<br>191,582 |              | 191,582           |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | QS<br>Planning Consultants                                                                                                                                                                                                                                                                                                                                                      |                                  | 15,965<br>31,930  |              | 15,965<br>31,930  |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
| maximum         maximum <t< td=""><td>Other Professional<br/>Build Cost - BCIS Bar</td><td>50</td><td>79,826</td><td>0</td><td>79,826</td><td>935.622</td><td>1.403.433</td><td>1.403.433</td><td>935.622</td><td>467.811</td><td></td><td>0</td><td>0</td><td>0</td><td></td><td>0</td><td>0</td><td>0</td><td>0</td><td></td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Other Professional<br>Build Cost - BCIS Bar                                                                                                                                                                                                                                                                                                                                     | 50                               | 79,826            | 0            | 79,826            | 935.622           | 1.403.433                    | 1.403.433         | 935.622           | 467.811              |                                | 0                    | 0                     | 0                                       |           | 0            | 0         | 0                              | 0              |                        | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| manual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | s106/CIL<br>Contingency                                                                                                                                                                                                                                                                                                                                                         | -                                |                   | 0            | 52,667<br>11,695  | 105,333<br>23,391 | 158,000<br>35,086            | 158,000<br>35,086 | 105,333<br>23,391 | 52,667<br>11,695     | 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            |  |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Legal and Valuation                                                                                                                                                                                                                                                                                                                                                             |                                  | 0                 |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Agents<br>Legals                                                                                                                                                                                                                                                                                                                                                                |                                  | 0                 | 0            | 0                 | 0                 | 0                            | 0                 | 114,657<br>19,109 | 114,657<br>19,109    | 114,657<br>19,109              | 114,657<br>19,109    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Partial Value         Date         Partial Value         Partin Value         Partin Value         Pa                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Misc.<br>COSTS BEFORE LA                                                                                                                                                                                                                                                                                                                                                        | ND INT AND PROP                  | 681,211           | 0            | 0<br>851,477      | 1,064,346         | 1,596,519                    | 1,596,519         | 1,198,112         | 665,939              | 133,766                        | 133,766              | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Image         Rade         Rade <t< td=""><td>For Residual Valuation</td><td>on Land</td><td>3,891,184</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | For Residual Valuation                                                                                                                                                                                                                                                                                                                                                          | on Land                          | 3,891,184         |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                 | Interest<br>Profit on Costs      |                   | 68,586       | 69,615            | 83,431            | 100,648                      | 126,105           | 151,945           | 114,867              | 69,251                         | 14,968               | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0 2)      | 0<br>675,327 |  |  |
| Normality         Observation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                 | Profit on GDV                    | 4 672 205         | -69 595      | -921.092          | -1 147 777        | -1 607 167                   | 4 722 624         | 2 471 929         | 2 041 089            | 2 610 979                      | 3 673 161            | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              |                        | 0           | 0             | 0                                         | 0              | 0 3       | 675 227      |  |  |
| CARLONITIONEL NUMBER         Vert         Varticity          Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity         Varticity                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                 | Opening Balano<br>Closing Balano | 0                 | -4,640,981   | -5,562,072        | -6,709,850        | -8,407,016                   | -10,129,640       | -7,657,802        | -4,616,713           | -997,835                       | 2,675,327            | 2,675,327             | 2,675,327                               | 2,675,327 | 2,675,327    | 2,675,327 | 2,675,327                      | 2,675,327      | 2,675,327              | 2,675,327   | 2,675,327     | 2,675,327                                 | 2,675,327      | 2,675,327 | 0            |  |  |
| COUNT OF COUNT O                                                                                                                                                                                                                                                                                                                                                                                                                                              | CASH ELOW EOR C                                                                                                                                                                                                                                                                                                                                                                 |                                  | OFIT              | Year 1       |                   |                   |                              | Year 2            |                   |                      |                                | Year 2               |                       |                                         |           | Year 4       |           |                                |                | Yow 5                  |             |               |                                           | Year 6         |           |              |  |  |
| NCOME         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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                                                                                                                                                                                                                                                                                                                                                                          | As Above                         | Q1                | Q2           | Q3                | Q4                | Q1                           | Q2                | Q3                | Q4                   | Q1                             | Q2                   | Q3                    | Q4                                      | Q1        | Q2           | Q3        | Q4                             | Q1             | Q2                     | Q3          | Q4            | Q1                                        | Q2             | Q3        | Q4           |  |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | INCO                                                                                                                                                                                                                                                                                                                                                                            | ME                               | 0                 | 0            | 0                 | 0                 | 0                            | 0                 | 3,821,895         | 3,821,895            | 3,821,895                      | 3,821,895            | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Simple Single                                                                                                                                                                                                                                                                                                                                                                                                                                               | Land                                                                                                                                                                                                                                                                                                                                                                            |                                  | 609,524           |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           |              |  |  |
| Ligit         Ligit         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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<br>Easements etc.                                                                                                                                                                                                                                                                                                                                                    |                                  | 30,476<br>0       | 0            | 0                 | 0                 | 0                            | 0                 | 0                 | 0                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Instant         Instant <t< td=""><td>Legals Acquisition</td><td></td><td>9,143</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>•</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Legals Acquisition                                                                                                                                                                                                                                                                                                                                                              |                                  | 9,143             | 0            | 0                 | 0                 | 0                            | 0                 | 0                 | •                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Priving Conduction<br>Deem Priving Conduction<br>Priving Conduction<br>Priving Conduction<br>Priving Conduction<br>Priving Conduction<br>Priving Priving Privana Priving Priving Priving Priving Priving Priving                                                                                                                                                                                                                                                                                                                                                                                                                             | Architects<br>QS                                                                                                                                                                                                                                                                                                                                                                |                                  | 191,582           | 0            | 191,582<br>15,965 | 0                 | 0                            | 0                 | 0                 | 0                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Applicit Decision                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Planning Consultants<br>Other Professional                                                                                                                                                                                                                                                                                                                                      |                                  | 31,930<br>79,826  | 0            | 31,930<br>79,826  | 0                 | 0                            | 0                 | 0                 | 0                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Print Incl. L.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Build Cost - BCIS Bas                                                                                                                                                                                                                                                                                                                                                           | se                               | 0                 | 0            | 467,811           | 935,622           | 1,403,433                    | 1,403,433         | 935,622           | 467,811              | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| normation       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0       0 <th0< td=""><td>POTENTIAL CIL<br/>Post CIL \$106</td><td></td><td>0</td><td></td><td>2,297,289</td><td>2,297,289</td><td>25,000</td><td>25,000</td><td>25,000</td><td>25,000</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></th0<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | POTENTIAL CIL<br>Post CIL \$106                                                                                                                                                                                                                                                                                                                                                 |                                  | 0                 |              | 2,297,289         | 2,297,289         | 25,000                       | 25,000            | 25,000            | 25,000               | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Privace Field         101/L00         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0        0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Abnormals                                                                                                                                                                                                                                                                                                                                                                       |                                  | 0                 | ō            | 0                 | 0                 | 0                            | 0                 | 0                 | 0                    | ō                              | 0                    | 0                     | 0                                       | 0         | ō            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Appendix         Non-state         Appendix                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Finance Fees<br>Legal and Valuation                                                                                                                                                                                                                                                                                                                                             |                                  | 101,000<br>0      | 0            | 0                 | 0                 | 0                            | 0                 | 0                 | 0                    | 0                              | 0                    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0<br>0    | 0<br>0       |  |  |
| Noise         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <td>Agents<br/>Legals</td> <td></td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>114,657<br/>19,109</td> <td>114,657<br/>19.109</td> <td>114,657<br/>19,109</td> <td>114,657<br/>19,109</td> <td>0</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Agents<br>Legals                                                                                                                                                                                                                                                                                                                                                                |                                  | 0                 | 0            | 0                 | 0                 | 0                            | 0                 | 114,657<br>19,109 | 114,657<br>19.109    | 114,657<br>19,109              | 114,657<br>19,109    | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Per CL cabulation         Hesse         1.5.19         15.554         0.515         113.67         136.69         150.577         76.51         2.2.69         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Misc.<br>COSTS BEFORE LA                                                                                                                                                                                                                                                                                                                                                        | ND INT AND PROP                  | 0<br>1,087,927    | 0            | 0<br>3,096,099    | 0<br>3,256,302    | 0                            | 0<br>1,463,519    | 0                 | 0<br>638,273         | 0<br>133,766                   | 0<br>133,766         | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| Head Prote or core<br>Prote Prote Or Core<br>Prote Or C | For GIL calculation                                                                                                                                                                                                                                                                                                                                                             |                                  |                   |              |                   |                   |                              |                   |                   |                      |                                |                      |                       |                                         |           |              |           |                                |                |                        |             |               |                                           |                |           | I            |  |  |
| Perfact-corp         Perfact-corp<                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | on concontion                                                                                                                                                                                                                                                                                                                                                                   | Interest<br>Profit on cost       |                   | 16,319       | 16,564            | 63,254            | 113,047                      | 136,695           | 160,699           | 122,547              | 76,631                         | 22,459               | 0                     | 0                                       | 0         | 0            | 0         | 0                              | 0              | 0                      | 0           | 0             | 0                                         | 0              | 0         | 0            |  |  |
| 1 Journal Teacher Control Cont                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                 | Profit on GDV                    | -1 097 927        | -16 219      | -9 112 662        | 2 210 552         | -1 576 566                   | 1 600 214         | 2 542 410         | 2 061 077            | 2,611,600                      | 2 665 670            | 0                     |                                         |           | 0            | 0         | 0                              | 0              | 0                      | 0           |               |                                           | 0              |           | 0            |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1                                                                                                                                                                                                                                                                                                                                                                               | Opening Balance                  | 0                 | - 10,319     | -0,112,003        | .7 536 464        | - 1,010,000                  | -10 712 245       | -,                | .E 108 762           | 4.407.054                      | 3,000,070            |                       | ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ ~ |           |              | 0         | 2 169 416                      |                | 2 169 416              |             |               | 0.450.445                                 | ~              | ~ ~       |              |  |  |

| SITE NAME                                                                                                 | Site 7                                                                      | Medium Green 4                         | 0 Fringe                    |                                        |                                        |                                    |                                    |                                   | 1                               |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
|-----------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|----------------------------------------|-----------------------------|----------------------------------------|----------------------------------------|------------------------------------|------------------------------------|-----------------------------------|---------------------------------|---------------------------------------|--------------------------------|-------------|--------------------|-----------|------------|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------|-----------|-----------|-----------------------------|-----------|-----------|-----------------------------------|
| INCOME                                                                                                    | Av Size                                                                     | %                                      | Number                      |                                        | Price                                  | GDV                                | GIA                                |                                   | DEVELOPMEN                      | IT COSTS                              |                                |             |                    |           |            |           | Planning fee ca                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | alic           |               |           |           | Build Cost                  | /m2       |           |                                   |
|                                                                                                           | m2                                                                          |                                        | 40                          |                                        | £/m2                                   | £                                  | m2                                 |                                   | LAND                            |                                       |                                | /unit or m2 | Total              |           |            |           | Planning app fe<br>No dwgs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | dwgs<br>40     | rate          |           |           | BCIS<br>Over Extra 1        | 1,266     | 0.00%     |                                   |
| Market Housing                                                                                            | 102.3                                                                       | 65%                                    | 26                          |                                        | 4,650                                  | 12,369,000                         | 2,660                              |                                   |                                 | Land                                  |                                | 87,841      | 405 404            | 3,513,621 |            |           | No dwgs under                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 40             | 462           | 18,480    |           | Energy                      | 21        |           |                                   |
| Shared Ownership                                                                                          | 76.7                                                                        | 10%                                    | 4                           |                                        | 3,023                                  | 927,476                            | 307                                |                                   |                                 | Easements etc.                        |                                |             | 165,181            |           |            |           | NO dwgs over :                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | U              | 138<br>Total  | 18,480    |           | A&Adpt                      | 25        |           |                                   |
| Affordable Rent                                                                                           | 76.7                                                                        | 25%                                    | 10                          |                                        | 1.850                                  | 1 419 214                          | 767                                |                                   |                                 | Legals Acquisiti                      | on                             | 1.50%       | 52,704             | 217,885   |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           | Over-extra 3<br>Small Sites | 1         | 0%        |                                   |
|                                                                                                           |                                                                             |                                        |                             |                                        | .,                                     |                                    |                                    |                                   | PLANNING                        |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           | Site Costs                  | 190       | 15%       |                                   |
| Social Rent                                                                                               | 76.7                                                                        | 0%                                     | 0                           |                                        | 1,475                                  | 0                                  | 0                                  |                                   |                                 | Planning Fee<br>Architects            |                                | 6.00%       | 18,480<br>383,165  |           |            |           | Stamp duty cal<br>Land payment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | c - Residual   |               | 3,513,621 |           | L                           | 1,503     |           |                                   |
| Grant and Subsidy                                                                                         | Shared Owners                                                               | ship<br>*                              |                             |                                        | 0                                      | 0                                  |                                    |                                   |                                 | QS / PM<br>Blancing Control           | tarte                          | 0.50%       | 31,930             |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
|                                                                                                           | Social Rent                                                                 |                                        |                             |                                        | 0                                      | 0                                  |                                    |                                   |                                 | Other Professio                       | inal                           | 2.50%       | 159,652            | 657,088   |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| SITE AREA - Net                                                                                           | 1.14                                                                        | ha                                     | 35                          | /ha                                    |                                        | 14,715,690                         | 3.734                              |                                   | CONSTRUCT                       | ON                                    |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| SITE AREA - Gross                                                                                         | 1.27                                                                        | ha                                     | 32                          | /ha                                    |                                        |                                    |                                    |                                   |                                 | Build Cost - BC                       | IS Based                       | 1,503       | 5,613,733          |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                | Total         | 165,181   |           |                             |           |           |                                   |
|                                                                                                           |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 | s106 / CIL<br>Contingency             |                                | 2.50%       | 632,000<br>140,343 |           |            |           | Stamp duty cal                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | c - Add Profit |               |           |           |                             |           |           |                                   |
| Sales per Quarter                                                                                         | 0                                                                           | Quantum                                |                             |                                        |                                        |                                    |                                    |                                   |                                 | Abnormals                             |                                |             | 0                  | 6,386,076 |            |           | Land payment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                |               | 609,524   |           |                             |           |           |                                   |
| Unit Build Time                                                                                           | 3                                                                           | Quarters                               |                             |                                        |                                        | RUN Residual                       | MACRO ctrl+r                       |                                   | FINANCE                         |                                       |                                |             |                    |           |            |           | 250,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 1%             | 1%<br>3%      |           |           |                             |           |           |                                   |
| Residual Land Value                                                                                       |                                                                             | Whole Site<br>3 513 621                | Per ha NET 3 074 418        | Per ha GROSS<br>2 766 977              |                                        | Cit                                | osing balance =                    | 0                                 |                                 | Fees                                  |                                | 6.00%       | 97,000             |           |            |           | 500,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 3%             | 4%            |           |           |                             |           |           |                                   |
| Alternative Use Value                                                                                     |                                                                             | 31,746                                 |                             | 25,000                                 |                                        | RUN CIL MACE                       | RO ctrl+l                          |                                   |                                 | Legal and Value                       | ation                          |             | 0                  | 97,000    |            |           | above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 5%             | 5%            |           |           |                             |           |           |                                   |
| Uplift<br>Plus /I                                                                                         | 20%<br>ha 450,000                                                           | 6,349<br>571,429                       |                             | 5,000 450,000                          |                                        | Cit                                | osing balance =                    | 0                                 | SALES                           |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                | Total         | 30,476    |           |                             |           |           |                                   |
| v                                                                                                         | /iability Threshold                                                         | 609,524                                |                             | 480,000                                |                                        | Check on phasing                   | degs nos                           |                                   |                                 | Agents                                |                                | 3.0%        | 441,471            |           |            |           | Pre CIL s106                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 2,500 £        | Unit (all)    |           |           | LIT                         | % GDV     |           |                                   |
|                                                                                                           |                                                                             |                                        | č/m2                        |                                        |                                        | cor                                | rect                               | l                                 |                                 | Legals<br>Misc.                       |                                | 0.5%        | 73,578             | 515,049   | 11,386,719 |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | T              | otal          | 100,000   |           | L                           | 0.00%     | 0         |                                   |
| Additional Profit                                                                                         |                                                                             | 4,159,343                              | 1,564                       |                                        |                                        |                                    |                                    |                                   |                                 | _                                     |                                |             |                    |           |            |           | Post CIL s106                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 2,500          | £/ Unit (all) |           |           |                             |           |           |                                   |
|                                                                                                           |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   | Developers Pr                   | % GDV                                 |                                | 17.50%      |                    |           | 2,575,246  |           | CIL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 200            | E/m2<br>Total | 632,000   |           |                             |           |           |                                   |
|                                                                                                           |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 | % GDC                                 |                                | 0.00%       |                    |           | 0          |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| RESIDUAL CASH FLO                                                                                         | OW FOR INTERES                                                              | ат                                     | Year 1                      |                                        |                                        |                                    | Year 2                             |                                   |                                 |                                       | Year 3                         |             |                    |           | Year 4     |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                | Year 5        |           |           |                             | Year 6    |           |                                   |
| INCOME                                                                                                    |                                                                             | Q1                                     | Q2                          | Q3                                     | Q4                                     | Q1                                 | Q2                                 | Q3                                | Q4                              | Q1                                    | Q2                             | Q3          | Q4                 | Q1        | Q2         | Q3        | Q4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Q1             | Q2            | Q3        | Q4        | Q1                          | Q2        | Q3        | Q4                                |
| UNITS Started                                                                                             |                                                                             |                                        |                             | 10                                     | 10                                     | 10                                 | 10                                 |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Market Housing<br>Shared Ownership                                                                        |                                                                             |                                        |                             |                                        | 0                                      | 0                                  | 0                                  | 3,092,250<br>231,869              | 3,092,250<br>231,869            | 3,092,250<br>231,869                  | 3,092,250<br>231,869           | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Affordable Rent                                                                                           |                                                                             |                                        |                             |                                        | 0                                      | 0                                  | 0                                  | 354,804                           | 354,804                         | 354,804                               | 354,804                        | 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                                 |
| INCON                                                                                                     | WE                                                                          | 0                                      | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 3,678,923                         | 3,678,923                       | 3,678,923                             | 3,678,923                      | 0           | 0                  | •         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| EXPENDITURE                                                                                               |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 | [                                     |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Stamp Duty<br>Easements etc.                                                                              |                                                                             | 165,181                                |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Legals Acquisition                                                                                        |                                                                             | 52,704                                 |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Planning Fee                                                                                              |                                                                             | 18,480                                 |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Architects                                                                                                |                                                                             | 191,582                                |                             | 191,582                                |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Planning Consultants                                                                                      |                                                                             | 31,930                                 |                             | 31,930                                 |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Uther Professional                                                                                        |                                                                             | 79,826                                 |                             | 79,826                                 |                                        |                                    |                                    |                                   |                                 | [                                     |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Build Cost - BCIS Base                                                                                    | e                                                                           | 1                                      | 0                           | 467,811                                | 935,622                                | 1,403,433                          | 1,403,433                          | 935,622                           | 467,811                         | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Contingency                                                                                               |                                                                             | 1                                      | ŏ                           | 11,695                                 | 23,391                                 | 35,086                             | 35,086                             | 23,391                            | 11,695                          | 0                                     | 0                              | ō           | 0                  | ő         | ő          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | ő              | ō             | õ         | 0         | 0                           | ő         | ő         | ŏ                                 |
| Abnormals                                                                                                 |                                                                             | 1                                      | 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                                                                                              |                                                                             | 97,000                                 |                             |                                        |                                        |                                    |                                    |                                   |                                 | [                                     |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Legal and Valuation                                                                                       |                                                                             | 0                                      |                             |                                        |                                        | 1                                  |                                    |                                   |                                 |                                       |                                |             |                    | 1         |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           | 1                           |           |           |                                   |
| Agents                                                                                                    |                                                                             | 0                                      | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 110,368                           | 110,368                         | 110,368                               | 110,368                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Lugais<br>Misc.                                                                                           |                                                                             | U                                      | U                           | 0                                      | 0                                      | 0                                  | 0                                  | 18,395                            | 18,395                          | 18,395                                | 18,395                         | U           | U                  | U         | U          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | U              | U             | U         | 0         | 0                           | U         | U         | U                                 |
| COSTS BEFORE LAN                                                                                          | ND INT AND PROP                                                             | 652,669                                | 0                           | 851,477                                | 1,064,346                              | 1,596,519                          | 1,596,519                          | 1,193,108                         | 660,935                         | 128,762                               | 128,762                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
|                                                                                                           |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| For Residual Valuation                                                                                    | n Land                                                                      | 3,513,621                              | 62.494                      | 63.432                                 | 77.155                                 | 94,278                             | 119.640                            | 145.382                           | 110.275                         | 66.660                                | 14.408                         | 0           | 0                  |           | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| I                                                                                                         | Profit on Costs                                                             |                                        | 600.790.99                  | 00,702                                 |                                        | 54,210                             |                                    | 190,002                           | 110,213                         | 00,000                                | 14,400                         |             |                    | Ŭ         |            |           | , in the second s |                |               |           |           | Ŭ                           |           | Ŭ         | 2,575,246                         |
| 1                                                                                                         | Protit on GDV                                                               |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           | U                                 |
| 1                                                                                                         | Cash Flow                                                                   | -4,166,290                             | -62,494                     | -914,909                               | -1,141,501                             | -1,690,797                         | -1,716,159                         | 2,340,432                         | 2,907,711                       | 3,483,500                             | 3,535,753                      | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | -2,575,246                        |
|                                                                                                           | Closing Balano                                                              | -4,166,290                             | -4,228,785                  | -5,143,693                             | -6,285,195                             | -7,975,992                         | -9,692,150                         | -7,351,718                        | -4,444,007                      | -960,507                              | 2,575,246                      | 2,575,246   | 2,575,246          | 2,575,246 | 2,575,246  | 2,575,246 | 2,575,246                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 2,575,246      | 2,575,246     | 2,575,246 | 2,575,246 | 2,575,246                   | 2,575,246 | 2,575,246 | 0                                 |
|                                                                                                           |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 |                                       |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| CASH FLOW FOR CIL                                                                                         | L ADDITIONAL PR                                                             | OFIT                                   | Year 1                      |                                        |                                        |                                    | Year 2                             |                                   |                                 |                                       | Year 3                         |             |                    |           | Year 4     |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                | Year 5        |           |           |                             | Year 6    |           |                                   |
| INCOME                                                                                                    | As Above                                                                    | Q1                                     | Q2                          | Q3                                     | Q4                                     | Q1                                 | Q2                                 | Q3                                | Q4                              | Q1                                    | Q2                             | Q3          | Q4                 | Q1        | Q2         | Q3        | Q4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Q1             | Q2            | Q3        | Q4        | Q1                          | Q2        | Q3        | Q4                                |
| INCON                                                                                                     | WE                                                                          | 0                                      | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 3,678,923                         | 3,678,923                       | 3,678,923                             | 3,678,923                      | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| EXPENDITURE                                                                                               |                                                                             |                                        |                             |                                        |                                        |                                    |                                    |                                   |                                 | [                                     |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Land                                                                                                      |                                                                             | 609,524                                |                             |                                        |                                        |                                    |                                    |                                   |                                 | [                                     |                                |             |                    |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           |                             |           |           |                                   |
| Stamp Duty                                                                                                |                                                                             | 30,476                                 | 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.<br>Legals Acquisition                                                                      |                                                                             | 0<br>9,143                             | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 0                                 | 0                               | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
|                                                                                                           |                                                                             |                                        | -                           | -                                      |                                        |                                    | -                                  | -                                 |                                 | -                                     |                                | -           | -                  |           |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               | -         |           |                             | -         | -         |                                   |
| Architects                                                                                                |                                                                             | 18,480<br>191,582                      | 0                           | 0<br>191,582                           | 0                                      | 0                                  | 0                                  | 0                                 | 0                               | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| QS<br>Biancing Countries                                                                                  |                                                                             | 15,965                                 | 0                           | 15,965                                 | 0                                      | 0                                  | 0                                  | 0                                 | 0                               | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Consultants<br>Other Professional                                                                         |                                                                             | 31,930<br>79,826                       | 0                           | 31,930<br>79,826                       | 0                                      | 0                                  | 0                                  | 0                                 | 0                               | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Build Cort - BCIC D                                                                                       |                                                                             | 0                                      | 0                           | 457 811                                | 935 622                                | 1 403 432                          | 1 403 432                          | 935 622                           | 467 811                         | 0                                     | 0                              | 0           | 0                  |           | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         |                             | 0         | 0         |                                   |
| POTENTIAL CIL                                                                                             | ~                                                                           | Ŭ                                      | Ĭ                           | 2,079,672                              | 2,079,672                              | 1,400,403                          | 1,000,000                          | 555,042                           |                                 | , , , , , , , , , , , , , , , , , , , |                                |             |                    | , v       |            |           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |               |           |           | , v                         |           |           |                                   |
| Post CIL s106                                                                                             |                                                                             |                                        |                             | 11 605                                 | 22 201                                 | 25,000                             | 25,000                             | 25,000                            | 25,000                          | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Abnormals                                                                                                 |                                                                             | 0                                      | 0                           | 11,695                                 | 23,391                                 | 35,086                             | 35,086                             | 23,397                            | 11,695                          | 0                                     | 0                              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Finance Fees                                                                                              |                                                                             | 97,000                                 | 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                           | ō                                      | 0                                      | ō                                  | ő                                  | 0                                 | ō                               | ō                                     | ó                              | 0           | 0                  | 0         | o          | ō         | ō                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | ó         | ō                           | o         | 0         | ō                                 |
| Legal and Valuation                                                                                       |                                                                             | 0                                      | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 110,368                           | 110,368                         | 110,368                               | 110,368                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Legal and Valuation                                                                                       |                                                                             |                                        | 0                           | 0                                      | 0                                      | 0                                  | 0                                  | 18,395                            | 18,395                          | 18,395                                | 18,395                         | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Legal and Valuation<br>Agents<br>Legals<br>Minn                                                           |                                                                             | 0                                      | č                           | 0                                      | ~                                      |                                    | 0                                  | 0                                 | U                               | U                                     | U                              | U           | U                  |           | v          | U         | U                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |               |           | - 1       | . 0                         | 0         | 0         |                                   |
| Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN                                      | ND INT AND PROF                                                             | 0<br>0<br>1,083,927                    | 0                           | 0 2,878,482                            | 0<br>3,038,684                         | 1,463,519                          | 1,463,519                          | 1,112,775                         | 633,269                         | 128,762                               | 128,762                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | , o       | 0                           | 0         | 0         | 0                                 |
| Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN                                      | ND INT AND PROF                                                             | 0<br>0<br>1,083,927                    | 0                           | 0<br>2,878,482                         | 0<br>3,038,684                         | 1,463,519                          | 1,463,519                          | 1,112,775                         | 633,269                         | 128,762                               | 128,762                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For CIL calculation               | ND INT AND PROP                                                             | 0<br>0<br>1,083,927                    | 0                           | 0<br>2,878,482                         | 0<br>3,038,684                         | 1,463,519                          | 1,463,519                          | 1,112,775                         | 633,269                         | 128,762                               | 128,762                        | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0                                 |
| Legal and Valuation<br>Agents<br>Legals<br><u>Misc.</u><br>COSTS BEFORE LAN<br>For CIL calculation        | Interest                                                                    | 0                                      | 0<br>0<br>16,259            | 0<br>2,878,482<br>16,503               | 0<br>3,038,684<br>59,928               | 1,463,519<br>106,407               | 1,463,519<br>129,956               | 1,112,775                         | 633,269<br>117,673              | 128,762<br>73,754                     | 21,608                         | 0           | 0                  | 0         | 0<br>0     | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0<br>0    | 0         | 0                                 |
| Legal and Valuation<br>Agents<br>Legals<br><u>Misc.</u><br>COSTS BEFORE LAN<br>For CIL calculation        | Interest<br>Profit on cost<br>Profit on GDV                                 | 0<br>0<br>1,083,927                    | 0<br>0<br>16,259            | 0<br>2,878,482<br>16,503               | 0 3,038,684 59,928                     | 1,463,519<br>106,407               | 1,463,519<br>129,956               | 1,112,775<br>153,858              | 633,269<br>117,673              | 128,762<br>73,754                     | 128,762<br>21,608              | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0<br>0<br>2,088,047<br>0          |
| Legal and Valuation<br>Agents<br>Legals<br><u>Misc.</u><br><u>COSTS BEFORE LAN</u><br>For CIL calculation | Interest<br>Profit on cost<br>Profit on GDV<br>Cash Finw                    | 0 0 1,083,927                          | 0<br>0<br>16,259<br>-16,259 | 0<br>2,878,482<br>16,503<br>-2,894.985 | 0<br>3,038,684<br>59,928<br>-3,098.612 | 1,463,519<br>106,407               | 1,463,519<br>129,956<br>-1,593,475 | 1,112,775<br>153,858<br>2,412,290 | 633,269<br>117,673<br>2,927.980 | 128,762<br>73,754<br>3,476.407        | 128,762<br>21,608<br>3,528.553 | 0           | 0                  | 0         | 0          | 0         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0<br>2,088,047<br>0<br>-2,088.047 |
| Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For Cil. calculation              | Interest<br>Profit on cost<br>Profit on GDV<br>Cash Flow<br>Opening Balance | 0<br>0<br>1,083,927<br>-1,083,927<br>0 | 0<br>0<br>16,259<br>-16,259 | 0<br>2,878,482<br>16,503<br>-2,894,985 | 0<br>3,038,684<br>59,928<br>-3,098,612 | 1,463,519<br>105,407<br>-1,569,926 | 1,463,519<br>129,956<br>-1,593,475 | 1,112,775<br>153,858<br>2,412,290 | 633,269<br>117,673<br>2,927,980 | 128,762<br>73,754<br>3,476,407        | 128,762<br>21,608<br>3,528,553 | 0           | 0                  | 0         | 0          | 0         | 0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0              | 0             | 0         | 0         | 0                           | 0         | 0         | 0<br>2,088,047<br>0<br>-2,088,047 |

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| and Omic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balanc                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     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| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Baland<br>Closing Baland                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Land<br>Interest<br>Profit on Costs<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>ADDITIONAL PR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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                             | 34,088<br>1,781,355<br>-491,174                                                                                                               | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>02                                                                                                             | 0<br>0<br>1,316,901                                                                                           | 0<br>0<br>1,316,901                                                                                       | 0<br>0<br>1,316,901                                                                                           | 0<br>1,316,901<br>Year 4<br>Q2                                                                                | 0<br>1,316,901                                                                                           | 0<br>1,316,901                                                                                           | 0                                                                                                        | 0<br>1,316,901<br>Year 5<br>02                                                                                           | 0<br>1,316,901                                                                                           | 0<br>1,316,901                                                                                            | 0 1,316,901 01                                                                              | 0<br>1,316,901<br>Year 6<br>Q2                                                                                           | 0                                                                                                             | 0<br>1,316,901<br>0<br>-1,316,901<br>0                                                                                                         |
| For Residual Valuation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>ADDITIONAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      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0<br>1,316,901<br>Q1                                                                                     | 0<br>1,316,901<br>Year 5<br>Q2                                                                                           | 0<br>1,316,901<br>Q3                                                                                     | 0<br>1,316,901<br>Q4                                                                                      | 0<br>1,316,901<br>Q1                                                                        | 0<br>1,316,901<br>Year 6<br>Q2                                                                                           | 0<br>1,316,901<br>Q3                                                                                          | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>Q4                                                                                                   |
| For Residual Valuation CASH FLOW FOR CIL J INCOME INCOME                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>ADDITIONAL PR<br>As Above<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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1,884,092<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>COFIT<br>Q1<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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                                                                                  | 34,088<br>1,781,355<br>-491,174<br>Q1<br>1,881,288                                                                                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288                                                                                                | 0<br>0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                                     | 0<br>1,316,901<br>Year 4<br>Q2<br>0                                                                           | 0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                | 0<br>1,316,901<br>Q1<br>0                                                                                | 0<br>1,316,901<br>Year 5<br>Q2<br>0                                                                                      | 0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                   | 0<br>1,316,901<br>Year 6<br>Q2<br>0                                                                                      | 0<br>1,316,901<br>Q3<br>0                                                                                     | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>Q4<br>0                                                                                              |
| For Residual Valuation CASH FLOW FOR CIL / INCOME INCOME EXPENDITURE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Land<br>Interest<br>Profit on Costs<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>Closing Balano<br>As Above<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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1,884,092<br>-2,214,322<br>0<br>-2,214,322<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 33,713<br>-457,775<br>-2,705,311<br>Q3<br>0                                                                                      | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0                                                                                                                                                                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                                                                                  | 34,088<br>1,781,355<br>-491,174<br>Q1<br>1,881,288                                                                                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288                                                                                                | 0<br>0<br>1,316,901<br>03<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                                     | 0<br>1,316,901<br>Year 4<br>Q2<br>0                                                                           | 0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                | 0<br>1,316,901<br>Q1<br>0                                                                                | 0<br>1,316,901<br>Year 5<br>Q2<br>0                                                                                      | 0<br>1,316,901<br>03<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                   | 0<br>1,316,901<br>Year 6<br>Q2<br>0                                                                                      | 0<br>1,316,901<br>Q3<br>0                                                                                     | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>Q4<br>0                                                                                              |
| For Residual Valuation CASH FLOW FOR CLL J NCOME EXPENDITURE Land                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Land<br>Interest<br>Profit on Casts<br>Profit on Gaby<br>Profit on Gaby<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>ADDITIONAL PR<br>As Above<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              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1,884,092<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,                                                                                                                                                                         | 33,215<br>-33,215<br>-2,247,536<br>Year 1<br>Q2<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 33,713<br>-457,775<br>-2,705,311<br>Q3<br>0                                                                                      | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 49,140<br>-844,256<br>-4,120,224<br>Q1<br>0                                                                                | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>Q2<br>0                                                                                     | 74,657<br>1,210,708<br>-3,766,435<br>Q3<br>1,881,288                                                                             | 56,497<br>1,493,907<br>-2,272,528<br>Q4<br>1,881,288                                                                                           | 34,088<br>1,781,355<br>-491,174<br>Q1<br>1,881,288                                                                                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288                                                                                                | 0<br>0<br>1,316,901<br>0<br>0                                                                                 | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                                     | 0<br>1,316,901<br>Year 4<br>Q2<br>0                                                                           | 0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                | 0<br>0<br>1,316,901<br>Q1<br>0                                                                           | 0<br>1,316,901<br>Year 5<br>02<br>0                                                                                      | 0<br>0<br>1,316,901<br>Q3<br>0                                                                           | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                   | 0<br>1,316,901<br>Year 6<br>Q2<br>0                                                                                      | 0<br>1,316,901<br>Q3<br>0                                                                                     | 0<br>1.316,901<br>0<br>-1,316,901<br>0<br>-1,316,901<br>0<br>-1,316,901<br>0                                                                   |
| For Residual Valuation CASH FLOW FOR CLL / NCOME EXPENDIURE Land Samo Day                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Land<br>Interest<br>Profit on Costs<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>Closing Balano<br>ADDITIONAL PR<br>As Above<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>0<br>0<br>0<br>1<br>355,556<br>17,778                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 33,215<br>-33,215<br>-2,247,536<br>Year 1<br>Q2<br>0                                                                                                                                                                                                                                                                                                                                                                                                          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                                                                                  | 34,088<br>1,781,355<br>-491,174<br>Q1<br>1,881,288<br>0                                                                                       | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288                                                                                                | 0<br>0<br>1,316,301<br>0<br>0                                                                                 | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>1,316,901<br>Q1<br>0                                                                                     | 0<br>0<br>1,316,901<br><u>Year 4</u><br>02<br>0                                                               | 0<br>1,316,901<br>Q3<br>0                                                                                | 0<br>1,316,901<br>Q4<br>0                                                                                | 0<br>0<br>1,316,901<br>0<br>0                                                                            | 0<br>1,316,901<br>Year 5<br>Q2<br>0                                                                                      | 0<br>0<br>1,316,901<br>0<br>0                                                                            | 0<br>1,316,901<br>Q4<br>0                                                                                 | 0<br>0<br>1,316,901<br>0                                                                    | 0<br>1,316,901<br>Q2<br>0                                                                                                | 0<br>0<br>1,316,901<br>0<br>0                                                                                 | 0<br>1,316,301<br>0<br>-1,316,901<br>0<br>Q4<br>0                                                                                              |
| For Residual Valuation CASH FLOW FOR CIL / NCOME EXPENDITURE Land Stamp Duty Essements ec.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Land<br>Interest<br>Profit on Cotis<br>Profit on GDV<br>Cash Flow<br>Opening Balano<br>Closing Balano<br>Closing Balano<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,214,214<br>0<br>-2,214,214,214,214,214,214,214,214,214,21                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 33,215<br>-33,215<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0                                                                                  | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 49,140<br>-844,256<br>-4,120,224<br>Q1<br>0<br>0                                                                           | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>Q2<br>0<br>0                                                                                | 74,657<br>1,210,708<br>-3,796,435<br>Q3<br>1,881,288<br>0<br>0                                                                   | 56,497<br>1,493,907<br>-2,272,528<br>Q4<br>1,881,288<br>0<br>0                                                                                 | 34,088<br>1,781,355<br>-491,174<br>Q1<br>1,881,288<br>0<br>0                                                                                  | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>02<br>1,881,288<br>0<br>0                                                                                      | 0<br>0<br>1,316,901<br>0<br>0                                                                                 | 0<br>1,316,901<br>Q4<br>0<br>0                                                                            | 0<br>1,316,901<br>Q1<br>0<br>0                                                                                | 0<br>0<br>1,316,301<br>Vear 4<br>0<br>0<br>0                                                                  | 0<br>0<br>1,316,901<br>Q3<br>0<br>0                                                                      | 0<br>0<br>1,316,001<br>0<br>0                                                                            | 0<br>0<br>1,316,901<br>0<br>0<br>0                                                                       | 0<br>0<br>1.316,901<br>Year 5<br>Q2<br>0<br>0<br>0<br>0                                                                  | 0<br>0<br>1,316,901<br>0<br>0                                                                            | 0<br>0<br>1,316,501<br>0<br>0<br>0                                                                        | 0<br>0<br>1,316,901<br>0<br>0                                                               | 0<br>1,316,901<br>Q2<br>0<br>0                                                                                           | 0<br>0<br>1,316,901<br>0<br>0                                                                                 | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>0<br>0                                                                                               |
| For Residual Valuation CASH FLOW FOR CIL / NCOME EXPENDITURE Land Stamp Duty Eademinst edit. Land                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Land<br>Inferent<br>Profit on Costs<br>Profit on GDV<br>Cash Row<br>Openring Balancy<br>Openring Balancy<br>Cosing Balancy<br>ADDITIONAL PR<br>As Above<br>E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | -2,214,322<br>0<br>-2,214,322<br>0<br>0FIT<br>0<br>-<br>355,556<br>17,778<br>0<br>5,333                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0                                                                                  | 40,590<br>-670,657<br>-3,275,968<br>Q4<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 49,140<br>-844,256<br>-4,120,224<br>0<br>0<br>0<br>0                                                                       | 61,803<br>855,919<br>4,977,143<br>Q2<br>0<br>0<br>0<br>0                                                                                  | 74,657<br>1,210,708<br>-3,766,435<br>0,3<br>1,881,288<br>0<br>0<br>0                                                             | 56,497<br>1,493,907<br>-2,272,528<br>                                                                                                          | 34,088<br>1,781,355<br>-491,174<br>0,1<br>1,881,288<br>0<br>0<br>0                                                                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>C2<br>1,881,288<br>0<br>0<br>0                                                                                 | 0<br>0<br>1,316,901<br>0<br>0<br>0                                                                            | 0<br>1,316,901<br>Q4<br>0<br>0<br>0<br>0                                                                  | 0<br>0<br>1,316,901<br>0<br>0<br>0                                                                            | 0<br>1,316,901<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>1,316,901<br>Q3<br>0<br>0                                                                           | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0                                                                  | 0<br>0<br>1,316,301<br>0<br>0<br>0<br>0<br>0                                                             | 0<br>1,316,901<br>Year 5<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0                                                             | 0<br>1,316,501<br>0<br>0<br>0                                                                             | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0                                                     | 0<br>0<br>1,316,801<br>Vear 6<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>0<br>1,316,901<br>0<br>0<br>0                                                                            | 0<br>1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0                                                                                     |
| For Residual Valuation CASH FLOW FOR CLL/ NCOME EXPENDITURE Land Examp Day Estamotot etc. Logish Acquisition Planning Fee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Land<br>Interest<br>Profit on GDV<br>Cash Flow<br>Opening Balanc<br>Opening Balanc<br>Clusing Balance<br>ADOTTIONAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      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1,884,092<br>1,884,092<br>0,2214,322<br>0,00FT<br>Q1<br>0<br>305,556<br>17,778<br>0<br>5,333<br>9,240                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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33,215<br>-33,215<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,537,536<br>-2,247,537,536<br>-2,247,537,537,537,537,537,537,537,537,537,53 | 33,713<br>-457,775<br>-2,705,311<br>                                                                                             | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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  | 61,803<br>856,919<br>4,977,143<br>Year 2<br>Q2<br>0<br>0<br>0<br>0<br>0                                                                   | 74,657<br>1,210,708<br>-3,766,435<br>0,3<br>1,881,288<br>0<br>0<br>0<br>0<br>0                                                   | 56,497<br>1,493,907<br>2,272,528<br>Q4<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                          | 34,088<br>1,781,355<br>-691,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0                                                                         | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288<br>0<br>0<br>0<br>0                                                                            | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0                                                             | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0                                                              | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0                                                                  | 0<br>1.316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0                                                             | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0                                                                  | 0<br>1,316,901<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0                                                                   | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0                                                     | 0<br>1,316,901<br>Year 6<br>02<br>0<br>0                                                                                 | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0                                                             | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                 |
| For Residual Valuation CASH FLOW FOR CIL / NCOME EXPENDIVE Land Samo Duly Samo Duly Architects Architects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Land<br>Interest<br>Profit on Costs<br>Profit on GDV<br>Cash Flow<br>Openring Batano<br>Closing Batano<br>Closing Batano                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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1,884,092<br>2,214,322<br>0<br>2,214,322<br>0<br>0<br>0<br>1<br>1<br>7<br>7<br>8<br>0<br>5,355<br>5<br>6<br>1<br>1,778<br>0<br>5,434<br>1<br>2,240<br>5,644<br>1<br>4<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1<br>1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 33,215<br>-33,215<br>-2,247,536<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                 | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0<br>0<br>0<br>0<br>0                                                                                                                                            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56,497<br>1,493,907<br>-2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             | 34,088<br>1,781,355<br>-491,174<br>0,00<br>0,00<br>0,00<br>0,000<br>0,00000000000000                                                          | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>02<br>1,881,288                                                                                                | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                   | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1,316,901<br>Q1<br>0<br>0<br>0<br>0<br>0                                                                 | 0<br>1,316,901<br>Year 4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 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                       |
| For Residual Valuation CASH FLOW FOR CLL / MCOME EXPENDITURE Land Sump Duty Easements etc. Langta Acquisition Planning Flee Acquisition Planning Fle | Land<br>Interest<br>Prefit on GDV<br>Cash Flow<br>Country of Cash<br>Country                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,884,092<br>-2,214,322<br>-2,214,322<br>OFIT<br>Q1<br>0<br>355,556<br>17,778<br>0<br>5,333<br>9,440<br>96,414<br>7,861<br>17,961<br>17,961<br>17,961<br>17,978<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,874,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,974,092<br>1,9                                                                                                                               | 33,215<br>-33,215<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>-0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 33.713<br>-457.775<br>-2.705.311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0       | 40,580<br>-570,657<br>-3,275,968<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 49,140<br>                                                                                                                 | 61,803<br>-4556,919<br>-4,977,143<br>Year 2<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0         | 74,657<br>1,210,708<br>-3,766,435<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0   | 56,497<br>1,493,907<br>-2,272,528<br>C4<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 34,088<br>1,781,355<br>-491,174<br>01<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 7,368<br>1,808,075<br>1,316,901<br>202<br>0,2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,901<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                    | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         | 0<br>1,318,301<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>Year 5<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,501<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0                                                        | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>0<br>1,316,901<br>Year 6<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         | 0<br>1,316,001<br>0<br>-1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 |
| For Residual Valuation CASH FLOW FOR CEL J MCOME EXPENDIVE Land Samp Duby Easements atc. Lagats Acquisition Parming Fee Acciects Parming Consultances Parmin | Land<br>Ireases<br>Profit on GOX<br>Profit on GOX<br>Cash Row<br>Opening Balance<br>Circling Balance<br>Circling Balance<br>Circling Balance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | -2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>0<br>-<br>-2,214,322<br>0<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 33,215<br>-33,215<br>-2,247,536<br>Year 1<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                     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56,497<br>1,493,907<br>-2,272,528<br>C4<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 34,088<br>1,781,355<br>-491,174<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0                                                       | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,901<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,001<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0     | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>Vear 5<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>1,316,001<br>Year 6<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,301<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                    |
| For Residual Valuation CASH FLOW FOR CLL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Land<br>Intensity<br>Profit on GOM<br>Profit on GOM<br>Country Balance<br>Charing Balance<br>Charing Balance<br>Charing Balance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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1,884,092<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>-2,314<br>- | 33,215<br>-33,215<br>-2,247,536<br>-2,247,536<br>-2,247,536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 33,713<br>-457,775<br>-2,705,311<br>Q3<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 40,580<br>-670,667<br>-3,275,968<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          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49,140<br>-844,256<br>-4,120,224<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,766,435<br>Q3<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0            | 56,497<br>1,493,907<br>-2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7,368<br>1,808,075<br>1,316,001<br>Year 3<br>Q2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 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0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>1,316,001<br>Vear 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             |
| For Residual Valuation CASH FLOW FOR CE. J BCOME EXPENDIVE Land Samp Day Easements etc. Land Samp Day Constants Other Profession Day Constants | Land<br>Ireases<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Cash Plow<br>Opening Balance<br>Closing Balance<br>Closing Balance<br>Closing Balance<br>Closing Balance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 2,214,322<br>0<br>2,214,322<br>0<br>0<br>2,214,322<br>0<br>0<br>0<br>7<br>0<br>5,333<br>5,5556<br>17,778<br>0<br>5,533<br>6,240<br>9,565<br>5,333<br>6,240<br>9,565<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 33,215<br>-33,215<br>-2,247,538<br>Year 1<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                    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                                                                                    | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 7,388<br>1,808,075<br>1,316,901<br>Year 3<br>C2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1,316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0 1,316,501 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,901<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,601<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 0<br>1,316,901<br>Vear 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>-1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          |
| For Residual Valuation CASH PLOW FOR CL // RCOME | Land<br>Ireases<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Cash Plow<br>Coarting Balan<br>Costang Balance<br>Costang Balance<br>Costang Balance<br>Costang Balance<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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2,214,322<br>-2,214,322<br>-2,214,322<br>OPIT<br>Q1<br>0<br>5,533<br>9,240<br>5,533<br>9,240<br>5,533<br>9,240<br>5,541<br>9,562<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 33,215<br>-33,215<br>-2,247,536<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,713<br>457,775<br>2,705,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | 40,580<br>-570,657<br>-3,275,668<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                    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                                                                                  | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,891,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>1,316.901<br>Q1<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 0<br>1,316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,301<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,901<br>Year 5<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,301<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,316,901<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>-1,316,901<br>0<br>-1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          |
| For Residual Valuation CASH FLOW FOR CE_L COME EXPENDENCE Expenden | Land<br>Interest<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Costang Balance<br>Costang Balance<br>Costang Balance<br>AdDITIONAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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2,214,322<br>0<br>2,214,322<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 33,215<br>-33,215<br>-2.247,536<br><b>Vear 1</b><br>Q2<br><b>0</b><br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 33,713<br>-457,775<br>-2,706,311<br>                                                                                             | 40,580<br>-570,657<br>-3,275,668<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                    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56,497<br>1,493,907<br>-2,272,528<br>Q4<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 34,088<br>1,781,355<br>-491,174<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>02<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 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                       |
| Per Residual Valuation CASH FLOW FOR CE., CASH FLOW FOR CE., Cash Content of the  | Land<br>Irelevent<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Costing Balance<br>Costing Balance<br>AbOTTIONAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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1,884,092<br>2,214,322<br>0,-2,214,322<br>0FIT<br>0<br>305,556<br>17,778<br>0<br>5,333<br>7,65<br>15,902<br>38,756<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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56,497<br>1,493,007<br>-2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             | 34,088<br>1,781,355<br>-491,174<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,                                          | 7,368 1,806,075 1,316,001 Year 3 Q2 1,881,288 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                           | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316.901<br>Q1<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 0<br>0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0 1,316,501 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1.316,001<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,316,901<br>Year 6<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                    |
| For Residual Valuation CASH FLOW FOR CL / ROOME EXPEDIDUNCE Experiments Experi | Land<br>Inference<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Cost Provide<br>Cost                                                                                                                                                                                                                                                                                                                                                                                              | 2,214,322<br>0<br>2,214,322<br>0<br>0<br>0<br>2,214,322<br>0<br>0<br>0<br>0<br>5,333<br>0,246<br>5,556<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 33,215<br>-33,215<br>-2,247,536<br>-2,247,536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 40.580<br>-570,657<br>-3.275,968<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 49,140<br>-844,256<br>-4,120,224<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 61,803<br>-4,977,143<br>-4,977,143<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 74,657<br>1,210,708<br>-3,766,435<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,                                         | 56,497<br>1,493,807<br>-2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             | 34,088<br>1,781,355<br>-491,174<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                 | 7,368<br>1,808,075<br>1,316,001<br>Year 3<br>Vear 3<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                        | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316,001<br>Year 4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1.316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1.316.001<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1.316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,316,001<br>Year 6<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>03<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0     | 0<br>1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             |
| Per Residual Valuation CASH FLOW FOR CEL, CASH FLOW | Land<br>Inference<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Depring Balance<br>Opering Balance<br>Costing Balance<br>ADDITIONAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 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1,844,092<br>1,844,092<br>0<br>2,214,322<br>0<br>2,214,322<br>0<br>17,778<br>6<br>355,556<br>17,778<br>6<br>355,556<br>17,778<br>6<br>38,756<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 49,140<br>-844,226<br>-4,120,224<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,766,435<br>0<br>0<br>1,861,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 56.497<br>1,493,007<br>-2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             | 34,088<br>1,781,385<br>-491,174<br>0,1<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 7,368<br>1,808,075<br>1,316,001<br>Year 3<br>02<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316,001<br>Year 4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,201<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>Year 5<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 0<br>1.316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,216,001<br>Year 6<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,001<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     |
| For Residual Valuation CASH FLOW FOR CL   ROCIEE RO | Land<br>Inference<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Profit on Costs<br>Opening Batano<br>Opening Batano<br>AbortionAL PR<br>As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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1,84,092<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>0<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,214,325<br>-2,21                                                                                                     | 33,215<br>-33,215<br>-2,247,538<br><b>Vear 1</b><br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,713<br>-457,775<br>-2,705,311<br>03<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 40.580<br>-570,657<br>-3.275,968<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 49,140<br>-844,256<br>-4,120,224<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,766,435<br>03<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0            | 56,497<br>1,483,507<br>-2,272,528<br>04<br>1,481,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 34,088<br>1,781,355<br>-491,174<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                 | 7.368<br>1,806,075<br>1,316,001<br>Year 3<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                  | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,001<br>21<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 0<br>1.316.001<br>Vear 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0 0 1,316,001 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                        | 0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1.316.901<br>Vear 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316.901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,601<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,346,001<br>Year 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>(_316,001<br>0<br>(_316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                              |
| Per Residuel Valuation CLASY FLOW FOR CEL, CASY FLO | Land<br>Polition Calls<br>Profit on Calls<br>Profit on Calls<br>Profit on Calls<br>Call Profit on Calls<br>Calls Provide State<br>Council States<br>Council States<br>ADDITIONAL PR<br>AS Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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1,844,092<br>1,844,092<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,322<br>0,2214,3                                                                                                                                                                         | 33,215<br>-33,215<br>-2,247,536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 33,713<br>-457,775<br>-2,706,311<br>                                                                                             | 40,580<br>-670,657<br>-3,275,968<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 49,140<br>                                                                                                                 | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,766,435<br>0<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 56,497<br>1,493,907<br>-2,272,628<br>04<br>1,481,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7,368<br>1,808,075<br>1,316,001<br>Year 3<br>Q2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316.5001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0     | 0<br>1.316,001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>0<br>1,316,601<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1.316.901<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,301<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,216,901<br>Vear 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,801<br>0<br>-1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                             |
| For Residual Valuation CASH FLOW FOR CE / I ROOME EXPENDITURE EXPE | Larden Largest<br>Profit on GDV<br>Polition GDV<br>Cash Plow<br>Chorne Balance<br>Asotronout Pre-<br>Asotronout                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,844,092<br>1,844,092<br>-2,214,322<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 33,215<br>-33,215<br>-2,247,536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 40.580<br>-570,657<br>-3.275,968<br>Q4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 49,140<br>                                                                                                                 | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,766,435<br>0,3<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0           | 56,497<br>1,493,907<br>-2,772,528<br>04<br>1,481,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 34,088<br>1,781,355<br>-491,174<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                 | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>C2<br>1,812,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,216,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>0<br>1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>1,316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316.001<br>Vear 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1.316.001<br>0.4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                   | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>12<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                    | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1,315,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,316,601<br>Year 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 1316.001<br>0<br>-1.316.001<br>0<br>-1.316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                |
| For Residual Valuation CASH FLOW FOR CEL, CASH FLOW | Land Line Line Line Line Line Line Line Line                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     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1,884,092<br>1,884,092<br>2,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392<br>0,214,392                                                                                                                                             | 33,215<br>-33,215<br>-2,247,538<br>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 33,713<br>-457,775<br>2,706,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                 | 40,580<br>-670,657<br>-3,275,968<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0<br>-0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 49,140<br>-844,256<br>-4,120,224<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 74,657<br>1,210,708<br>-3,766,435<br>0,3<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0           | 56,497<br>1,493,907<br>2,272,528<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                              | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7,368<br>1,808,075<br>1,316,901<br>Year 3<br>Q2<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>0<br>1,216,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,314,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0       | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316.001<br>Year 4<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 0<br>(3.366.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>9<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 0<br>1,316,601<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,316,001<br>Year 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 0<br>0<br>1,336,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 1316,001<br>0<br>-1,316,001<br>0<br>-1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                |
| For Residual Valuation CASH PLOW FOR CL / RCOME  | Large                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,844,092<br>1,844,092<br>2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,222<br>-2,214,22                                                                                                                                                                         | 33,215<br>-33,215<br>-2,247,536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 33,713<br>-457,775<br>-2,705,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 40,580<br>-370,657<br>-3,275,668<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 49,140<br>                                                                                                                 | 61,803<br>-856,919<br>-4,977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>-3,768,435<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 56,497<br>1,493,907<br>-2,272,528<br>0<br>0<br>1,493,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 34,088<br>1,781,355<br>-491,174<br>-01<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 7,368<br>1,316,001<br>7,246,001<br>7,246,001<br>0,22<br>1,241,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>1,316.901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 0<br>1.316,001<br>Year 4<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                     | 0<br>1,318,201<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>04<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                    | 0<br>1,346,201<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1.316,901<br>Year 5<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,146,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1.316.821<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1.316.001<br>Q2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0           | 0<br>0<br>1346.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0  | 1316,001<br>0<br>-1316,001<br>0<br>-1316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  |
| For Residual Valuation CASH FLOW FOR CEL, CASH FLOW | Land<br>Fred or New York of Control of Control<br>Profit on GDV<br>Control Balance<br>Costing Balance<br>Costing Balance<br>AdortTonAL PR<br>6 d Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 1,884,092<br>1,884,092<br>2,214,392<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 33.215<br>-33.215<br>2.247.536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,713<br>-457,775<br>-2,705,311<br>-3,705,311<br>-3,0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0          | 40.580<br>-570,657<br>-3.275,668<br>-3.275,668<br>-3.275,668<br>-3.275,668<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,968<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975<br>-3.275,975                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 49,140<br>                                                                                                                 | 61.803<br>-856.919<br>-4.977,143<br>Year 2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 74,657<br>1,210,708<br>3,766,435<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                | 56,497<br>1,493,307<br>-2,772,528<br>0<br>1,481,283<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 34,088<br>1,781,355<br>-491,174<br>0<br>1,881,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7.368 1.808.076 1.316.901 Year 3 C2 1.891.288 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                           |                                                                                                               | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>1,316.901<br>1,316.901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                  | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      |                                                                                                          | 0<br>1.316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,3/16,201<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 |                                                                                                           | 0<br>1.316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1316001<br>Year 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | 0<br>0<br>1316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           |                                                                                                                                                |
| Per Residual Valuation CASH PLOW FOR CL 1 RECORE EXPERIENCE EXPERI | Land Line Land L                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 33,215<br>-33,215<br>-2,247,556<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 33,713<br>467,775<br>2,706,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0         | 40,559<br>4770,657<br>3,275,668<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 49,140<br>                                                                                                                 | 61,803<br>465,519<br>4,677,143<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 1,210,708<br>1,210,708<br>3,3766,926<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 56,467<br>1,481,507<br>2,272,528<br>0<br>1,481,289<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 34,088<br>17,781,356<br>491,174<br>0<br>1,789,289<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            | 7.368 1,808,075 1,316,901 Vear 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                      | 0<br>0<br>1,216,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1,1348,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,901<br>0<br>1,316,901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1,116,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 0<br>1,316,201<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1.316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,346,801<br>2,22<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | 0<br>1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1315.001<br>04<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>1 346,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0             | 0<br>1318.001<br>02<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                     | 0<br>0<br>1318001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0        | 1310001<br>0<br>                                                                                                                               |
| Per Residual Valuation  CASH FLOW FOR CEL  CASH FLOW FOR CEL  CASH FLOW FOR CEL  CASH COME  EXPERIMENT  EXPERIMENT EXPERIMENT  EXPERIMENT EXPERIMENT   | Lineard<br>Interest<br>Profits on Costs<br>Profits on Costs<br>Costan Flow<br>Opening Balance<br>Costant Balance<br>Costant Balance<br>Costant Balance<br>As Above<br>A Above<br>De Int AMD PROF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,844,092<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,322<br>-2,214,                                                                                                                                                                         | 33.215<br>-33.215<br>-2.247.536<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 33,713<br>447,775<br>2,706,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0         | 40,550<br>477,657<br><u>1,275,568</u><br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 49,140<br>-844,256<br>-4,120,224<br>01<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                    | 61.303 495.319 4.577.143 794.7 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                      | 74,457<br>1,210,706<br>3,2766,456<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 56,467<br>1,453,507<br>2,272,558<br>04<br>1,569,269<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 34,088<br>4911,781<br>01<br>1,889,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                        | 7,388<br>1,868,075<br>1,316,091<br>1,216,091<br>1,221<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                      | 0<br>0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            |                                                                                                               | 0<br>1316.001<br>7027<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                        | 0<br>1.316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>1,3/6.021<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          | 0<br>134501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                             | 0<br>1.316.801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                 | 0<br>1.316.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 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| For Residual Valuation CASH PLOW POR CL   Record Re | Land Marken<br>Berlan Colors<br>Profiles and Colors<br>Profiles and Colors<br>Barlow<br>Colors Barlow<br>Colors Barlow<br>Ad Alorat<br>Profiles and<br>Profiles and Profiles<br>Colors Barlow<br>Profiles and Profiles<br>Colors Profiles<br>Profiles and Profiles<br>Profiles and Profiles<br>Profiles and Profiles<br>Profiles and Profiles<br>Profiles and Profiles<br>Profiles<br>Profiles and Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profiles<br>Profile                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1384092<br>1221432<br>21432<br>21432<br>01<br>0<br>35556<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 33,215<br>-33,215<br>-2,247,538<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 33,713<br>457,776<br>2,708,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | 40,569<br>4070,667<br>- <u>1275,568</u><br>- <u>0</u><br>- | 48,140<br>844,258<br>4120,224<br>01<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                       | 61,003<br>465,319<br>497,143<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               | 74,857<br>1,210,708<br>3,3766,436<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               | 1,493,507<br>3,277,558<br>0<br>0<br>1,491,281<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                 | 34,008<br>1721,205<br>-01,172<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                | 7,388<br>1,088,075<br>1,316,801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                            |                                                                                                               | 0<br>1.318.801<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           |                                                                                                               | 0<br>1,316,301<br>22<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                         | 0<br>1,316,001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                          |                                                                                                          |                                                                                                          | 0<br>1,316,601<br>202<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0               |                                                                                                          |                                                                                                           |                                                                                             | 0<br>1316.001<br>748.00<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                      |                                                                                                               | 0<br>137607<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                   |
| Per Residual Valuation CASH FLOW FOR CEL CONTROL CEL CEL CONTROL CEL CEL CONTROL CEL CEL CEL CONTROL CEL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Jacobine<br>Netra and Jacobine<br>Prefa and Jacobine<br>Jacobine<br>Aborne Marine<br>Aborne Marine<br>Aborne Marine<br>Aborne Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Marine<br>Aborne<br>Aborne<br>Aborne<br>Marine<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Aborne<br>Ab | 1384,092           2,214,332         0           0,214,332         0           0,214,332         0           0,214,332         0           0,214,332         0           0,214,332         0           3,256,566         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0           0,000         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 33,215<br>-33,215<br>2,247,558<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,713<br>-47,776<br>2,773,311<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                  | 40,559<br>477,657<br>1,275,588<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 48,140<br>444,250<br>441,250,224<br>01<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                    | 61,303 465,319 4.977143 4.977143 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                    | 74,857<br>1,210,706<br>3,716,458<br>0<br>1,891,288<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0              | 56,407<br>1,453,507<br>2,272,558<br>04<br>1,967,269<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                           | 34,008<br>1721,555<br>-491172<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                                | 7,388<br>1,868,075<br>1,316,801<br>0,2<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            |                                                                                                               | 0<br>1316.901<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                            |                                                                                                               | 0<br>1.315.001<br>2.22<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                       |                                                                                                          |                                                                                                          |                                                                                                          | 0<br>1,316,501<br>7 Yaw 6<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                               |                                                                                                          | 0<br>1316.001<br>04<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                      | 0<br>138.81<br>0<br>138.81<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>1314.501<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                           |                                                                                                               | 0<br>1376.001<br>0<br>0<br>1.1378.001<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0                                         |

SITE NAME Site 8 Medium Green 20

| SITE NAME                                        | Site 9                                | Medium Green 2                | 0 Fringe     |                     |                  |                    |                                |                  | ]               |                                |                 |                       |                      |           |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
|--------------------------------------------------|---------------------------------------|-------------------------------|--------------|---------------------|------------------|--------------------|--------------------------------|------------------|-----------------|--------------------------------|-----------------|-----------------------|----------------------|-----------|--------------|-----------|-----------------------------------|------------------|------------------------|------------|-----------|----------------------------------|----------------|-----------|------------|
| INCOME                                           | Av Size<br>m2                         | %                             | Number<br>20 |                     | Price<br>£/m2    | GDV<br>£           | GIA<br>m2                      |                  | DEVELOPMEN      | NT COSTS                       |                 |                       |                      |           |              |           | Planning fee o<br>Planning app fe | alic<br>a dwgs   | rate                   |            | 1         | Build Cost<br>BCIS               | /m2<br>1,272   |           |            |
| Market Housing                                   | 99.6                                  | 65%                           | 13           |                     | 4,650            | 6,021,750          | 1,295                          |                  | LAND            | Land                           |                 | /unit or m2<br>84,970 | Total                | 1,699,409 |              |           | No dwgs<br>No dwgs under          | 20<br>r 20       | 462                    | 9,240      |           | Over Extra 1<br>Energy           | 0<br>21        | 0.00%     |            |
| Shared Ownership                                 | 80.0                                  | 10%                           | 2            |                     | 3,023            | 483,600            | 160                            |                  |                 | Easements etc.                 |                 | 1 50%                 | 74,470               | 99.962    |              |           | No dwgs over                      | £ 0              | 138<br>Total           | 0<br>9,240 | J         | Design<br>A&Adpt<br>Ourscontra 2 | 0<br>25        |           |            |
| Affordable Rent                                  | 80.0                                  | 25%                           | 5            |                     | 1,850            | 740,000            | 400                            |                  | PLANNING        | Lugan Poquan                   |                 | 1.50%                 | 20,001               | 39,302    |              |           |                                   |                  |                        |            |           | Small Sites<br>Site Costs        | 0<br>191       | 0%<br>15% |            |
| Social Rent                                      | 80.0                                  | 0%                            | 0            |                     | 1,475            | 0                  | 0                              |                  |                 | Planning Fee<br>Architects     |                 | 6.00%                 | 9,240<br>190,828     |           |              |           | Stamp duty ca<br>Land payment     | alc - Residual   |                        | 1,699,409  |           |                                  | 1,510          |           |            |
| Grant and Subsidy                                | Shared Owners<br>Affordable Rent      | hip<br>t                      |              |                     | 0                | 0                  |                                |                  |                 | QS / PM<br>Planning Consul     | tants           | 0.50%                 | 15,902<br>31,805     | 227 226   |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| SITE AREA - Not                                  | 0.57                                  | ha                            | 35           | /ha                 | 0                | 7.245.350          | 1.855                          |                  | CONSTRUCT       | Other Protessio                | nai             | 2.50%                 | /9,512               | 327,286   |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| SITE AREA - Gross                                | 0.63                                  | ha                            | 32           | /ha                 |                  |                    |                                |                  |                 | Build Cost - BCI<br>s106 / CIL | IS Based        | 1,510                 | 2,801,428<br>309,000 |           |              |           |                                   |                  | Total                  | 74,470     | ]         |                                  |                |           |            |
| Sales per Quarter                                | 0                                     | Ountry                        |              |                     |                  |                    |                                |                  |                 | Contingency<br>Abnormals       |                 | 2.50%                 | 70,036<br>0          | 3,180,464 |              |           | Stamp duty ca<br>Land payment     | lic - Add Profit | 400                    | 304,762    |           |                                  |                |           |            |
| Unit Bald Time                                   | 3                                     | Whole Site                    | Per ha NET   | Per ha GROSS        |                  | RUN Residual M     | MACRO ctrl+r<br>sing balance = | 0                | FINANCE         | Fees                           |                 |                       | 48,000               |           |              |           | 250,000                           | 1%               | 3%                     |            |           |                                  |                |           |            |
| Residual Land Value<br>Alternative Use Value     |                                       | 1,699,409<br>15,873           | 2,973,965    | 2,676,568<br>25,000 |                  | RUN CIL MACR       | O ctrl+l                       |                  |                 | Interest<br>Legal and Valua    | tion            | 6.00%                 | 0                    | 48,000    |              |           | 1,000,000<br>above                | 4%<br>5%         | 5%<br>5%               |            |           |                                  |                |           |            |
| Uplift<br>Plus /h                                | 20%<br>na 450,000                     | 3,175 285,714                 |              | 5,000<br>450,000    |                  | Clos               | sing balance =                 | 0                | SALES           | 1                              |                 |                       | 247.224              |           |              |           | Des (25 +100                      | 0.000            | T otal                 | 15,238     | ]<br>1    | 1.07                             | N (00)/        |           | 1          |
| vi                                               | ability I hreshold                    | 304,762                       | im2          | 480,000             |                  | Check on phasing o | ect                            |                  |                 | Agents<br>Legals<br>Misc       |                 | 0.5%                  | 217,361<br>36,227    | 253 587   | 5 608 708    |           | Pre CIL \$106                     | 2,500            | E/ Unit (all)<br>Total | 50,000     | ]         |                                  | % GDV<br>0.00% | 0         |            |
| Additional Profit                                |                                       | 2,000,477                     | 1,545        |                     |                  |                    |                                |                  | Developers Pr   | ofit                           |                 |                       |                      |           |              |           | Post CIL s106<br>CIL              | 2,500<br>200     | £/ Unit (all)<br>£/m2  |            | ]         |                                  |                |           |            |
|                                                  |                                       |                               |              |                     |                  |                    |                                |                  |                 | % GDV<br>% GDC                 |                 | 17.50%<br>0.00%       |                      |           | 1,267,936    |           | L                                 |                  | Total                  | 309,000    | 1         |                                  |                |           |            |
| RESIDUAL CASH FLO                                | W FOR INTERES                         | Q1                            | Year 1<br>Q2 | Q3                  | Q4               | Q1                 | Year 2<br>Q2                   | Q3               | Q4              | Q1                             | Year 3<br>Q2    | Q3                    | Q4                   | Q1        | Year 4<br>Q2 | Q3        | Q4                                | Q1               | Year 5<br>Q2           | Q3         | Q4        | Q1                               | Year 6<br>Q2   | Q3        | Q4         |
| UNITS Started<br>Market Housing                  |                                       |                               |              | 5                   | 5                | 5                  | 5                              | 1.505.438        | 1.505.439       | 1.505 438                      | 1.505 438       | P                     | 0                    | 0         | n            | n         | n                                 | 0                | 0                      | 0          | 0         | 0                                | n              | 0         | 0          |
| Shared Ownership<br>Affordable Rent              |                                       |                               |              |                     | 0                | 0                  | 0                              | 120,900          | 120,900         | 120,900                        | 120,900         | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Social Rent<br>Grant and Subsidy                 |                                       |                               |              |                     | 0                | 0                  | 0                              | 0                | 0               | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| INCOM                                            | E                                     | 0                             | 0            | 0                   | 0                | 0                  | 0                              | 1,811,338        | 1,811,338       | 1,811,338                      | 1,811,338       | 0                     | 0                    | •         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| EXPENDITURE<br>Stamp Duty<br>Easements etc.      |                                       | 74,470                        |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| Legals Acquisition                               |                                       | 25,491                        |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| Planning Fee<br>Architects                       |                                       | 9,240<br>95,414               |              | 95,414              |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| QS<br>Planning Consultants<br>Other Professional |                                       | 7,951 15,902 29,755           |              | 7,951 15,902 20,756 |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| Build Cost - BCIS Base                           |                                       | 55,755                        | 0            | 233,452             | 466,905          | 700,357            | 700,357                        | 466,905          | 233,452         | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| s106/CIL<br>Contingency                          |                                       |                               | 0            | 25,750<br>5,836     | 51,500<br>11,673 | 77,250<br>17,509   | 77,250<br>17,509               | 51,500<br>11,673 | 25,750<br>5,836 | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Abnormals                                        |                                       | 40.000                        | 0            | 0                   | 0                | 0                  | 0                              | 0                | 0               | 0                              | 0               | 0                     | 0                    | °         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Legal and Valuation                              |                                       | 0                             |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| Agents<br>Legals                                 |                                       | 0                             | 0            | 0                   | 0                | 0                  | 0                              | 54,340<br>9,057  | 54,340<br>9,057 | 54,340<br>9,057                | 54,340<br>9,057 | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Misc.<br>COSTS BEFORE LAN                        | ID INT AND PROP                       | 316,225                       | 0            | 0<br>424,062        | 530,077          | 795,116            | 795,116                        | 593,474          | 328,435         | 63,397                         | 63,397          | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| For Residual Valuation                           | 1 Land                                | 1,699,409                     |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
|                                                  | Interest<br>Profit on Costs           |                               | 30,234       | 30,688              | 37,509           | 46,023             | 58,640                         | 71,446           | 54,250          | 32,820                         | 7,094           | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
|                                                  | Profit on GDV                         | 0.045.000                     | 20.004       | 454 750             | CC7 C07          |                    | 052 755                        | 1 1 1 1 1 1 7    | 4 400 050       | 4.745.400                      | 4.740.047       |                       |                      | <u> </u>  |              |           |                                   |                  |                        |            |           |                                  |                |           | 0          |
|                                                  | Opening Balans<br>Closing Balans      | -2,015,633<br>0<br>-2.015.633 | -30,234      | -454,750            | -3.068.204       | -841,139           | -853,756                       | -3.616.683       | -2.188.031      | -472.911                       | 1,740,847       | 1,267.936             | 1.267.936            | 1.267.936 | 1.267.936    | 1.267.936 | 1,267,936                         | 1.267.936        | 1.267.936              | 1.267.936  | 1.267.936 | 1,267,936                        | 1.267.936      | 1.267.936 | -1,267,936 |
|                                                  |                                       |                               |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      |           |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| CASH FLOW FOR CIL                                | ADDITIONAL PR                         | 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                                           | E                                     | 0                             | 0            | 0                   | 0                | 0                  | 0                              | 1,811,338        | 1,811,338       | 1,811,338                      | 1,811,338       | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| EXPENDITURE<br>Land                              |                                       | 304,762                       |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      | 1         |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| Stamp Duty                                       |                                       | 15,238                        | 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                               |                                       | 4,571                         | 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<br>Architects                       |                                       | 9,240<br>95,414               | 0            | 0<br>95,414         | 0                | 0                  | 0                              | 0                | 0               | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| QS<br>Planning Consultants                       |                                       | 7,951<br>15,902               | 0            | 7,951<br>15,902     | 0                | 0                  | 0                              | 0                | 0               | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Other Professional                               |                                       | 39,756                        | 0            | 39,756<br>233,452   | 466.905          | 0                  | 0                              | 0                | 0 233.452       | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| POTENTIAL CIL<br>Post CIL s106                   |                                       |                               | Ĭ            | 1,000,239           | 1,000,239        | 12.500             | 12,500                         | 12,500           | 12.500          | 0                              | 0               | 0                     | 0                    |           | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Contingency<br>Abnormals                         |                                       | 0                             | 0            | 5,836<br>0          | 11,673<br>0      | 17,509<br>0        | 17,509<br>0                    | 11,673<br>0      | 5,836<br>0      | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Finance Fees                                     |                                       | 48,000                        | 0            | 0                   | 0                | 0                  | 0                              | 0                | 0               | 0                              | 0               | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Legal and Valuation                              |                                       | 0                             | 0            | 0                   | 0                | 0                  | 0                              | U<br>54.340      | U<br>54.340     | 54.340                         | 0<br>54.340     | 0                     | 0                    |           | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| Legals<br>Misc.                                  |                                       | 0                             | 0            | 0                   | 0                | 0                  | 0                              | 9,057<br>0       | 9,057<br>0      | 9,057<br>0                     | 9,057<br>0      | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| COSTS BEFORE LAN                                 | ID INT AND PROP                       | 540,835                       | 0            | 1,398,550           | 1,478,816        | 730,366            | 730,366                        | 554,474          | 315,185         | 63,397                         | 63,397          | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | 0          |
| For CIL calculation                              | late 1                                |                               | 0.440        | 0.004               |                  | 54.050             | c2.022                         | 75.004           | F7 895          | 25.244                         | 40.007          |                       |                      |           |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
| 1                                                | Profit on cost<br>Profit on GDV       |                               | 8,113        | 8,234               | 21,336           | 51,958             | 63,693                         | /5,804           | 57,885          | 36,311                         | 10,637          | U                     | U                    | U         | U            | U         | U                                 | U                | U                      | U          | U         | U                                | U              | U         | 1,028,193  |
|                                                  | · · · · · · · · · · · · · · · · · · · |                               |              |                     |                  |                    |                                |                  |                 |                                |                 |                       |                      |           |              |           |                                   |                  |                        |            |           |                                  |                |           |            |
|                                                  | Cash Flow                             | -540,835                      | -8,113       | -1,406,785          | -1,508,152       | -782,324           | -794,059                       | 1,181,259        | 1,438,267       | 1,711,630                      | 1,737,304       | 0                     | 0                    | 0         | 0            | 0         | 0                                 | 0                | 0                      | 0          | 0         | 0                                | 0              | 0         | -1,028,193 |

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| SITE NAME Site 10                                               | Medium Green 1            | 12           |                     |                    |                        |                                |                     | ]                   |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
|-----------------------------------------------------------------|---------------------------|--------------|---------------------|--------------------|------------------------|--------------------------------|---------------------|---------------------|----------------------------------------------|--------------|------------------------|----------------------------|-----------|--------------|---------|------------------------------------|-----------------|-----------------------|------------|---------|----------------------------------|--------------|-----------|-------------------|
| INCOME Av Size                                                  | %                         | Number<br>12 |                     | Price<br>£/m2      | GDV<br>£               | GIA<br>m2                      |                     | DEVELOPME           | NT COSTS                                     |              |                        |                            |           |              |         | Planning fee of<br>Planning app fe | alc<br>dwos     | rate                  |            | 1       | Build Cost<br>BCIS               | /m2<br>1.257 |           |                   |
| Market Housing 109.4                                            | 65%                       | 8            |                     | 4,850              | 4,137,656              | 853                            |                     | LAND                | Land                                         |              | /unit or m2<br>105,898 | Total                      | 1,270,772 |              |         | No dwgs<br>No dwgs under           | 12              | 462                   | 5,544      |         | Over Extra 1<br>Energy           | 0            | 0.00%     |                   |
| Shared Ownership 77.5                                           | i 10%                     | 1            |                     | 3,153              | 293,183                | 93                             |                     |                     | Stamp Duty<br>Easements etc.                 |              | 1 50%                  | 53,039<br>0                | 72 100    |              |         | No dwgs over 5                     | 0               | 138<br>Total          | 0<br>5,544 |         | Design<br>A&Adpt<br>Ourscontra 3 | 0<br>25      |           |                   |
| Affordable Rent 77.5                                            | 25%                       | 3            |                     | 1,850              | 430,125                | 233                            |                     | PLANNING            | Lugan Acquan                                 | 211          | 1.0076                 | 10,002                     | 12,100    |              |         |                                    |                 |                       |            | _       | Small Sites<br>Site Costs        | 0<br>189     | 0%<br>15% |                   |
| Social Rent 77.5                                                | 6 0%                      | 0            |                     | 1,475              | 0                      | 0                              |                     |                     | Planning Fee<br>Architects                   |              | 6.00%                  | 5,544<br>120,205           |           |              |         | Stamp duty ca<br>Land payment      | ic - Residual   |                       | 1,270,772  |         |                                  | 1,492        |           |                   |
| Grant and Subsidy Shared Owner<br>Affordable Rei<br>Social Bent | ship<br>nt                |              |                     | 0                  | 0                      |                                |                     |                     | QS / PM<br>Planning Consul<br>Other Pmfessio | tants        | 0.50% 1.00% 2.50%      | 10,017<br>20,034<br>50,085 | 205 886   |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| SITE AREA - Not 0.34                                            | i ha                      | 35           | /ha                 |                    | 4,860,964              | 1,179                          |                     | CONSTRUCT           | ION                                          |              | 2.50%                  | 30,000                     | 200,000   |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| SITE AREA - Gross 0.34                                          | ha                        | 35           | /ha                 |                    |                        |                                |                     |                     | Build Cost - BCI<br>s106 / CIL               | S Based      | 1,492                  | 1,758,825 200,625          |           |              |         |                                    |                 | Total                 | 53,039     | 1       |                                  |              |           |                   |
| Sales per Quarter 0<br>Unit Build Time 3                        | Quarters                  |              |                     |                    |                        |                                |                     |                     | Contingency<br>Abnormals                     |              | 2.50%                  | 43,971                     | 2,003,421 |              |         | Land payment<br>125 000            | ic - Add Profit | 1%                    | 174,857    |         |                                  |              |           |                   |
|                                                                 | Whole Site                | Per ha NET   | Per ha GROSS        |                    | RUN Residual M<br>Clos | IACRO ctrl+r<br>sing balance = | D                   | FINANCE             | Fees                                         |              |                        | 32,000                     |           |              |         | 250,000<br>500,000                 | 1%<br>3%        | 3%<br>4%              |            |         |                                  |              |           |                   |
| Residual Land Value Alternative Use Value                       | 1,270,772                 | 3,706,419    | 3,706,419<br>50,000 |                    | RUN CIL MACRO          | O ctrl+l                       |                     |                     | Interest<br>Legal and Valua                  | tion         | 6.00%                  | 0                          | 32,000    |              |         | 1,000,000<br>above                 | 4%<br>5%        | 5%<br>5%              |            |         |                                  |              |           |                   |
| Plus /ha 450,000<br>Viability Threshold                         | 154,286<br>174,857        |              | 450,000             | 1                  | Check on phasing d     | hegs nos                       | 0                   | SALES               | Agents                                       |              | 3.0%                   | 145,829                    |           |              |         | Pre CIL s106                       | 2,500           | £/ Unit (all)         | 0,743      | 1       | LIT                              | % GDV        |           | 1                 |
|                                                                 |                           | E/m2         |                     |                    | corre                  | ect                            |                     |                     | Legals<br>Misc.                              |              | 0.5%                   | 24,305<br>0                | 170,134   | 3,754,313    |         |                                    |                 | Total                 | 30,000     |         |                                  | 0.00%        | 0         |                   |
| Additional Profit                                               | 1,512,874                 | 1,773        | 1                   |                    |                        |                                |                     | Developers P        | ofit                                         |              |                        |                            |           |              |         | Post CIL s106<br>CIL               | 2,500<br>200    | £/ Unit (all)<br>£/m2 |            |         |                                  |              |           |                   |
|                                                                 |                           |              |                     |                    |                        |                                |                     |                     | % GDV<br>% GDC                               |              | 0.00%                  |                            |           | 850,669      |         | I                                  |                 | I otal                | 200,625    | 4       |                                  |              |           |                   |
| RESIDUAL CASH FLOW FOR INTERE                                   | ST Q1                     | Year 1<br>Q2 | Q3                  | Q4                 | Q1                     | Year 2<br>Q2                   | Q3                  | Q4                  | Q1                                           | Year 3<br>Q2 | Q3                     | Q4                         | Q1        | Year 4<br>Q2 | Q3      | Q4                                 | Q1              | Year 5<br>Q2          | Q3         | Q4      | Q1                               | Year 6<br>Q2 | Q3        | Q4                |
| INCOME<br>UNITS Started                                         |                           |              | 3                   | 3                  | 3                      | 3                              | 1.024 ***           | 1.021.01            | 1.021.111                                    | 1.024 ***    | 6                      | 0                          |           | 6            |         | •                                  | 0               | 0                     | 0          |         | _                                | 6            | 0         |                   |
| Shared Ownership<br>Affordable Rent                             |                           |              |                     | 0                  | 0                      | 0                              | 73,296              | 73,296              | 73,296                                       | 73,296       | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Social Rent<br>Grant and Subsidy                                |                           |              |                     | 0                  | 0                      | 0                              | 0                   | 0                   | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| INCOME                                                          | 0                         | 0            | 0                   | 0                  | 0                      | 0                              | 1,215,241           | 1,215,241           | 1,215,241                                    | 1,215,241    | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Stamp Duty<br>Easements etc.                                    | 53,039<br>0               |              |                     |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Legals Acquisition                                              | 19,062                    |              |                     |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Architects                                                      | 5,544<br>60,103<br>5,009  |              | 60,103              |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Planning Consultants<br>Other Professional                      | 10,017<br>25,043          |              | 10,017<br>25,043    |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Build Cost - BCIS Base                                          |                           | 0            | 146,569             | 293,138            | 439,706                | 439,706                        | 293,138             | 146,569             | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Contingency<br>Abnormals                                        |                           | 0            | 3,664               | 7,328<br>0         | 10,993                 | 10,993                         | 7,328               | 3,664               | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Finance Fees                                                    | 32,000                    |              |                     |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Legal and Valuation                                             | 0                         | 0            |                     | 0                  |                        | 0                              | 36.457              | 36.457              | 36.457                                       | 36.457       | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               |                       | 0          |         | 0                                | 0            | 0         | 0                 |
| Legals<br>Misc.                                                 | ō                         | 0            | 0                   | 0                  | ō                      | 0                              | 6,076               | 6,076               | 6,076                                        | 6,076        | 0                      | ō                          | 0         | 0            | 0       | ō                                  | ō               | 0                     | 0          | 0       | ō                                | 0            | 0         | 0                 |
| COSTS BEFORE LAND INT AND PRO                                   | F 209,815                 | 0            | 267,123             | 333,903            | 500,855                | 500,855                        | 376,437             | 209,485             | 42,533                                       | 42,533       | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| For Residual Valuation Land                                     | 1,270,772                 | 22.209       | 22 542              | 26.887             | 32.299                 | 40.295                         | 48.413              | 36.557              | 22.020                                       | 4.759        | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               |                       | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Profit on Costs<br>Profit on GDV                                |                           |              |                     |                    |                        |                                |                     |                     |                                              |              |                        |                            | -         |              |         |                                    | -               |                       |            |         |                                  |              |           | 850,669<br>0      |
| Cash Flow                                                       | -1,480,588                | -22,209      | -289,665            | -360,790           | -533,154               | -541,151                       | 790,391             | 969,198             | 1,150,688                                    | 1,167,948    | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | -850,669          |
| Closing Balance                                                 | -1,480,588                | -1,502,796   | -1,792,461          | -2,153,251         | -2,686,405             | -3,227,557                     | -2,437,166          | -1,467,968          | -317,280                                     | 850,669      | 850,669                | 850,669                    | 850,669   | 850,669      | 850,669 | 850,669                            | 850,669         | 850,669               | 850,669    | 850,669 | 850,669                          | 850,669      | 850,669   | 0                 |
| CASH FLOW FOR CIL ADDITIONAL PP                                 | ROFIT                     | Year 1       |                     |                    |                        | Year 2                         |                     |                     | ÷.                                           | Year 3       |                        |                            |           | Year 4       |         |                                    | ÷.              | Year 5                |            |         |                                  | Year 6       |           |                   |
| INCOME As Above                                                 | 0                         | 0            | 0                   | 04                 | 0                      | 0                              | 1.215.241           | 1,215,241           | 1.215.241                                    | 1.215.241    | 0                      | 04                         | 0         | 0            | 0       | 0                                  | 0               | 02                    | 0          | 04      | 0                                | 0            | 0         | 04                |
| EXPENDITURE                                                     |                           |              |                     |                    |                        |                                |                     |                     |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  |              |           |                   |
| Land                                                            | 8 742                     |              |                     | 0                  |                        | 0                              |                     | 0                   |                                              |              | 0                      |                            | 0         | 0            |         | 0                                  |                 | 0                     | 0          |         |                                  | 0            | 0         |                   |
| Easements etc.<br>Legals Acquisition                            | 0 2,623                   | 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<br>QS<br>Risector Consultants                        | 60,103<br>5,009<br>10,017 | 0            | 60,103<br>5,009     | 0                  | 0                      | 0                              | 0                   | 0                   | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Other Professional                                              | 25,043                    | ō            | 25,043              | 0                  | ō                      | 0                              | ō                   | ō                   | 0                                            | 0            | 0                      | ō                          | 0         | 0            | ō       | 0                                  | ō               | ō                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Build Cost - BCIS Base<br>POTENTIAL CIL                         | 0                         | 0            | 146,569<br>756,437  | 293,138<br>756,437 | 439,706                | 439,706                        | 293,138             | 146,569             | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Post LL s106<br>Contingency<br>Abnormals                        | 0                         | 0            | 3,664<br>0          | 7,328<br>0         | 7,500<br>10,993<br>0   | 7,500<br>10,993<br>0           | 7,500<br>7,328<br>0 | 7,500<br>3,664<br>0 | 0                                            | 0            | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| Finance Fees                                                    | 32,000                    | 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                 |
| Legals<br>Misc.                                                 | 0                         | 0            | 0                   | 0                  | 0                      | 0                              | 6,076<br>0          | 6,076               | 6,076<br>0                                   | 6,076<br>0   | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| COSTS BEFORE LAND INT AND PRO                                   | 8 323,938                 | 0            | 1,006,841           | 1,056,903          | 458,199                | 458,199                        | 350,499             | 200,266             | 42,533                                       | 42,533       | 0                      | 0                          | 0         | 0            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | 0         | 0                 |
| For CIL calculation                                             |                           |              |                     |                    |                        | 49.67                          |                     | ~ ~~~               |                                              |              |                        |                            |           |              |         |                                    |                 |                       |            |         |                                  | ,            |           |                   |
| Profit on cost<br>Profit on GDV                                 |                           | 4,859        | 4,932               | 20,109             | 36,264                 | 43,681                         | 51,209              | 31,006              | 24,366                                       | 7,141        | U                      | 0                          | U         | U            | 0       | 0                                  | 0               | 0                     | 0          | 0       | 0                                | 0            | U         | 0<br>689,485<br>0 |
| Cash Day                                                        | 222.020                   | 4.050        | 4 044 773           | 1 077 012          | 404.453                | 504.000                        | 913 533             | 975 969             |                                              | 1 165 566    |                        | 0                          |           |              | 0       |                                    |                 |                       |            | 0       |                                  |              |           | 689.485           |
| Casil Plow                                                      | *323,930                  | -4,009       | -1,011,773          | -1,011,012         | +434,403               | -501,680                       | 013,000             | 210,202             | 1,140,341                                    | 1,100,000    | 0                      |                            | 0         | 0            |         | 0                                  | 0               | 0                     | 0          |         | 0                                | 0            | 0         |                   |

| SITE NAME                                                            | Site 11                                                  | Medium Green 1         | 12 Fringe       |                                        |                        |                                    |                                    |                                   | ]                                 |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
|----------------------------------------------------------------------|----------------------------------------------------------|------------------------|-----------------|----------------------------------------|------------------------|------------------------------------|------------------------------------|-----------------------------------|-----------------------------------|-------------------------------|------------------------------|-----------------------|----------------------|-----------|--------------|---------|-------------------------------|-----------------|-----------------------|------------|---------|-------------------------------------------|--------------|---------|------------------------------------|
| INCOME                                                               | Av Size                                                  | %                      | Number          |                                        | Price                  | GDV                                | GIA                                |                                   | DEVELOPMEN                        | NT COSTS                      |                              |                       |                      |           |              |         | Planning fee c                | alc             |                       |            |         | Build Cost                                | /m2          |         |                                    |
| Market Housing                                                       | 109.4                                                    | 65%                    | 8               |                                        | 4,650                  | 3,967,031                          | 853                                |                                   | LAND                              | Land                          |                              | /unit or m2<br>95,824 | Total                | 1,149,883 |              |         | No dwgs<br>No dwgs under      | 12 Uwys<br>12   | 462                   | 5,544      |         | Over Extra 1<br>Energy                    | 0<br>21      | 0.00%   |                                    |
| Shared Ownership                                                     | 77.5                                                     | 10%                    | 1               |                                        | 3,023                  | 281,093                            | 93                                 |                                   |                                   | Stamp Duty<br>Easements etc.  |                              |                       | 46,994<br>0          |           |              |         | No dwgs over 5                | 0               | 138<br>Total          | 0<br>5,544 |         | Design<br>A&Adpt                          | 0<br>25      |         |                                    |
| Affordable Rent                                                      | 77.5                                                     | 25%                    | 3               |                                        | 1,850                  | 430,125                            | 233                                |                                   | PI ANNING                         | Legals Acquisiti              | on                           | 1.50%                 | 17,248               | 64,242    |              |         |                               |                 |                       |            |         | Over-extra 3<br>Small Sites<br>Site Costs | 1            | 0%      |                                    |
| Social Rent                                                          | 77.5                                                     | 0%                     | 0               |                                        | 1,475                  | 0                                  | 0                                  |                                   | 1 Contrato                        | Planning Fee<br>Architects    |                              | 6.00%                 | 5,544<br>120,205     |           |              |         | Stamp duty ca<br>Land payment | ic - Residual   |                       | 1,149,883  |         | UNE CORG                                  | 1,492        | 15/4    |                                    |
| Grant and Subsidy                                                    | Shared Ownersh<br>Affordable Rent                        | hip<br>I               |                 |                                        | 0                      | 0                                  |                                    |                                   |                                   | QS / PM<br>Planning Consu     | itants                       | 0.50%                 | 10,017<br>20,034     |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| SITE AREA - Not                                                      | Social Rent                                              | ha                     | 26              | the second                             | 0                      | 0                                  | 1 179                              |                                   | CONSTRUCT                         | Other Professio               | inal                         | 2.50%                 | 50,086               | 205,886   |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| SITE AREA - Gross                                                    | 0.34                                                     | ha                     | 35              | /ha                                    |                        | 4,070,245                          | 1,112                              |                                   | CONSTRUCT                         | Build Cost - BC<br>s106 / CIL | IS Based                     | 1,492                 | 1,758,825<br>200,625 |           |              |         |                               |                 | Total                 | 46,994     | ]       |                                           |              |         |                                    |
| Sales per Quarter                                                    | 0                                                        |                        |                 |                                        |                        |                                    |                                    |                                   |                                   | Contingency<br>Abnormals      |                              | 2.50%                 | 43,971<br>0          | 2,003,421 |              |         | Stamp duty ca<br>Land payment | ic - Add Profit |                       | 174,857    |         |                                           |              |         |                                    |
| Unit Build Time                                                      | 3                                                        | Quarters<br>Whole Site | Per ha NET      | Per ha GROSS                           |                        | RUN Residual N                     | ACRO ctrl+r                        | 0                                 | FINANCE                           | Fees                          |                              |                       | 31.000               |           |              |         | 125,000<br>250,000<br>500.000 | 0%<br>1%<br>3%  | 1%<br>3%<br>4%        |            |         |                                           |              |         |                                    |
| Residual Land Value<br>Alternative Use Value                         |                                                          | 1,149,883<br>17,143    | 3,353,825       | 3,353,825<br>50,000                    |                        | RUN CIL MACR                       | O ctrl+l                           |                                   |                                   | Interest<br>Legal and Valua   | tion                         | 6.00%                 | 0                    | 31,000    |              |         | 1,000,000<br>above            | 4%<br>5%        | 5%<br>5%              |            |         |                                           |              |         |                                    |
| Uplift<br>Plus /                                                     | 20%<br>ha 450,000                                        | 3,429<br>154,286       |                 | 10,000 450,000                         |                        | Clos                               | sing balance =                     | 0                                 | SALES                             | 1                             |                              | 2.07                  | 440.047              |           |              |         | Des Cit +100                  | 0.000           | Total                 | 8,743      | ]       | 1.07                                      | N (00)/      |         |                                    |
|                                                                      | Vability Threshold                                       | 174,007                | E/m2            | 510,000                                |                        | Check on phasing o                 | ect                                |                                   |                                   | Legals<br>Misc.               |                              | 0.5%                  | 23,391               | 163,739   | 3,618,171    |         | Pie Cit s 106                 | 2,500           | Total                 | 30,000     |         |                                           | 0.00%        | 0       |                                    |
| Additional Profit                                                    |                                                          | 1,373,533              | 1,610           |                                        |                        |                                    |                                    |                                   | Developers Pr                     | ofit                          |                              |                       |                      |           |              |         | Post CIL s106<br>CIL          | 2,500<br>200    | £/ Unit (all)<br>£/m2 |            |         |                                           |              |         |                                    |
|                                                                      |                                                          |                        |                 |                                        |                        |                                    |                                    |                                   |                                   | % GDV<br>% GDC                |                              | 17.50%<br>0.00%       |                      |           | 818,694<br>0 |         | J                             |                 | Total                 | 200,625    | 1       |                                           |              |         |                                    |
| RESIDUAL CASH FLO                                                    | OW FOR INTERES                                           | T<br>Q1                | Year 1<br>Q2    | Q3                                     | Q4                     | Q1                                 | Year 2<br>Q2                       | Q3                                | Q4                                | Q1                            | Year 3<br>Q2                 | Q3                    | Q4                   | Q1        | Year 4<br>Q2 | Q3      | Q4                            | Q1              | Year 5<br>Q2          | Q3         | 04      | Q1                                        | Year 6<br>Q2 | Q3      | Q4                                 |
| INCOME<br>UNITS Started                                              |                                                          |                        |                 | 3                                      | 3                      | 3                                  | 3                                  | 001 700                           | 001 770                           | 001 770                       | 001 750                      | 6                     | 6                    |           | 0            | ~       | •                             |                 |                       | 0          |         |                                           | 6            | 0       | 0                                  |
| Shared Ownership<br>Affordable Rent                                  |                                                          |                        |                 |                                        | 0                      | 0                                  | 0                                  | 70,273<br>107.531                 | 107.531                           | 70,273<br>107.531             | 70,273<br>107.531            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Social Rent<br>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                                  |
| INCOM                                                                | ME                                                       | 0                      | 0               | 0                                      | 0                      | 0                                  | 0                                  | 1,169,562                         | 1,169,562                         | 1,169,562                     | 1,169,562                    | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| EXPENDITURE<br>Stamp Duty<br>Easements etc.                          |                                                          | 46,994<br>0            |                 |                                        |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| Legals Acquisition                                                   |                                                          | 17,248                 |                 |                                        |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| Planning Fee<br>Architects                                           |                                                          | 5,544<br>60,103        |                 | 60,103                                 |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| QS<br>Planning Consultants<br>Other Professional                     |                                                          | 10,017                 |                 | 10,017<br>25.043                       |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| Build Cost - BCIS Base                                               | e                                                        | 20,040                 | 0               | 146,569                                | 293,138                | 439,706                            | 439,705                            | 293,138                           | 146,569                           | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| s106/CIL<br>Contingency                                              |                                                          |                        | 0               | 16,719<br>3,664                        | 33,438<br>7,328        | 50,156<br>10,993                   | 50,156<br>10,993                   | 33,438<br>7,328                   | 16,719<br>3,664                   | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Abnormals<br>Finance Fees                                            |                                                          | 31.000                 | 0               | 0                                      | 0                      | 0                                  | 0                                  | 0                                 | 0                                 | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Legal and Valuation                                                  |                                                          | 0                      |                 |                                        |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| Agents<br>Legals<br>Misc                                             |                                                          | 0                      | 0               | 0                                      | 0                      | 0                                  | 0                                  | 35,087<br>5,848                   | 35,087<br>5,848                   | 35,087<br>5,848               | 35,087<br>5,848              | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| COSTS BEFORE LAN                                                     | ND INT AND PROP                                          | 200,957                | 0               | 267,123                                | 333,903                | 500,855                            | 500,855                            | 374,838                           | 207,886                           | 40,935                        | 40,935                       | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| For Residual Valuatio                                                | in Land                                                  | 1,149,883              | 20.052          | 20.007                                 | 24.002                 | 20.004                             | 22.222                             | 45 24 7                           | 25.004                            | 21.422                        | 4.500                        |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
|                                                                      | Profit on Costs<br>Profit on GDV                         |                        | 20,263          | 20,567                                 | 24,882                 | 30,264                             | 38,230                             | 46,317                            | 35,091                            | 21,192                        | 4,580                        | 0                     | 0                    | 0         | U            | 0       | 0                             | 0               | 0                     | U          | 0       | 0                                         | 0            |         | 818,694<br>0                       |
|                                                                      | Cash Flow                                                | -1,350,840             | -20,263         | -287,689                               | -358,785               | -531,119                           | -539,086                           | 748,407                           | 926,585                           | 1,107,436                     | 1,124,047                    | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | -818,694                           |
|                                                                      | Opening Baland<br>Closing Balano                         | 0<br>-1,350,840        | -1,371,103      | -1,658,792                             | -2,017,577             | -2,548,696                         | -3,087,782                         | -2,339,375                        | -1,412,789                        | -305,354                      | 818,694                      | 818,694               | 818,694              | 818,694   | 818,694      | 818,694 | 818,694                       | 818,694         | 818,694               | 818,694    | 818,694 | 818,694                                   | 818,694      | 818,694 | 0                                  |
| CASH FLOW FOR CI                                                     | L ADDITIONAL PRO                                         | OFIT                   | Year 1          |                                        |                        |                                    | Year 2                             |                                   |                                   |                               | Year 3                       |                       |                      |           | Year 4       |         |                               |                 | Year 5                |            |         |                                           | Year 6       |         |                                    |
| INCOME                                                               | As Above                                                 | Q1                     | Q2              | Q3                                     | Q4                     | Q1                                 | Q2                                 | Q3                                | Q4                                | Q1                            | Q2                           | Q3                    | Q4                   | Q1        | Q2           | Q3      | Q4                            | Q1              | Q2                    | Q3         | Q4      | Q1                                        | Q2           | Q3      | Q4                                 |
| EXPENDITURE                                                          | NE.                                                      | U                      | U               | U                                      | U                      | U                                  | U                                  | 1,169,562                         | 1,169,562                         | 1,169,562                     | 1,169,562                    | U                     | U                    | 0         | U            | 0       | U                             | U               | U                     | U          | U       |                                           | U            | U       | U                                  |
| Land                                                                 |                                                          | 174,857                |                 |                                        |                        |                                    |                                    |                                   |                                   |                               |                              |                       |                      |           |              |         |                               |                 |                       |            |         |                                           |              |         |                                    |
| Stamp Duty<br>Easements etc.                                         |                                                          | 8,743<br>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                                                         |                                                          | 2,623                  | 0               | 0                                      | 0                      | 0                                  | 0                                  | 0                                 | 0                                 | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Architects<br>QS                                                     |                                                          | 60,103<br>5,009        | 0               | 60,103<br>5,009                        | 0                      | 0                                  | 0                                  | 0                                 | 0                                 | 0                             | o<br>o                       | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | o<br>o                             |
| Planning Consultants<br>Other Professional                           |                                                          | 10,017<br>25,043       | 0               | 10,017<br>25,043                       | 0                      | 0                                  | 0                                  | 0                                 | 0                                 | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0<br>0                             |
| Build Cost - BCIS Base<br>POTENTIAL CIL                              | e                                                        | 0                      | 0               | 146,569<br>686.766                     | 293,138<br>686,766     | 439,706                            | 439,706                            | 293,138                           | 146,569                           | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Post CIL s106<br>Contingency                                         |                                                          | 0                      | 0               | 3,664                                  | 7,328                  | 7,500<br>10,993                    | 7,500<br>10,993                    | 7,500<br>7,328                    | 7,500<br>3,664                    | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Abnormals                                                            |                                                          | 0<br>31.000            | 0               | 0                                      | 0                      | 0                                  | 0                                  | 0                                 | 0                                 | 0                             | 0                            | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Legal and Valuation                                                  |                                                          | 0                      | 0               | 0                                      | ō                      | 0                                  | ō                                  | ō                                 | 0                                 | ō                             | 0                            | 0                     | 0                    | ō         | 0            | ō       | 0                             | ō               | 0                     | ō          | 0       | ō                                         | 0            | 0       | ō                                  |
|                                                                      |                                                          |                        | 0               | 0                                      | 0                      | 0                                  | 0                                  | 35,087<br>5,848                   | 35,087<br>5,848                   | 35,087<br>5,848               | 35,087<br>5,848              | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Agents<br>Legals                                                     |                                                          | 0                      | 0               | 0                                      | 0                      | -                                  |                                    |                                   |                                   | 0                             |                              |                       |                      |           |              |         | 0                             |                 |                       |            |         |                                           |              | 0       |                                    |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN                        | ND INT AND PROF                                          | 0<br>0<br>322,938      | 0<br>0<br>0     | 0<br>0<br>937,170                      | 0<br>0<br>987,232      | 0 458,199                          | 0<br>458,199                       | 0<br>348,901                      | 0<br>198,668                      | 0<br>40,935                   | 40,935                       | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN                        | ND INT AND PROP                                          | 0<br>0<br>322,938      | 0               | 0<br>0<br>937,170                      | 0<br>0<br>987,232      | 0<br>458,199                       | 0<br>458,199                       | 0<br>348,901                      | 0<br>198,668                      | 0<br>40,935                   | 40,935                       | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0                                  |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For CIL calculation | ND INT AND PROF                                          | 0<br>0<br>322,938      | 0<br>0<br>4,844 | 0<br>0<br>937,170<br>4,917             | 0<br>967,232<br>19,048 | 0<br>458,199<br>34,142             | 0<br>458,199<br>41,527             | 0<br>348,901<br>49,023            | 0<br>198,668<br>37,449            | 0<br>40,935<br>23,447         | <b>40,935</b><br>6,869       | 0<br>0                | 0                    | 0         | 0<br>0       | 0       | 0<br>0                        | 0               | 0<br>0                | 0<br>0     | 0       | 0                                         | 0<br>0       | 0       | 0                                  |
| Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAY<br>For CIL calculation | Interest<br>Profit on Cost<br>Profit on GDV<br>Cash Flow | 0<br>0<br>322,938      | 0<br>0<br>4,844 | 0<br>0<br>937,170<br>4,917<br>-942.087 | 0<br>987,232<br>19,048 | 0<br>458,199<br>34,142<br>-492.341 | 0<br>458,199<br>41,527<br>-499,726 | 0<br>348,901<br>49,023<br>771,638 | 0<br>198,668<br>37,449<br>933,446 | 0 40,935 23,447 1,105.181     | 40,935<br>6,869<br>1,121.758 | 0                     | 0                    | 0         | 0            | 0       | 0                             | 0               | 0                     | 0          | 0       | 0                                         | 0            | 0       | 0<br>0<br>663,806<br>0<br>-663,806 |

| SITE NAME                                    | Site 12                        | Large Brown 10      | 0            |                   |                    |                        |                   |                    | ]                  |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
|----------------------------------------------|--------------------------------|---------------------|--------------|-------------------|--------------------|------------------------|-------------------|--------------------|--------------------|------------------------------------|----------------------|----------------------|----------------------|--------------------|--------------------|--------------------|----------------------------|----------------|------------------------|-------------|-----------|-----------------------------|----------------|--------------------|-----------|
| INCOME                                       | Av Size                        | %                   | Number       |                   | Price              | GDV                    | GIA               |                    | DEVELOPMEN         | IT COSTS                           |                      |                      |                      |                    |                    |                    | Planning fee ca            | alic           |                        |             |           | Build Cost                  | /m2            |                    |           |
| Market Houring                               | m2                             | 65%                 | 100          |                   | £/m2               | £                      | m2                |                    | LAND               | Land                               |                      | /unit or m2          | Total                | 7 601 177          |                    |                    | Planning app fe<br>No dwgs | dwgs<br>100    | rate<br>462            | 22 100      |           | BCIS<br>Over Extra 1        | 1,268          | 0.00%              |           |
| Shared Ownership                             | 77.1                           | 10%                 | 10           |                   | 3.033              | 2.339.058              | 771               |                    |                    | Stamp Duty<br>Easements etc.       |                      | 10,312               | 374,059<br>0         | 1,001,117          |                    |                    | No dwgs over !             | 50             | 138<br>Total           | 6,900       |           | Design<br>A&Adot            | 0              |                    |           |
| Affordable Rent                              | 77.1                           | 25%                 | 25           |                   | 1,850              | 3,566,536              | 1,928             |                    |                    | Legals Acquisiti                   | on                   | 1.50%                | 115,368              | 489,426            |                    |                    |                            |                |                        |             |           | Over-extra 3<br>Small Sites | 1              | 0%                 |           |
| Social Rent                                  | 77.1                           | 0%                  | 0            |                   | 1,475              | 0                      | 0                 |                    | PLANNING           | Planning Fee                       |                      |                      | 30,000               |                    |                    |                    | Stamp duty cal             | c - Residual   |                        |             |           | Site Costs                  | 190<br>1,505   | 15%                |           |
| Grant and Subsidy                            | Shared Owners                  | hip                 |              |                   | 0                  | 0                      |                   |                    |                    | Architects<br>QS / PM              |                      | 6.00%<br>0.50%       | 1,024,624<br>85,385  |                    |                    |                    | Land payment               |                |                        | 7,691,177   |           |                             |                |                    |           |
|                                              | Affordable Rent<br>Social Rent |                     |              |                   | 0                  | 0                      |                   |                    |                    | Planning Consul<br>Other Professio | tants<br>nal         | 1.00%<br>2.50%       | 170,771<br>426,927   | 1,737,707          |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| SITE AREA - Net                              | 2.86                           | ha                  | 35           | /ha               |                    | 36,984,594             | 9,359             |                    | CONSTRUCT          | ON                                 | C Deced              | 4 505                | 44.005.400           |                    |                    |                    |                            |                | Total                  | 274 050     |           |                             |                |                    |           |
| SITE AREA - Gloss                            | 3.61                           | The                 | 20           | /164              |                    |                        |                   |                    |                    | s106 / CIL                         | IO Babeu             | 5,005                | 1,582,000            |                    |                    |                    | Stamp duty cal             | n - Add Brofit | Total                  | 374,050     |           |                             |                |                    |           |
| Sales per Quarter<br>Unit Build Time         | 0                              | Quarters            |              |                   |                    |                        |                   |                    |                    | Abnormals                          |                      | 0.00%                | 704,321              | 17,077,071         |                    |                    | Land payment<br>125.000    | 0%             | 1%                     | 5,485,714   |           |                             |                |                    |           |
|                                              |                                | Whole Site          | Per ha NET   | Per ha GROSS      |                    | RUN Residual N<br>Clos | ACRO ctrl+r       | D                  | FINANCE            | Fees                               |                      |                      | 160,000              |                    |                    |                    | 250,000<br>500,000         | 1%             | 3%<br>4%               |             |           |                             |                |                    |           |
| Residual Land Value<br>Alternative Use Value |                                | 7,691,177 4,571,429 | 2,691,912    | 2,018,934         |                    | RUN CIL MACR           | O ctrl+l          |                    |                    | Interest<br>Legal and Valua        | tion                 | 6.00%                | 0                    | 160,000            |                    |                    | 1,000,000<br>above         | 4%<br>5%       | 5%<br>5%               |             |           |                             |                |                    |           |
| Uplift<br>Plus /t                            | 20%<br>ha 0                    | 914,286<br>0        |              | 240,000<br>0      |                    | Clos                   | ing balance = 1   | D                  | SALES              |                                    |                      |                      |                      |                    |                    |                    |                            |                | Total                  | 274,285     |           |                             |                |                    |           |
| v                                            | ability Threshold              | 5,485,714           |              | 1,440,000         |                    | Check on phasing d     | legs nos<br>ect   |                    |                    | Agents<br>Legals                   |                      | 3.0%                 | 1,109,538<br>184,923 |                    |                    |                    | Pre CIL s106               | 2,500          | 2/ Unit (all)<br>Fotal | 250,000     |           | LIT                         | % GDV<br>0.00% | 0                  |           |
| Additional Profit                            |                                | 4,951,293           | 743 T/m2     | 1                 |                    |                        |                   |                    |                    | Misc.                              |                      |                      | 0                    | 1,294,461          | 28,449,842         |                    | Post CIL s106              | 2,500          | £/ Unit (all)          |             |           |                             |                |                    |           |
|                                              |                                |                     |              |                   |                    |                        |                   |                    | Developers Pr      | % GDV                              |                      | 17.50%               |                      |                    | 6,472,304          |                    | CIL                        | 200            | £/m2<br>Total          | 1,582,000   |           |                             |                |                    |           |
| RESIDUAL CASH FLO                            | W FOR INTERES                  | т                   | Year 1       |                   |                    |                        | Year 2            |                    |                    | % GDL                              | Year 3               | 0.00%                |                      |                    | Year 4             |                    |                            |                | Year 5                 |             |           |                             | Year 6         |                    |           |
| INCOME                                       | OK IN CRED                     | Q1                  | Q2           | Q3                | Q4                 | Q1                     | Q2                | Q3                 | Q4                 | Q1                                 | Q2                   | Q3                   | Q4                   | Q1                 | Q2                 | Q3                 | Q4                         | Q1             | Q2                     | Q3          | Q4        | Q1                          | Q2             | Q3                 | Q4        |
| UNITS Started<br>Market Housing              |                                |                     |              | 10                | 10<br>0            | 10<br>0                | 10<br>0           | 10<br>3,107,900    | 10<br>3,107,900    | 10<br>3,107,900                    | 10<br>3,107,900      | 10<br>3,107,900      | 10<br>3,107,900      | 3,107,900          | 3,107,900          | 3,107,900          | 3,107,900                  | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Shared Ownership<br>Affordable Rent          |                                |                     |              |                   | 0                  | 0                      | 0                 | 233,906<br>356,654 | 233,906<br>356,654 | 233,906<br>356,654                 | 233,906<br>356,654   | 233,906<br>356,654   | 233,906<br>356,654   | 233,906<br>356,654 | 233,906<br>356,654 | 233,906<br>356,654 | 233,906<br>356,654         | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Social Rent<br>Grant and Subsidy             |                                |                     |              |                   | 0                  | 0                      | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| INCOM                                        | 1E                             | 0                   | 0            | 0                 | 0                  | 0                      | 0                 | 3,698,459          | 3,698,459          | 3,698,459                          | 3,698,459            | 3,698,459            | 3,698,459            | 3,698,459          | 3,698,459          | 3,698,459          | 3,698,459                  | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Stamp Duty                                   |                                | 374,059             |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Legals Acquisition                           |                                | 115,368             |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Planning Fee<br>Architects                   |                                | 30,000<br>512,312   |              | 512.312           |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| QS<br>Planning Consultants                   |                                | 42,693<br>85,385    |              | 42,693<br>85,385  |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Other Professional                           |                                | 213,463             |              | 213,463           |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Build Cost - BCIS Base<br>s106/CIL           | 2                              |                     | 0            | 469,548<br>52,733 | 939,095<br>105,467 | 1,408,643<br>158,200   | 1,408,643         | 1,408,643          | 1,408,643          | 1,408,643                          | 1,408,643<br>158,200 | 1,408,643<br>158,200 | 1,408,643            | 939,095<br>105,467 | 469,548<br>52,733  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Contingency<br>Abnormals                     |                                |                     | 0            | 23,477<br>23,477  | 46,955<br>46,955   | 70,432<br>70,432       | 70,432<br>70,432  | 70,432<br>70,432   | 70,432<br>70,432   | 70,432<br>70,432                   | 70,432<br>70,432     | 70,432<br>70,432     | 70,432<br>70,432     | 46,955<br>46,955   | 23,477<br>23,477   | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Finance Fees                                 |                                | 160,000             |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Agents                                       |                                | 0                   | 0            | 0                 | 0                  | 0                      | 0                 | 110,954            | 110,954            | 110,954                            | 110,954              | 110,954              | 110,954              | 110,954            | 110,954            | 110,954            | 110,954                    | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Legals<br>Misc.                              |                                | 0                   | 0            | 0                 | 0                  | 0                      | 0                 | 18,492             | 18,492             | 18,492                             | 18,492               | 18,492               | 18,492               | 18,492             | 18,492             | 18,492             | 18,492                     | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| COSTS BEFORE LAN                             | ID INT AND PROP                | 1,533,280           | 0            | 1,423,089         | 1,138,471          | 1,707,707              | 1,707,707         | 1,837,153          | 1,837,153          | 1,837,153                          | 1,837,153            | 1,837,153            | 1,837,153            | 1,267,917          | 698,682            | 129,446            | 129,446                    | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| For Residual Valuation                       | n Land                         | 7,691,177           |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
|                                              | Profit on Costs                |                     | 138,367      | 140,442           | 163,895            | 183,431                | 211,798           | 240,590            | 216,280            | 191,604                            | 166,559              | 141,138              | 115,335              | 89,146             | 54,025             | 9,838              | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 6,                 | ,472,304  |
|                                              | Cash Flow                      | 9 224 457           | 138 367      | 1 563 532         | 1 302 367          | .1 891 138             | 1 919 505         | 1 620 716          | 1 645 026          | 1 669 702                          | 1 694 747            | 1 720 169            | 1 745 971            | 2 341 395          | 2 945 753          | 3,559,175          | 3,569,013                  | 0              | 0                      | 0           | 0         | 0                           | 0              | 0 6                | 472 304   |
|                                              | Opening Balano                 | 0                   | -9,362,824   | -10,926,355       | -12,228,722        | -14,119,860            | -16,039,365       | -14,418,649        | -12,773,623        | -11,103,921                        | -9,409,174           | -7,689,005           | -5,943,034           | -3,601,637         | -655,884           | 2,903,291          | 6,472,304                  | 6,472,304      | - 6,472,304            | - 6,472,304 | 6,472,304 | 6,472,304                   | - 6,472,304    | - "0.<br>6,472,304 | 0         |
|                                              |                                |                     |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| CASH FLOW FOR CIL                            | ADDITIONAL PR                  | Q1                  | Year 1<br>Q2 | Q3                | Q4                 | Q1                     | Year 2<br>Q2      | Q3                 | Q4                 | Q1                                 | Year 3<br>Q2         | Q3                   | Q4                   | Q1                 | Year 4<br>Q2       | Q3                 | Q4                         | Q1             | Year 5<br>Q2           | Q3          | Q4        | Q1                          | Year 6<br>Q2   | Q3                 | Q4        |
| INCOME                                       | As Above<br>E                  | 0                   | 0            | 0                 | 0                  | 0                      | 0                 | 3,698,459          | 3,698,459          | 3,698,459                          | 3,698,459            | 3,698,459            | 3,698,459            | 3,698,459          | 3,698,459          | 3,698,459          | 3,698,459                  | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| EXPENDITURE                                  |                                | 5 495 714           |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
| Stamp Duty                                   |                                | 274 285             |              | 0                 | 0                  |                        | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Easements etc.<br>Legals Acquisition         |                                | 0 82.286            | 0            | 0                 | 0                  | 0                      | 0<br>0            | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | ő              | 0                      | 0           | 0         | 0                           | 0              | 0                  | o<br>o    |
| Planning Fee                                 |                                | 30,000              | 0            | -                 | 0                  | -                      | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | -                          | -              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Architects<br>QS                             |                                | 512,312<br>42,693   | 0            | 512,312<br>42,693 | 0                  | 0                      | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Planning Consultants<br>Other Professional   |                                | 85,385<br>213,463   | 0            | 85,385<br>213,463 | 0                  | 0                      | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0<br>0    |
| Build Cost - BCIS Base                       | •                              | 0                   | 0            | 469,548           | 939,095            | 1,408,643              | 1,408,643         | 1,408,643          | 1,408,643          | 1,408,643                          | 1,408,643            | 1,408,643            | 1,408,643            | 939,095            | 469,548            | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| POTENTIAL CIL<br>Post CIL s106               |                                |                     |              | 618,912           | 618,912            | 618,912<br>25,000      | 618,912<br>25,000 | 618,912<br>25,000  | 618,912<br>25,000  | 618,912<br>25,000                  | 618,912<br>25,000    | 25,000               | 25,000               | 25,000             | 25,000             | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Contingency<br>Abnormals                     |                                | 0                   | 0            | 23,477<br>23,477  | 46,955<br>46,955   | 70,432<br>70,432       | 70,432<br>70,432  | 70,432<br>70,432   | 70,432<br>70,432   | 70,432<br>70,432                   | 70,432<br>70,432     | 70,432<br>70,432     | 70,432<br>70,432     | 46,955<br>46,955   | 23,477<br>23,477   | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Finance Fees                                 |                                | 160,000             | 0            | 0                 | 0                  | 0                      | 0                 | 0                  | 0                  | 0                                  | 0                    | 0                    | 0                    | 0                  | 0                  | 0                  | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Agents                                       |                                | 0                   | 0            | 0                 | 0                  |                        | 0                 | 110.954            | 110.954            | 110,954                            | 110,954              | 110,954              | 110.954              | 110,954            | 110.954            | 110.954            | 110.954                    | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| Legals<br>Misc.                              |                                | 0                   | 0            | 0                 | 0                  | 0                      | 0                 | 18,492<br>0        | 18,492             | 18,492                             | 18,492               | 18,492<br>0          | 18,492<br>0          | 18,492<br>0        | 18,492             | 18,492             | 18,492<br>0                | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| COSTS BEFORE LAN                             | ID INT AND PROP                | 6,886,139           | 0            | 1,989,267         | 1,651,916          | 2,193,419              | 2,193,419         | 2,322,865          | 2,322,865          | 2,322,865                          | 2,322,865            | 1,703,953            | 1,703,953            | 1,187,451          | 670,948            | 129,446            | 129,446                    | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0         |
| For CIL calculation                          |                                |                     |              |                   |                    |                        |                   |                    |                    |                                    |                      |                      |                      |                    |                    |                    |                            |                |                        |             |           |                             |                |                    |           |
|                                              | Interest<br>Profit on cost     |                     | 103,292      | 104,841           | 136,253            | 163,076                | 198,423           | 234,301            | 217,181            | 199,805                            | 182,168              | 164,267              | 136,813              | 108,948            | 72,917             | 28,598             | 0                          | 0              | 0                      | 0           | 0         | 0                           | 0              | 0                  | 0,202,893 |
|                                              | Profit on GDV                  | 0.000.405           | 402.005      | 2 004 407         | 1 700 407          | 2.255.407              | 0.004.045         |                    |                    | 4.477.700                          | 4 400 405            | 4 830 335            | 4 057 007            | 0.400.001          | 0.054.50           | 2540.4/2           | 2 550 047                  |                |                        |             |           |                             |                |                    | 0         |
|                                              | Cash Flow<br>Opening Balance   | -6,886,139<br>0     | -103,292     | -2,094,109        | -1,788,169         | -2,356,494             | -2,391,842        | 1,141,294          | 1,158,413          | 1,175,790                          | 1,193,426            | 1,830,239            | 1,857,693            | 2,402,061          | 2,954,594          | 3,540,415          | 3,569,013                  | 0              | 0                      | 0           | 0         | 6 202 897                   | 0              | 0 -5               | ,202,893  |
| L                                            | Juning Balance                 | -0,000,139          | -0,000,431   | ·9,003,540        | -10,071,710        | 413,228,204            | - 40,020,046      | -19,9/8,/52        | -13,320,538        | -12,144,549                        | -10,901,123          | -9,120,883           | 47,203,190           | ·+,001,13U         | 1,306,536          | 1,033,880          | 5,202,893                  | 0,202,895      | 3,202,893              | 3,202,893   | 3,202,893 | 5,202,893                   | 3,xu2,893      | 500,202            | U         |

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   |                                             |                                        |                                         |                                         |                                       | ]                                      |                                        |                                   |                                 |                                |                               |              |                |                          |                       |               |                       |           |                             |                  |           |                                        |   |
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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Av Size                                                  | %                   | Number                |                                             | Price                                  | GDV                                     | GIA                                     |                                       | DEVELOPME                              | NT COSTS                               |                                   |                                 |                                |                               |              |                | Planning fee o           | alc                   |               |                       |           | Build Cost                  | /m2              |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | m2<br>85.7                                               | 65%                 | 100                   |                                             | £/m2<br>4.800                          | 26.736.500                              | mz<br>5.570                             |                                       | LAND                                   | Land                                   |                                   | /unit or m2<br>64.496           | Total                          | 6.449.631                     |              |                | No dwgs<br>No dwgs under | 100 awgs<br>100<br>50 | rate<br>462   | 23.100                |           | Over Extra 1<br>Energy      | 1,321<br>0<br>21 | 0.00%     |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             | 3,120                                  | 2,095,788                               | 672                                     |                                       |                                        | Stamp Duty<br>Easements etc.           |                                   |                                 | 311,982<br>0                   |                               |              |                | No dwgs over             | 50                    | 138<br>Total  | 6,900<br>30,000       |           | Design<br>A&Adpt            | 0<br>25          |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             | 1,850                                  | 3,106,679                               | 1,679                                   |                                       |                                        | Legals Acquisiti                       | on                                | 1.50%                           | 96,744                         | 408,726                       |              |                |                          |                       |               |                       |           | Over-extra 3<br>Small Sites | 1                | 0%        |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             | 1,475                                  | 0                                       | 0                                       |                                       | PLANNING                               | Planning Fee                           |                                   |                                 | 30,000                         |                               |              |                | Stamp duty ca            | ic - Residual         |               |                       |           | Site Costs                  | 198<br>1,566     | 15%       |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Shared Ownershi                                          | ip                  |                       |                                             | 0                                      | 0                                       |                                         |                                       |                                        | Architects<br>QS / PM                  | A i.e                             | 6.00%                           | 900,378<br>75,031              |                               |              |                | Land payment             |                       |               | 6,449,631             |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             | 0                                      | 0                                       |                                         |                                       |                                        | Other Professio                        | itans<br>inal                     | 2.50%                           | 375,157                        | 1,530,630                     |              |                |                          |                       |               |                       |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   | /ha<br>/ha                                  |                                        | 31,938,966                              | 7,921                                   |                                       | CONSTRUCT                              | ION<br>Build Cost - BCI                | IS Based                          | 1,566                           | 12,402,089                     |                               |              |                |                          |                       | Total         | 311,982               |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             |                                        |                                         |                                         |                                       |                                        | s106 / CIL<br>Contingency              |                                   | 5.00%                           | 1,364,000<br>620,104           |                               |              |                | Stamp duty ca            | ic - Add Profit       |               |                       |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   |                                             |                                        |                                         |                                         |                                       |                                        | Abnormals                              |                                   |                                 | 620,104                        | 15,006,298                    |              |                | Land payment<br>125,000  | 0%                    | 1%            | 2,606,335             |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   | Per ha GROSS                                |                                        | RUN Residual I<br>Cio                   | MACRO ctrl+r<br>sing balance =          | 0                                     | FINANCE                                | Fees                                   |                                   |                                 | 153,000                        |                               |              |                | 250,000<br>500,000       | 1%                    | 3%            |                       |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   | 1,200,000                                   |                                        | RUN CIL MACR                            | O ctrl+l                                | 0                                     |                                        | Legal and Valua                        | tion                              | 6.00%                           | 0                              | 153,000                       |              |                | above                    | 4%                    | 5%<br>5%      | 120 217               |           |                             |                  |           |                                        |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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   | 1,440,000                                   | 1                                      | Check on phasing a                      | heas nos                                |                                       | SALES                                  | Agents                                 |                                   | 3.0%                            | 958,169                        |                               |              |                | Pre CIL s106             | 2.500                 | E/ Unit (all) | 100,011               |           | LIT                         | % GDV            |           | ı                                      |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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| Unit         Unit </td <td>UNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPEUNAPPE<th c<="" td=""><td>Additional Profit</td><td></td><td>6,374,464</td><td>1,144</td><td></td><td></td><td></td><td></td><td></td><td>Developers P</td><td>rofit</td><td></td><td></td><td></td><td></td><td></td><td></td><td>Post CIL s106<br/>CIL</td><td>2,500<br/>200</td><td>£/ Unit (all)<br/>£/m2</td><td></td><td></td><td></td><td></td><td></td><td></td></th></td>                                                                                                                                                                                                                                                                    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(all)<br/>£/m2</td><td></td><td></td><td></td><td></td><td></td><td></td></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <td>Additional Profit</td> <td></td> <td>6,374,464</td> <td>1,144</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Developers P</td> <td>rofit</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Post CIL s106<br/>CIL</td> <td>2,500<br/>200</td> <td>£/ Unit (all)<br/>£/m2</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       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            |                                         |                                       |                                        | Developers P                           | rofit                             |                                 |                                |                               |              |                |                          | Post CIL s106<br>CIL  | 2,500<br>200  | £/ Unit (all)<br>£/m2 |           |                             |                  |           |                                        |   |
| <th co<="" th=""><th>Import of the import of th</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th>% GDV<br/>% GDC</th><th></th><th>17.50%<br/>0.00%</th><th></th><th></th><th>5,589,319<br/>0</th><th></th><th></th><th></th><th>Total</th><th>1,364,000</th><th></th><th></th><th></th><th></th><th></th></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <th>Import of the import of th</th> <th></th> <th>% GDV<br/>% GDC</th> <th></th> <th>17.50%<br/>0.00%</th> <th></th> <th></th> <th>5,589,319<br/>0</th> <th></th> <th></th> <th></th> <th>Total</th> <th>1,364,000</th> <th></th> <th></th> <th></th> <th></th> <th></th>    | Import of the import of th |                                                          |                     |                       |                                             |                                        |                                         |                                         |                                       |                                        |                                        | % GDV<br>% GDC                    |                                 | 17.50%<br>0.00%                |                               |              | 5,589,319<br>0 |                          |                       |               | Total                 | 1,364,000 |                             |                  |           |                                        |   |
| Normal         Normal<                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Norm         Norm <t< th=""><th>RESIDUAL CASH FLOW FI</th><th>FOR INTEREST</th><th>Q1</th><th>Year 1<br/>Q2</th><th>Q3</th><th>Q4</th><th>Q1</th><th>Year 2<br/>Q2</th><th>Q3</th><th>Q4</th><th>Q1</th><th>Year 3<br/>Q2</th><th>Q3</th><th>Q4</th><th>Q1</th><th>Year 4<br/>Q2</th><th>Q3</th><th>Q4</th><th>Q1</th><th>Year 5<br/>Q2</th><th>Q3</th><th>Q4</th><th>Q1</th><th>Year 6<br/>Q2</th><th>Q3</th><th>Q4</th></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | RESIDUAL CASH FLOW FI                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | FOR INTEREST                                             | Q1                  | Year 1<br>Q2          | Q3                                          | Q4                                     | Q1                                      | Year 2<br>Q2                            | Q3                                    | Q4                                     | Q1                                     | Year 3<br>Q2                      | Q3                              | Q4                             | Q1                            | Year 4<br>Q2 | Q3             | Q4                       | Q1                    | Year 5<br>Q2  | Q3                    | Q4        | Q1                          | Year 6<br>Q2     | Q3        | Q4                                     |   |
| Name         Name <th< td=""><td>Image: state is a state state is a state is</td><td>INCOME<br/>UNITS Started</td><td></td><td></td><td></td><td>10</td><td>15</td><td>15</td><td>15</td><td>15</td><td>15</td><td>15</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<> | Image: state is a state state is a state is                                                                                                                                                                                                                                                                                                                                                  | INCOME<br>UNITS Started                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                          |                     |                       | 10                                          | 15                                     | 15                                      | 15                                      | 15                                    | 15                                     | 15                                     |                                   |                                 |                                |                               |              |                |                          |                       |               |                       |           |                             |                  |           |                                        |   |
| marte         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i <td>Prime         Prime         Prim         Prime         Prime</td> <td>Market Housing<br/>Shared Ownership</td> <td></td> <td></td> <td></td> <td></td> <td>0</td> <td>0</td> <td>0</td> <td>2,673,650<br/>209,579</td> <td>4,010,475 314,368</td> <td>4,010,475<br/>314,368</td> <td>4,010,475<br/>314,368</td> <td>4,010,475 314,368</td> <td>4,010,475<br/>314,368</td> <td>4,010,475 314,368</td> <td>0</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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                                                                                                                                                                                                                                                                                                                                                                                                                                        | Market Housing<br>Shared Ownership                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             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| 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Del 10         Del 2         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1         1 <th1< td=""><td>Distant web         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         i         <th< td=""><td>Affordable Rent<br/>Social Rent</td><td></td><td></td><td></td><td></td><td>0</td><td>0</td><td>0</td><td>310,668<br/>0</td><td>466,002</td><td>466,002</td><td>466,002</td><td>466,002</td><td>466,002</td><td>466,002</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></th<></td></th1<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           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| Image: State in the s                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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   | 413,403<br>45,467                           | 1,033,507<br>113,667                   | 1,653,612<br>181,867                    | 1,860,313<br>204,600                    | 1,860,313<br>204,600                  | 1,860,313<br>204,600                   | 1,860,313 204,600                      | 1,240,209                         | 620,104<br>68.200               | 0                              | 0                             | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Name         Name <th< td=""><td></td><td>Contingency<br/>Abnormals</td><td></td><td></td><td>0</td><td>20,670 20,670</td><td>51,675<br/>51,675</td><td>82,681<br/>82,681</td><td>93,016<br/>93,016</td><td>93,016<br/>93,016</td><td>93,016<br/>93,016</td><td>93,016<br/>93,016</td><td>62,010<br/>62,010</td><td>31,005</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></th<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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| Ling at                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Light of Light o                                                                                                                                                                                                                                                                                                                                                  | Finance Fees                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                          | 153,000             |                       |                                             |                                        |                                         |                                         |                                       |                                        |                                        |                                   |                                 |                                |                               |              |                |                          |                       |               |                       |           |                             |                  |           |                                        |   |
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| Fer Radial Visibility         Land         Harm                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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                  | 2,362,731                             | 2,418,624                              | 2,418,624                              | 1,668,309                         | 917,994                         | 167,680                        | 167,680                       | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Image         Image <th< td=""><td>Image in the set interview         111.475         112.48         112.48         22.074         22.074         210.20         112.20         12.48.90         10.489         10.489         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0     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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Interest<br>rofit on Costs                               |                     | 116,875               | 118,628                                     | 139,166                                | 160,011                                 | 192,424                                 | 229,074                               | 220,043                                | 187,760                                | 154,993                           | 110,480                         | 54,045                         | 0                             | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0 5,589,319                            |   |
| Cash Row Rock         7/16 27         11.187         1.38.800         2.40.210         1.40.200         2.40.110         1.402.105         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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   |                                             |                                        |                                         |                                         |                                       |                                        |                                        |                                   |                                 |                                |                               |              |                |                          |                       |               |                       |           |                             |                  |           | 0                                      |   |
| Classical 1, 17,192         Cascin 1, 17,193         Cascin 1, 17,1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Constraint         Constra                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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                                                                                                                               | Cash Flow<br>Opening Baland                              | -7,791,672          | -116,875              | -1,369,153                                  | -1,389,690                             | -2,160,851                              | -2,443,368                              | 602,091                               | 2,152,178                              | 2,184,461                              | 2,967,542                         | 3,762,370                       | 4,569,121                      | 4,623,165                     | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | -5,589,319                             |   |
| CASH CONTINUEL ADDITIONAL ADDITI                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | CADAPTICAL ADDITIONAL PARTING P                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Joang Calle Of                                           | -1,131,012          | 1,200,341             | -9,277,100                                  | 10,001,001                             | -12,020,241                             | 10,211,010                              | -14,003,010                           | -12,011,040                            | 10,000,000                             | 1,303,300                         | -5,002,307                      | 300,154                        | 0,000,010                     | 0,000,012    | 0,000,012      | 5,003,012                | 0,000,012             | 0,000,010     | 0,003,012             | 0,000,010 | 5,000,012                   | 5,553,312        | 0,000,010 | Ū                                      |   |
| NODE         ALADORU         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         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   | Q3                                          | Q4                                     | Q1                                      | Year 2<br>Q2                            | Q3                                    | Q4                                     | Q1                                     | Year 3<br>Q2                      | Q3                              | Q4                             | Q1                            | Year 4<br>Q2 | Q3             | Q4                       | Q1                    | Year 5<br>Q2  | Q3                    | Q4        | Q1                          | Year 6<br>Q2     | Q3        | Q4                                     |   |
| EPERCINCIPE         2053.37         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0  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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | As Above                                                 | 0                   | 0                     | 0                                           | 0                                      | 0                                       | 0                                       | 3,193,897                             | 4,790,845                              | 4,790,845                              | 4,790,845                         | 4,790,845                       | 4,790,845                      | 4,790,845                     | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
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| numerical         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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| Prime         30200         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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| Anthemis         45,199         0         65,199         0         65,199         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0      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   | 0                                           | 0                                      | 0                                       | 0                                       | ō                                     | 0                                      | 0                                      | ō                                 | ō                               | 0                              | 0                             | 0            | ō              | 0                        | 0                     | 0             | ō                     | o         | 0                           | 0                | 0         | o                                      |   |
| remote product or tradement         n.u.t1         u         n.u.t1         n.u.t1 </td <td>memory balance<br/>bind Cost Balace         number<br/>bind Cost Balace         number bind Cost Balace         number</td> <td>Architects<br/>QS</td> <td></td> <td>450,189<br/>37,516</td> <td>0</td> <td>450,189<br/>37,516</td> <td>0</td>                                                                                                                                                                                                                                                            | memory balance<br>bind Cost Balace         number<br>bind Cost Balace         number bind Cost Balace         number                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Architects<br>QS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                          | 450,189<br>37,516   | 0                     | 450,189<br>37,516                           | 0                                      | 0                                       | 0                                       | 0                                     | 0                                      | 0                                      | 0                                 | 0                               | 0                              | 0                             | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| National rests Base         Part Hum         1033.97         455.97         146.01         156.01         156.01         156.01         156.01         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <td>Name         Constrained         Name         Name</td> <td>Planning Consultants<br/>Other Professional</td> <td></td> <td>75,031<br/>187,579</td> <td>0</td> <td>75,031<br/>187,579</td> <td>0</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Name         Constrained         Name                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                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| New Clubble         Zecon         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         27.00         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Nort (1.146)       State                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Build Cost - BCIS Base<br>POTENTIAL CII                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                          | 0                   | •                     | 413,403                                     | 1,033,507                              | 1,653,612                               | 1,860,313                               | 1,860,313                             | 1,860,313                              | 1,860,313                              | 1,240,209                         | 620,104                         | 0                              | 0                             | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Appropriate         0         0         20.070         91.675         42.841         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016         00.016                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   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92.016       93.016       92.016       93.016       92.016       93.016       92.016       93.016       92.016       93.016       92.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       93.016       <                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Post CIL s106<br>Contingency                                                                                                  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      | 20,670                                      | 51,675                                 | 25,000<br>82,681                        | 37,500<br>93,016                        | 37,500<br>93,016                      | 37,500<br>93.016                       | 37,500<br>93,016                       | 37,500                            | 37,500                          | 0                              | 0                             | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Provestess         133,000         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0   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| Agents         0         0         0         0         558,17         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725         143,725 <th< td=""><td>Newfit         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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   | 0                                           | 0                                      | 0                                       | 0                                       | 95,817                                | 143,725                                | 143,725                                | 143,725                           | 143,725                         | 143,725                        | 143,725                       | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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              | 23,954                        | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | U                           | 0                |           | U                                      |   |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | For CL. catabalism<br>Politics codV<br>Interster Set 056,058         55,058         59,470         94,517         132,111         100,075         233,070         241,629         172,161         126,442         60,765         1,485         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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| Ter CL catologion interest 55,555 54,470 94,577 122,111 180,875 223,570 241,529 207,163 172,161 126,442 69,755 1,485 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | NT AND PROF                                              | 0<br>0<br>3,709,062 | 0                     | 0<br>0<br>2,479,951                         | 0<br>2,411,751                         | 0<br>3,118,866                          | 0<br>3,358,737                          | 0<br>3,470,524                        | 0<br>2,251,524                         | 0 2,251,524                            | 1,569,409                         | 887,294                         | 167,680                        | 167,680                       | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0                                      |   |
| Polition of Politics GOV                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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0<br>0<br>0<br>55,636 | 0<br>0<br>2,479,951<br>56,470               | 0<br>2,411,751<br>94,517               | 0 3,118,866 132,111                     | 0<br>3,358,737<br>180,875               | 0<br>3,470,524<br>233,970             | 0<br>2,251,524<br>241,629              | 0 2,251,524 207,163                    | 1,569,409                         | 887,294<br>126,442              | 69,785                         | 167,680                       | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0<br>0                                 |   |
| Cash Few 3,750,922 65,89 2,556,41 2,562,38 3,250,97 3,559,613 615,97 2,297,92 2,321,157 3,049,258 3,777,108 4,563,38 4,614,91 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Interest<br>Profit on GDV                                | 0<br>0<br>3,709,062 | 0<br>0<br>0<br>55,636 | 0<br>0<br>2,479,951<br>56,470               | 0<br>2,411,751<br>94,517               | 0<br>3,118,866<br>132,111               | 0<br>3,358,737<br>180,875               | 0<br>3,470,524<br>233,970             | 0<br>2,251,524<br>241,629              | 0 2,251,524 207,163                    | 1,569,409<br>172,181              | 887,294<br>126,442              | 69,785                         | 167,680                       | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0<br>0                      | 0                | 0         | 0 0 4,522,700 0                        |   |
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calculation<br>P                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Interest<br>Profit on cost<br>Profit on GDV<br>Cash Flow | 0<br>0<br>3,709,062 | 0<br>0<br>55,636      | 0<br>0<br>2,479,951<br>56,470<br>-2,536,421 | 0<br>2,411,751<br>94,517<br>-2,506,268 | 0<br>3,118,866<br>132,111<br>-3,250,977 | 0<br>3,358,737<br>180,875<br>-3,539,613 | 0<br>3,470,524<br>233,970<br>-510,597 | 0<br>2,251,524<br>241,529<br>2,297,692 | 0<br>2,251,524<br>207,163<br>2,332,157 | 1,569,409<br>172,181<br>3,049,255 | 887,294<br>126,442<br>3,777,108 | 167,680<br>69,785<br>4,553,380 | 167,680<br>1,485<br>4,621,681 | 0            | 0              | 0                        | 0                     | 0             | 0                     | 0         | 0                           | 0                | 0         | 0<br>0<br>4,522,700<br>0<br>-4,522,700 |   |

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| SITE NAME Site 14                            | Large Brown 4               | 60           |                             |                    |                    |                   |                      | ]                    |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
|----------------------------------------------|-----------------------------|--------------|-----------------------------|--------------------|--------------------|-------------------|----------------------|----------------------|--------------------------------|----------------------|-----------------------|------------------------|----------------------|----------------------|-----------|------------------------------------|-----------------|------------------------|-------------|-----------|---------------------------------|----------------|-----------|------------|
| INCOME Av S                                  | ize %                       | Number<br>40 |                             | Price<br>£/m2      | GDV<br>£           | GIA<br>m2         |                      | DEVELOPMEN           | T COSTS                        |                      |                       |                        |                      |                      |           | Planning fee ca<br>Planning app fe | alc<br>dwgs     | rate                   |             |           | Build Cost<br>BCIS              | /m2<br>1,266   |           |            |
| Market Housing 10                            | 2.3 65%                     | 26           |                             | 4,671              | 12,424,000         | 2,660             |                      | LAND                 | Land                           |                      | /unit or m2<br>77,744 | Total                  | 3,109,755            |                      |           | No dwgs<br>No dwgs under           | 40<br>40        | 462                    | 18,480      |           | Over Extra 1<br>Energy          | 0<br>21        | 0.00%     |            |
| Shared Ownership 7                           | 5.7 10%                     | 4            |                             | 3,036              | 931,600            | 307               |                      |                      | Easements etc.                 |                      | 1 50%                 | 144,988<br>0<br>46 646 | 101 624              |                      |           | No dwgs over f                     | 0               | 138<br>Total           | 0<br>18,480 |           | Design<br>A&Adpt<br>Ouecoutra 2 | 0<br>25        |           |            |
| Affordable Rent 7                            | 8.7 25%                     | 10           |                             | 1,850              | 1,419,214          | 767               |                      | PLANNING             | Legas Acquisit                 | 201                  | 1.20%                 | 40,040                 | 191,634              |                      |           |                                    |                 |                        |             |           | Small Sites<br>Site Costs       | 0              | 0%<br>15% |            |
| Social Rent 7                                | ś.7 0%                      | 0            |                             | 1,475              | 0                  | 0                 |                      |                      | Planning Fee<br>Architects     |                      | 6.00%                 | 18,480<br>408,426      |                      |                      |           | Stamp duty cal<br>Land payment     | lc - Residual   |                        | 3,109,755   |           |                                 | 1,503          |           |            |
| Grant and Subsidy Shared Own<br>Affordable I | ership<br>Rent              |              |                             | 0                  | 0                  |                   |                      |                      | QS / PM<br>Planning Consul     | tants                | 0.50%                 | 34,036<br>68,071       |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Social Rent                                  | 14 ba                       | 36           | the second                  | 0                  | 0                  | 3 724             |                      | CONSTRUCT            | Other Professio                | nal                  | 2.50%                 | 170,178                | 699,191              |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| SITE AREA - Gross 1                          | 27 ha                       | 32           | /ha                         |                    | 14,114,014         | 5,154             |                      | CONSTRUCT            | Build Cost - BCI<br>s106 / CIL | S Based              | 1,503                 | 5,613,733<br>632.000   |                      |                      |           |                                    |                 | Total                  | 144,988     |           |                                 |                |           |            |
| Sales per Quarter 0                          |                             | 1            |                             |                    |                    |                   |                      |                      | Contingency<br>Abnormals       |                      | 5.00%                 | 280,687<br>280,687     | 6,807,106            |                      |           | Stamp duty cal<br>Land payment     | ic - Add Profit |                        | 1,828,571   |           |                                 |                |           |            |
| Unit Build Time 3                            | Quarters                    |              |                             |                    | RUN Residual N     | ACRO ctrl+r       |                      | FINANCE              |                                |                      |                       |                        |                      |                      |           | 125,000<br>250,000                 | 0%              | 1%<br>3%               |             |           |                                 |                |           |            |
| Residual Land Value                          | 3,109,755                   | 2,721,036    | 2,448,932                   |                    | RUN CIL MACRI      | O ctrial          | ,                    |                      | Interest<br>Legal and Valua    | tion                 | 6.00%                 | 70,000                 | 70.000               |                      |           | 1,000,000<br>above                 | 3%<br>4%<br>5%  | 475<br>5%              |             |           |                                 |                |           |            |
| Uplift 20%<br>Plus /ha 0                     | 304,762<br>0                |              | 240,000                     |                    | Clos               | ing balance = 0   | 2                    | SALES                |                                |                      |                       | -                      |                      |                      |           |                                    |                 | Total                  | 91,429      |           |                                 |                |           |            |
| Viability Thresh                             | ald 1,828,571               |              | 1,440,000                   |                    | Check on phasing d | legs nos<br>ect   |                      |                      | Agents<br>Legals               |                      | 3.0%<br>0.5%          | 443,244<br>73,874      |                      |                      |           | Pre CIL s106                       | 2,500           | £/ Unit (all)<br>Total | 100,000     |           | LIT                             | % GDV<br>0.00% | 0         |            |
| Additional Profit                            | 2,411,872                   | £/m2<br>907  | ]                           |                    |                    |                   |                      |                      | Misc.                          |                      |                       | 0                      | 517,118              | 11,394,805           |           | Post CIL s106                      | 2,500           | £/ Unit (all)          |             |           |                                 |                |           |            |
|                                              |                             |              |                             |                    |                    |                   |                      | Developers Pr        | ofit<br>% GDV<br>% GDC         |                      | 17.50%                |                        |                      | 2,585,592            |           | CIL                                | 200             | E/m2<br>Total          | 632,000     |           |                                 |                |           |            |
| RESIDUAL CASH FLOW FOR INTER                 | IEST                        | Year 1       |                             |                    | 01                 | Year 2            | 07                   |                      | ~                              | Year 3               | 07                    |                        | 01                   | Year 4               |           | ~                                  | <b>0</b> *      | Year 5                 | 02          | <u>.</u>  | ~                               | Year 6         | 02        |            |
| INCOME<br>UNITS Started                      |                             | 42           | u3<br>5                     | 5                  | 5                  | 5                 | u3<br>5              | 5                    | 5                              | 5                    | 43                    | Q4                     | u1                   | 42                   | 43        | Q4                                 | u1              | uz                     | 43          | 44        | u                               | 42             | 43        | 4          |
| Market Housing<br>Shared Ownership           |                             |              |                             | 0                  | 0                  | 0                 | 1,553,000<br>116,450 | 1,553,000<br>116,450 | 1,553,000<br>116,450           | 1,553,000<br>116,450 | 1,553,000<br>116,450  | 1,553,000<br>116,450   | 1,553,000<br>116,450 | 1,553,000<br>116,450 | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Affordable Rent<br>Social Rent               |                             |              |                             | 0                  | 0                  | 0                 | 177,402              | 177,402              | 177,402                        | 177,402              | 177,402               | 177,402                | 177,402              | 177,402              | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Grant and Subsidy<br>INCOME                  | 0                           | 0            | 0                           | 0                  | 0                  | 0                 | 0<br>1,846,852       | 0<br>1,846,852       | 0<br>1,846,852                 | 0<br>1,846,852       | 0<br>1,846,852        | 0<br>1,846,852         | 0 1,846,852          | 0<br>1,846,852       | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| EXPENDITURE<br>Stamp Duty                    | 144,988                     |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Easements etc.<br>Legals Acquisition         | 0<br>46,646                 |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Planning Fee                                 | 18,480                      |              | 224.242                     |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Architects<br>QS<br>Planning Connuttante     | 204,213<br>17,018<br>24,026 |              | 204,213<br>17,018<br>24.026 |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Other Professional                           | 85,089                      |              | 85,089                      |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Build Cost - BCIS Base<br>s106/CIL           |                             | 0            | 233,906<br>26,333           | 467,811<br>52,667  | 701,717<br>79,000  | 701,717<br>79,000 | 701,717              | 701,717<br>79,000    | 701,717<br>79,000              | 701,717<br>79,000    | 467,811<br>52,667     | 233,906<br>26,333      | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Contingency<br>Abnormals                     |                             | 0            | 11,695<br>11,695            | 23,391<br>23,391   | 35,086<br>35,086   | 35,086<br>35,086  | 35,086<br>35,086     | 35,086<br>35,086     | 35,086<br>35,086               | 35,086<br>35,086     | 23,391<br>23,391      | 11,695<br>11,695       | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Finance Fees<br>Legal and Valuation          | 70,000<br>0                 |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Agents                                       | 0                           | 0            | 0                           | 0                  | 0                  | 0                 | 55,406               | 55,406               | 55,406                         | 55,406               | 55,406                | 55,406                 | 55,406               | 55,406               | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Legals<br>Misc.                              | 0                           | 0            | 0                           | 0                  | 0                  | 0                 | 9,234                | 9,234                | 9,234                          | 9,234                | 9,234                 | 9,234                  | 9,234                | 9,234                | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| COSTO DEFORE EARD INT AND TH                 | 0. 000,005                  |              | 023,303                     | 501,255            | 000,000            | 030,000           | 515,520              | 210,020              | \$15,525                       | 210,020              | 031,033               | 545,255                | 01,010               | 04,040               | ,         | v                                  | Ū               | ,                      | Ū.          | v         | Ŭ                               | Ū              | ,         |            |
| For Residual Valuation La                    | nd 3,109,755<br>est         | 55,953       | 56,793                      | 67,004             | 76,518             | 90,429            | 104,549              | 92,148               | 79,560                         | 66,783               | 53,815                | 36,398                 | 14,465               | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | o                               | 0              | 0         | 0          |
| Profit on Co<br>Profit on G                  | uts<br>DV                   |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           | 2,585,592  |
| Cash Flow<br>Opening Ba                      | -3,730,225                  | -55,953      | -680,777                    | -634,263           | -927,407           | -941,318          | 826,775              | 839,176              | 851,764                        | 864,540              | 1,161,138             | 1,462,184              | 1,767,746            | 1,782,212            | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | -2,585,592 |
| Closing Bal                                  | ano -3,730,225              | -3,786,178   | -4,466,966                  | -5,101,219         | -6,028,625         | -6,969,943        | -6,143,168           | -5,303,992           | -4,452,228                     | -3,587,688           | -2,426,550            | -964,366               | 803,381              | 2,585,592            | 2,585,592 | 2,585,592                          | 2,585,592       | 2,585,592              | 2,585,592   | 2,585,592 | 2,585,592                       | 2,585,592      | 2,585,592 | 0          |
| CASH FLOW FOR CIL ADDITIONAL                 | PROFIT                      | Year 1       | 07                          |                    | 01                 | Year 2            | 07                   | 01                   | C1                             | Year 3               | 07                    | C1                     | 01                   | Year 4               | ~         |                                    | C1              | Year 5                 | 07          | 01        | 64                              | Year 6         | 02        | 01         |
| INCOME As Above                              | 0                           | 0            | 0                           | 0                  | 0                  | 0                 | u3                   | 1.846.852            | u1<br>1.846.852                | 1.846.852            | U3<br>1.846.852       | 1.846.852              | 1.846.852            | 1.846.852            | 0         | 04                                 | u1<br>0         | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| EXPENDITURE                                  |                             |              |                             |                    |                    |                   | in colora            |                      | . In colory                    | ,                    | in referen            | ,a                     | ,                    |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| Land                                         | 1,828,571                   |              | 0                           |                    |                    | 0                 |                      | 0                    |                                |                      | 0                     |                        | 0                    | 0                    |           |                                    |                 | 0                      | 0           |           |                                 |                |           |            |
| Easements etc.<br>Legals Acquisition         | 0 27,429                    | 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                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Architects<br>QS                             | 204,213<br>17,018           | 0            | 204,213<br>17,018           | 0                  | 0                  | 0                 | 0                    | 0                    | 0                              | 0                    | 0                     | 0                      | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Hanning Consultants<br>Other Professional    | 34,036<br>85,089            | 0            | 34,036<br>85,089            | 0                  | 0                  | 0                 | 0                    | 0                    | 0                              | 0                    | 0                     | 0                      | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Build Cost - BCIS Base<br>POTENTIAL CIL      | 0                           | 0            | 233,906<br>401,979          | 467,811<br>401,979 | 701,717 401,979    | 701,717           | 701,717              | 701,717<br>401,979   | 701,717                        | 701,717              | 467,811               | 233,906                | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Post CIL s106<br>Contingency                 | 0                           | 0            | 11,695                      | 23,391             | 12,500<br>35,086   | 12,500<br>35,086  | 12,500<br>35,086     | 12,500<br>35,086     | 12,500<br>35,086               | 12,500<br>35,086     | 12,500<br>23,391      | 12,500<br>11,695       | 0                    | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Abnormals                                    | 0                           | •            | 11,695                      | 23,391             | 35,086             | 35,086            | 35,086               | 35,086               | 35,086                         | 35,086               | 23,391                | 11,695                 | 0                    | 0                    | •         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Enance Fees<br>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<br>Legals                             | 0                           | 0            | 0                           | 0                  | 0                  | 0                 | 55,406<br>9,234      | 55,406<br>9,234      | 55,406<br>9,234                | 55,406<br>9,234      | 55,406<br>9,234       | 55,406<br>9,234        | 55,406<br>9,234      | 55,406<br>9,234      | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| Misc.<br>COSTS BEFORE LAND INT AND PR        | 0<br>2,376,264              | 0            | 0<br>999,630                | 0<br>916,571       | 0<br>1,186,367     | 0<br>1,186,367    | 0<br>1,251,007       | 0<br>1,251,007       | 0<br>849,028                   | 0<br>849,028         | 0<br>591,732          | 0<br>334,436           | 0<br>64,640          | 0<br>64,640          | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 0          |
| For CH, and a data                           |                             |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           |            |
| For CIL calculation                          | est                         | 35,644       | 36,179                      | 51,716             | 66,240             | 85,029            | 104,100              | 96,724               | 89,237                         | 75,608               | 61,775                | 43,875                 | 21,847               | 0                    | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | 2 085 125  |
| Profit on G                                  | ov.                         |              |                             |                    |                    |                   |                      |                      |                                |                      |                       |                        |                      |                      |           |                                    |                 |                        |             |           |                                 |                |           | 0          |
| Cash Fl<br>Opening Bala                      | зw -2,376,264<br>ке 0       | -35,644      | -1,035,809                  | -968,287           | -1,252,607         | -1,271,396        | 491,745              | 499,121              | 908,587                        | 922,215              | 1,193,345             | 1,468,541              | 1,760,365            | 1,782,212            | 0         | 0                                  | 0               | 0                      | 0           | 0         | 0                               | 0              | 0         | -2,086,125 |
| Closing Balar                                | -2,376,264                  | -2,411,908   | -3,447,716                  | -4,416,003         | -5,668,610         | -6,940,006        | -6,448,261           | -5,949,140           | -5,040,553                     | -4,118,338           | -2,924,993            | -1,456,452             | 303,913              | 2,086,125            | 2,086,125 | 2,086,125                          | 2,085,125       | 2,086,125              | 2,086,125   | 2,086,125 | 2,086,125                       | 2,086,125      | 2,086,125 | 0          |

| SITE NAME                                  | Site 15                            | Large Brown 40    | ) HD         |                        |                  |                       |                                |                      | ]                    |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|--------------------------------------------|------------------------------------|-------------------|--------------|------------------------|------------------|-----------------------|--------------------------------|----------------------|----------------------|------------------------------|----------------------|-----------------------|--------------------|-----------|-----------|------------|-----------------------------------|-----------------|----------------------|-------------|------------------|----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|------------|
| INCOME                                     | Av Size<br>m2                      | %                 | Number<br>40 |                        | Price<br>£/m2    | GDV<br>£              | GIA<br>m2                      |                      | DEVELOPME            | NT COSTS                     |                      |                       |                    |           |           |            | Planning fee o<br>Planning app fe | alic<br>dwos    | rate                 |             |                  | Build Cost<br>BCIS               | /m2<br>1.312                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |           |            |
| Market Housing                             | 87.1                               | 65%               | -0           |                        | 4,769            | 10,796,000            | 2,264                          |                      | LAND                 | Land                         |                      | /unit or m2<br>65,898 | Total              | 2,635,911 |           |            | No dwgs<br>No dwgs under          | 40              | 462                  | 18,490      |                  | Over Extra 1<br>Energy           | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0.00%     |            |
| Shared Ownership                           | 67.1                               | 10%               | 4            |                        | 3,100            | 832,453               | 269                            |                      |                      | Stamp Duty<br>Easements etc. |                      |                       | 121,296<br>0       |           |           |            | No dwgs over                      | 0               | 138<br>Total         | 0<br>18,480 |                  | Design<br>A&Adpt                 | 0<br>25                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |           |            |
| Affordable Rent                            | 67.1                               | 25%               | 10           |                        | 1,850            | 1,242,143             | 671                            |                      |                      | Legals Acquisiti             | on                   | 1.50%                 | 39,539             | 160,834   |           |            |                                   |                 |                      |             |                  | Over-extra 3<br>Small Sites      | 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0%        |            |
| Social Rent                                | 67.1                               | 0%                | 0            |                        | 1,475            | 0                     | 0                              |                      | PLANNING             | Planning Fee                 |                      |                       | 18,480             |           |           |            | Stamp duty ca                     | lc - Residual   |                      |             |                  | Site Costs                       | 197<br>1,555                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 15%       |            |
| Grant and Subsidy                          | Shared Owners                      | thip              |              |                        | 0                | 0                     |                                |                      |                      | QS / PM                      |                      | 0.50%                 | 362,075            |           |           |            | Land payment                      |                 |                      | 2,636,911   |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|                                            | Social Rent                        |                   |              |                        | 0                | 0                     |                                |                      |                      | Other Professio              | inal                 | 2.50%                 | 150,864            | 621,938   |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| SITE AREA - Not<br>SITE AREA - Gross       | 0.62                               | ha<br>ha          | 65<br>59     | /ha<br>/ha             |                  | 12,870,596            | 3,204                          |                      | CONSTRUCT            | ION<br>Build Cost - BC       | IS Based             | 1,555                 | 4,983,436          |           |           |            |                                   |                 | Total                | 121,296     |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|                                            |                                    |                   |              |                        |                  |                       |                                |                      |                      | s106 / CIL<br>Contingency    |                      | 5.00%                 | 552,800<br>249,172 |           |           |            | Stamp duty ca                     | ic - Add Profit |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Sales per Quarter<br>Unit Build Time       | 0<br>3                             | Quarters          |              |                        |                  |                       |                                |                      |                      | Abnormals                    |                      |                       | 249,172            | 6,034,580 |           |            | Land payment<br>125,000           | 0%              | 1%                   | 984,615     |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|                                            |                                    | Whole Site        | Per ha NET   | Per ha GROSS           |                  | RUN Residual I<br>Cio | MACRO ctrl+r<br>sing balance = | 0                    | FINANCE              | Fees                         |                      |                       | 74,000             |           |           |            | 250,000<br>500,000                | 1%              | 3%<br>4%             |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Atemative Use Value                        | 205                                | 820,513           | 9,203,333    | 1,200,000              |                  | RUN CIL MACR          | tO ctrl+l                      | 0                    |                      | Legal and Valua              | tion                 | 6.00%                 | 0                  | 74,000    |           |            | above                             | 4%              | 5%<br>Total          | 40 221      |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Plus /I                                    | ha 0<br>(ability Threshold         | 984.615           |              | 240,000                | 1                | Check on phasing      | dans nos                       | 0                    | SALES                | Agents                       |                      | 3.0%                  | 385 118            |           |           |            | Pre Cil s106                      | 2.500           | F/ Linit (all)       | 49,231      |                  | IIT                              | % GDV                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |           |            |
|                                            | money recented                     | 204,010           | F/m2         | 1,440,000              |                  | com                   | rect                           |                      |                      | Legals                       |                      | 0.5%                  | 64,353             | 450 471   | 9 977 733 |            | The Cite and o                    | 2,000           | Total                | 100,000     |                  |                                  | 0.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 0         |            |
| Additional Profit                          |                                    | 2,653,636         | 1,172        | 1                      |                  |                       |                                |                      | Developers P         | ofit                         |                      |                       |                    |           |           |            | Post CIL s106<br>CIL              | 2,500<br>200    | £/Unit (all)<br>£/m2 |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|                                            |                                    |                   |              |                        |                  |                       |                                |                      |                      | % GDV<br>% GDC               |                      | 17.50%<br>0.00%       |                    |           | 2,252,354 |            | <u> </u>                          |                 | Total                | 552,800     |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| RESIDUAL CASH FLO                          | OW FOR INTERES                     | at of             | Year 1       |                        |                  | ~                     | Year 2                         |                      |                      | ~                            | Year 3               |                       |                    |           | Year 4    |            |                                   | ~               | Year 5               |             |                  |                                  | Year 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |           |            |
| INCOME<br>UNITS Started                    |                                    |                   |              | 8                      | 8                | 8                     | 8                              | 8                    | 47                   |                              |                      |                       |                    | <b>.</b>  |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Market Housing<br>Shared Ownership         |                                    |                   |              |                        | 0                | 0                     | 0                              | 2,159,200<br>166,491 | 2,159,200<br>166,491 | 2,159,200<br>166,491         | 2,159,200<br>166,491 | 2,159,200<br>166,491  | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Affordable Rent<br>Social Rent             |                                    |                   |              |                        | 0                | 0                     | 0                              | 248,429<br>0         | 248,429<br>0         | 248,429<br>0                 | 248,429<br>0         | 248,429<br>0          | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Grant and Subsidy<br>INCON                 | Æ                                  | 0                 | 0            | 0                      | 0                | 0                     | 0                              | 0<br>2,574,119       | 0<br>2,574,119       | 0 2,574,119                  | 0<br>2,574,119       | 0<br>2,574,119        | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| EXPENDITURE                                |                                    | 121 000           |              |                        |                  | 1                     |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   | 1               |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Easements etc.                             |                                    | 0                 |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Planning Fee                               |                                    | 18,480            |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Architects<br>QS                           |                                    | 181,037<br>15,086 |              | 181,037<br>15,086      |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Planning Consultants<br>Other Professional |                                    | 30,173<br>75,432  |              | 30,173<br>75,432       |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Build Cost - BCIS Base                     | e                                  |                   | 0            | 332,229                | 664,458          | 996,687               | 996,687                        | 996,687              | 664,458              | 332,229                      | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| s106/CIL<br>Contingency                    |                                    |                   | 0            | 36,853                 | 33,223           | 49,834                | 49,834                         | 49,834               | 33,223               | 36,853                       | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Abnormals                                  |                                    | 74.000            | 0            | 10,011                 | 33,223           | 43,034                | +3,034                         | 49,034               | 33,223               | 10,011                       | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Legal and Valuation                        |                                    | 0                 |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Agents<br>Legals                           |                                    | 0                 | 0            | 0                      | 0                | 0                     | 0                              | 77,224<br>12,871     | 77,224<br>12,871     | 77,224<br>12,871             | 77,224<br>12,871     | 77,224<br>12,871      | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Misc.<br>COSTS BEFORE LAN                  | ND INT AND PROP                    | 555,043           | 0            | 0<br>704,034           | 804,611          | 1,206,916             | 1,206,916                      | 1,297,010            | 894,705              | 492,399                      | 90,094               | 90,094                | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| For Porticipal Valuation                   | • 100d                             | 2 625 911         |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| For Residual Valuation                     | Interest<br>Profit on Costs        | 2,630,911         | 47,864       | 48,582                 | 59,872           | 72,839                | 92,035                         | 111,519              | 94,035               | 70,255                       | 40,083               | 3,424                 | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
|                                            | Profit on GDV                      |                   |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           | 0          |
|                                            | Cash Flow<br>Opening Balans        | -3,190,954<br>0   | -47,864      | -752,617               | -864,482         | -1,279,755            | -1,298,951                     | 1,165,590            | 1,585,379            | 2,011,465                    | 2,443,942            | 2,480,601             | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | -2,252,354 |
| L                                          | Closing Balano                     | -3,190,954        | -3,238,818   | -3,991,435             | -4,855,917       | -6,135,671            | -7,434,623                     | -6,269,033           | -4,683,654           | -2,672,189                   | -228,247             | 2,252,354             | 2,252,354          | 2,252,354 | 2,252,354 | 2,252,354  | 2,252,354                         | 2,252,354       | 2,252,354            | 2,252,354   | 2,252,354        | 2,252,354                        | 2,252,354                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2,252,354 | 0          |
| CASH FLOW FOR CIL                          | ADDITIONAL PR                      | OFIT              | Year 1       | 02                     | 64               | 01                    | Year 2                         | 07                   | ~                    | C1                           | Year 3               | 01                    | C1                 | 01        | Year 4    | ~          | ~                                 | 64              | Year 5               | 02          | C1               | 04                               | Year 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 02        | C1         |
| INCOME                                     | As Above                           | تي<br>و           | 42<br>P      | us<br>p                | ەل<br>9          | -u<br>0               | 0                              | u3<br>2.574 119      | (14<br>2.574 119     | 2.574 119                    | 2.574 119            | u3<br>2.574 119       | 4U<br>A            | ي.<br>و   | 0         | 43         | 04<br>0                           | 0<br>0          | 0                    | 43          | 40<br>A          | 1                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 04<br>0    |
| EXPENDITURE                                |                                    |                   |              |                        |                  |                       |                                | 100 JUL 1            |                      |                              |                      | 440 Q. 14             |                    |           |           | ·          |                                   |                 | ·                    |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Land                                       |                                    | 984,615           |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
| Stamp Duty<br>Easements etc.               |                                    | 49,231<br>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                         |                                    | 14,769            | 0            | 0                      | 0                | 0                     | 0                              | 0                    | 0                    | 0                            | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Architects<br>QS                           |                                    | 181,037<br>15,096 | 0            | 0<br>181,037<br>15,086 | 0                | 0                     | 0                              | 0                    | 0                    | 0                            | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Planning Consultants<br>Other Professional |                                    | 30,173            | 0            | 30,173                 | 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            | 332,229                | 664,458          | 996,687               | 996,687                        | 996,687              | 664,458              | 332,229                      | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| POTENTIAL CIL<br>Post CIL s106             |                                    |                   |              | 884,545                | 884,545          | 884,545<br>20,000     | 20,000                         | 20,000               | 20,000               | 20,000                       | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Contingency<br>Abnormals                   |                                    | 0                 | 0            | 16,611<br>16,611       | 33,223<br>33,223 | 49,834<br>49,834      | 49,834<br>49,834               | 49,834<br>49,834     | 33,223<br>33,223     | 16,611<br>16,611             | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Finance Fees                               |                                    | 74,000            | 0            | 0                      | 0                | 0                     | 0                              | 0                    | 0                    | 0                            | 0                    | 0                     | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Agents                                     |                                    | 0                 | 0            | 0                      | 0                | 0                     | 0                              | 77,224               | 77.224               | 77.224                       | 77,224               | 77,224                | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| Legals<br>Misc.                            |                                    | 0                 | 0            | 0                      | 0                | 0                     | 0                              | 12,871               | 12,871               | 12,871<br>0                  | 12,871<br>0          | 12,871<br>0           | 0<br>0             | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| COSTS BEFORE LAN                           | ND INT AND PROP                    | 1,442,824         | 0            | 1,551,726              | 1,615,449        | 2,000,901             | 1,116,356                      | 1,206,450            | 840,998              | 475,546                      | 90,094               | 90,094                | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 0          |
| For CIL calculation                        |                                    |                   |              |                        |                  |                       |                                |                      |                      |                              |                      |                       |                    |           |           |            |                                   |                 |                      |             |                  |                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |            |
|                                            | Interest<br>Profit on cost         |                   | 21,642       | 21,967                 | 45,572           | 70,488                | 101,559                        | 119,827              | 101,110              | 76,629                       | 46,300               | 9,734                 | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | 0                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 1,825,327  |
|                                            | Protit on GDV                      | .1 442 934        | 21 5/2       | 1 573 603              | 1661.022         | 2 071 200             | 1 217 044                      | 1 247 942            | 1 622 014            | 2 021 044                    | 2 437 735            | 2 474 204             | 0                  | 0         | 0         | 0          | 0                                 | 0               | 0                    | 0           | 0                | ^                                | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 0         | 1825 227   |
|                                            | Opening Balance<br>Closing Balance | 0                 | -1.464.467   | -3.038.160             | -4,699,181       | -6.770.570            | -7.988.485                     | -6.740.643           | -5.108.632           | -3.086.688                   | -648.964             | 1.825.327             | 1.825.327          | 1.825.327 | 1.825.327 | 1.825.327  | 1.825.327                         | 1.825.327       | 1.825.327            | 1.825.327   | 1.825.327        | 1.825.327                        | 1.825.327                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1.825.327 | .,,.32/    |
|                                            | many of monoid fully               | of a sublement    | 10.10.101    | 010001100              | 100.001          | als rates A           | least reg                      | No. 1010.40          | 01.0000000           | - oleasiand                  | = : oje e 4          | free loss,            | Townsheed          | -tematomy | famologi  | 1100000000 | 1 have a family to                | . Townstears    | (constraint)         | (pano) end  | 1 Contraction of | <ul> <li>channelous t</li> </ul> | January Control of Con |           | _          |

| SITE NAME                                                                                                                                                                 | Site 16                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Medium Brown                                                                                          | 20                                        |                                                                      |                                                                  |                                                                     |                                                        |                                                               | J                                                                |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|-------------------------------------------|----------------------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------------|------------------------------------------------------------------|----------------------------------------------------|----------------------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------------------|-----------------------|-----------------------|-----------------------------------------|
| INCOME                                                                                                                                                                    | Av Size                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | %                                                                                                     | Number                                    |                                                                      | Price                                                            | GDV                                                                 | GIA                                                    |                                                               | DEVELOPMEN                                                       | IT COSTS                                           |                                                    |                       |                       |                       |                       |                       | Planning fee ca                 | alc                   |                       |                       |                       | Build Cost                              | /m2                   |                       |                                         |
|                                                                                                                                                                           | mz                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                       | 20                                        |                                                                      | £/mz                                                             | £                                                                   | mz                                                     |                                                               | LAND                                                             |                                                    |                                                    | /unit or m2           | Total                 |                       |                       |                       | No dwgs                         | dwgs<br>20            | rate                  |                       |                       | Over Extra 1                            | 1,262                 | 0.00%                 |                                         |
| Market Housing                                                                                                                                                            | 103.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 65%                                                                                                   | 13                                        |                                                                      | 4,650                                                            | 6,231,000                                                           | 1,340                                                  |                                                               |                                                                  | Land<br>Stamp Duty                                 |                                                    | 78,793                | 68,293                | 1,575,853             |                       |                       | No dwgs under<br>No dwgs over f | 20                    | 462<br>138            | 9,240                 |                       | Energy<br>Design                        | 21                    |                       |                                         |
| Shared Ownership                                                                                                                                                          | 80.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 10%                                                                                                   | 2                                         |                                                                      | 3,023                                                            | 483,600                                                             | 160                                                    |                                                               |                                                                  | Easements etc.                                     |                                                    | 1 50%                 | 22,628                | 91 920                |                       |                       | ļ                               |                       | Total                 | 9,240                 |                       | A&Adpt<br>Outpointer 2                  | 25                    |                       |                                         |
| Affordable Rent                                                                                                                                                           | 80.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 25%                                                                                                   | 5                                         |                                                                      | 1,850                                                            | 740,000                                                             | 400                                                    |                                                               |                                                                  | Lugina Acquiana                                    | 211                                                | 12070                 | 20,000                | 31,200                |                       |                       |                                 |                       |                       |                       |                       | Small Sites                             | 0                     | 0%                    |                                         |
| Social Rent                                                                                                                                                               | 80.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 0%                                                                                                    | 0                                         |                                                                      | 1,475                                                            | 0                                                                   | 0                                                      |                                                               | PLANNING                                                         | Planning Fee                                       |                                                    |                       | 9,240                 |                       |                       |                       | Stamp duty cal                  | ic - Residual         | _                     |                       |                       | Site Costs                              | 189<br>1,499          | 15%                   |                                         |
| Grant and Subsidy                                                                                                                                                         | Shared Owners                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | ship                                                                                                  |                                           |                                                                      | 0                                                                | 0                                                                   |                                                        |                                                               |                                                                  | Architects<br>QS / PM                              |                                                    | 6.00%<br>0.50%        | 207,029<br>17,252     |                       |                       |                       | Land payment                    |                       |                       | 1,575,853             |                       |                                         |                       |                       |                                         |
|                                                                                                                                                                           | Attordable Ren<br>Social Rent                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | *                                                                                                     |                                           |                                                                      | 0                                                                | 0                                                                   |                                                        |                                                               |                                                                  | Planning Consul<br>Other Reviewsio                 | tants                                              | 1.00%                 | 34,505                | 354 299               |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
|                                                                                                                                                                           | oociai rean                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    | 2.00%                 | 00,202                | 554,200               |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| SITE AREA - Not<br>SITE AREA - Gross                                                                                                                                      | 0.57                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | ha                                                                                                    | 35<br>32                                  | /na<br>/ha                                                           |                                                                  | 7,454,600                                                           | 1,900                                                  |                                                               | CONSTRUCT                                                        | Build Cost - BCI                                   | S Based                                            | 1,499                 | 2,847,709             |                       |                       |                       |                                 |                       | Total                 | 68,293                |                       |                                         |                       |                       |                                         |
|                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  | s106 / CIL<br>Contingency                          |                                                    | 5.00%                 | 318,000<br>142,385    |                       |                       |                       | Stamp duty cal                  | ic - Add Profit       |                       |                       |                       |                                         |                       |                       |                                         |
| Sales per Quarter                                                                                                                                                         | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Quarterr                                                                                              |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  | Abnormals                                          |                                                    |                       | 142,385               | 3,450,480             |                       |                       | Land payment                    | 0%                    | 10                    | 914,286               |                       |                                         |                       |                       |                                         |
| on out the                                                                                                                                                                | , in the second s | Quartera                                                                                              |                                           |                                                                      |                                                                  | RUN Residual I                                                      | MACRO ctrl+r                                           |                                                               | FINANCE                                                          |                                                    |                                                    |                       |                       |                       |                       |                       | 250,000                         | 1%                    | 3%                    |                       |                       |                                         |                       |                       |                                         |
| Residual Land Value                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1,575,853                                                                                             | 2,757,742                                 | 2,481,968                                                            |                                                                  | Cib                                                                 | ising balance =                                        | 0                                                             |                                                                  | Interest                                           |                                                    | 6.00%                 | 49,000                |                       |                       |                       | 1,000,000                       | 3%<br>4%              | 4%                    |                       |                       |                                         |                       |                       |                                         |
| Alternative Use Value<br>Uplift                                                                                                                                           | 20%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 761,905                                                                                               |                                           | 1,200,000<br>240.000                                                 |                                                                  | RUN CIL MACF                                                        | RO ctrl+l<br>Ising balance =                           | 0                                                             |                                                                  | Legal and Valua                                    | tion                                               |                       | 0                     | 49,000                |                       |                       | above                           | 5%                    | 5%<br>Total           | 45.714                |                       |                                         |                       |                       |                                         |
| Plus /h                                                                                                                                                                   | ha 0<br>Jability Throshold                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 0                                                                                                     |                                           | 0                                                                    |                                                                  | Characture advances                                                 |                                                        | i i                                                           | SALES                                                            | Agente                                             |                                                    | 2.0%                  | 222 629               |                       |                       |                       | Rm Cll +106                     | 2,600                 | All their (all)       |                       |                       | ιπ.                                     | % GDV                 |                       |                                         |
|                                                                                                                                                                           | autity meanod                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 214,200                                                                                               |                                           | 1,440,000                                                            |                                                                  | con                                                                 | rect                                                   |                                                               |                                                                  | Logals                                             |                                                    | 0.5%                  | 37,273                |                       |                       |                       | The Cit and                     | 2,000                 | Fotal                 | 50,000                |                       | En                                      | 0.00%                 | 0                     |                                         |
| Additional Profit                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1,207,857                                                                                             | £/m2<br>901                               | 1                                                                    |                                                                  |                                                                     |                                                        |                                                               |                                                                  | Misc.                                              |                                                    |                       | 0                     | 260,911               | 5,782,462             |                       | Post CIL s106                   | 2,500                 | £/ Unit (all)         |                       |                       |                                         |                       |                       |                                         |
|                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               | Developers Pr                                                    | ofit<br>M.GDV                                      |                                                    | 17 50%                |                       |                       | 1 204 555             |                       | CIL                             | 200                   | £/m2                  | 319.000               |                       |                                         |                       |                       |                                         |
|                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  | % GDC                                              |                                                    | 0.00%                 |                       |                       | 1,304,555             |                       | 1                               |                       | 1 OGA                 | 318,000               |                       |                                         |                       |                       |                                         |
| RESIDUAL CASH FLO                                                                                                                                                         | OW FOR INTERES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | ST                                                                                                    | Year 1                                    |                                                                      |                                                                  |                                                                     | Year 2                                                 |                                                               |                                                                  |                                                    | Year 3                                             |                       |                       |                       | Year 4                |                       |                                 |                       | Year 5                |                       |                       |                                         | Year 6                |                       |                                         |
| INCOME                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Q1                                                                                                    | Q2                                        | Q3                                                                   | Q4                                                               | Q1                                                                  | Q2                                                     | Q3                                                            | Q4                                                               | Q1                                                 | Q2                                                 | Q3                    | Q4                    | Q1                    | Q2                    | Q3                    | Q4                              | Q1                    | Q2                    | Q3                    | Q4                    | Q1                                      | Q2                    | Q3                    | Q4                                      |
| UNITS Started                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           | 5                                                                    | 5                                                                | 5                                                                   | 5                                                      |                                                               |                                                                  |                                                    |                                                    | ć                     | ,                     | ć                     |                       |                       |                                 | <i>.</i>              |                       |                       | ć                     | 6                                       |                       |                       |                                         |
| Market Housing<br>Shared Ownership                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      | 0                                                                | 0                                                                   | 0                                                      | 1,557,750<br>120,900                                          | 1,557,750<br>120,900                                             | 1,557,750 120,900                                  | 1,557,750<br>120,900                               | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Affordable Rent<br>Social Rent                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      | 0                                                                | 0                                                                   | 0                                                      | 185,000<br>0                                                  | 185,000<br>0                                                     | 185,000<br>0                                       | 185,000<br>0                                       | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Grant and Subsidy                                                                                                                                                         | F                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 6                                                                                                     | ~                                         | ¢                                                                    | 0                                                                | 0                                                                   | 0                                                      | 0                                                             | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| INCOM                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       | U                                         |                                                                      | v                                                                |                                                                     | v                                                      | 1,003,030                                                     | 1,003,000                                                        | 1,003,030                                          | 000,000                                            | v                     | U                     |                       | U                     | v                     | U                               | 0                     | v                     | v                     |                       | U                                       | U                     | v                     | v                                       |
| Stamp Duty                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 68,293                                                                                                |                                           |                                                                      |                                                                  | [                                                                   |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 | [                     |                       |                       |                       |                                         |                       |                       |                                         |
| Easements etc.<br>Legals Acquisition                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0<br>23,638                                                                                           |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Planning Fee                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 9.240                                                                                                 |                                           |                                                                      |                                                                  | [                                                                   |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 | [                     |                       |                       |                       |                                         |                       |                       |                                         |
| Architects                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 103,514                                                                                               |                                           | 103,514                                                              |                                                                  | [                                                                   |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 | [                     |                       |                       |                       |                                         |                       |                       |                                         |
| Planning Consultants                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 8,626                                                                                                 |                                           | 8,626                                                                |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Other Professional                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 43,131                                                                                                |                                           | 43,131                                                               |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Build Cost - BCIS Base<br>s106/CII                                                                                                                                        | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                       | 0                                         | 237,309<br>26.500                                                    | 474,618<br>53.000                                                | 711,927<br>79.500                                                   | 711,927                                                | 474,618<br>53.000                                             | 237,309<br>26.500                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Contingency                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       | 0                                         | 11,865                                                               | 23,731                                                           | 35,596                                                              | 35,596                                                 | 23,731                                                        | 11,865                                                           | 0                                                  | ő                                                  | 0                     | 0                     | 0                     | 0                     | ő                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | ō                                       |
| Abnormals                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       | U                                         | 11,865                                                               | 23,731                                                           | 35,596                                                              | 35,596                                                 | 23,731                                                        | 11,865                                                           | 0                                                  | U                                                  | U                     | 0                     | U                     | U                     | 0                     | 0                               | U                     | U                     | U                     | 0                     | U                                       | U                     | U                     | U                                       |
| Finance Fees<br>Legal and Valuation                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 49,000<br>0                                                                                           |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Agents                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0                                                                                                     | n                                         | 0                                                                    | 0                                                                | 0                                                                   | e                                                      | 55 910                                                        | 55,910                                                           | 55,910                                             | 55,910                                             | P                     | 0                     | 0                     | 0                     | ρ                     | 0                               | P                     |                       | 0                     | 0                     | P                                       | 0                     | 0                     | 0                                       |
| Legals                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | ő                                                                                                     | 0                                         | ő                                                                    | ő                                                                | ő                                                                   | ő                                                      | 9,318                                                         | 9,318                                                            | 9,318                                              | 9,318                                              | 0                     | ő                     | 0                     | ō                     | ő                     | ō                               | 0                     | 0                     | 0                     | ő                     | ő                                       | ō                     | ō                     | ō                                       |
| INISC.<br>COSTS BEFORE LAN                                                                                                                                                | ID INT AND PROF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 322,694                                                                                               | 0                                         | 0<br>460,064                                                         | 575,080                                                          | 862,620                                                             | 862,620                                                | 640,308                                                       | 352,768                                                          | 65,228                                             | 65,228                                             | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
|                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       | T                                       |
| For Residual Valuation                                                                                                                                                    | n Land                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1,575,853                                                                                             | 29 479                                    | 28.905                                                               | 36.240                                                           | 45 410                                                              | 59.020                                                 | 72 955                                                        | 55 509                                                           | 22 769                                             | 7 299                                              | 0                     |                       |                       |                       |                       |                                 | 0                     |                       | 0                     |                       |                                         |                       |                       |                                         |
| 1                                                                                                                                                                         | Profit on Costs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       | 20,4/8                                    | 28,905                                                               | 36,240                                                           | 40,410                                                              | 59,030                                                 | 12,855                                                        | 896,00                                                           | 33,768                                             | 1 200                                              | J                     | U                     | J                     | U                     | a                     | U                               | J                     |                       | U                     | J                     | U                                       | U                     |                       | 1,304,555                               |
| 1                                                                                                                                                                         | Profit on GDV                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       | 0                                       |
| 1                                                                                                                                                                         | Cash Flow<br>Opening Balans                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | -1,898,547<br>0                                                                                       | -28,478                                   | -488,969                                                             | -611,320                                                         | -908,030                                                            | -921,650                                               | 1,150,487                                                     | 1,455,285                                                        | 1,764,654                                          | 1,791,124                                          | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | -1,304,555                              |
| L                                                                                                                                                                         | Closing Balano                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | -1,898,547                                                                                            | -1,927,025                                | -2,415,995                                                           | -3,027,315                                                       | -3,935,344                                                          | -4,856,995                                             | -3,706,507                                                    | -2,251,223                                                       | -486,569                                           | 1,304,555                                          | 1,304,555             | 1,304,555             | 1,304,555             | 1,304,555             | 1,304,555             | 1,304,555                       | 1,304,555             | 1,304,555             | 1,304,555             | 1,304,555             | 1,304,555                               | 1,304,555             | 1,304,555             | 0                                       |
|                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0.57                                                                                                  |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| CASH FLOW FOR CIL                                                                                                                                                         | AUDITIONAL PR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Q1                                                                                                    | Q2                                        | Q3                                                                   | Q4                                                               | Q1                                                                  | Q2                                                     | Q3                                                            | Q4                                                               | Q1                                                 | Year 3<br>Q2                                       | Q3                    | Q4                    | Q1                    | Year 4<br>Q2          | Q3                    | Q4                              | Q1                    | Year 5<br>Q2          | Q3                    | Q4                    | Q1                                      | Year 6<br>Q2          | Q3                    | Q4                                      |
| INCOME                                                                                                                                                                    | As Above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                                                                                                     | 0                                         | 0                                                                    | 0                                                                | 0                                                                   | 0                                                      | 1,863.650                                                     | 1,863.650                                                        | 1,863.650                                          | 1,863.650                                          | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| EXPENDITURE                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                       |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       | -                               |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Land                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 914,286                                                                                               |                                           |                                                                      |                                                                  |                                                                     |                                                        |                                                               |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       |                                         |                       |                       |                                         |
| Stamp Duty                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 45,714                                                                                                | 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.<br>Legals Acquisition                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0 13,714                                                                                              | 0                                         | 0                                                                    | 0                                                                | 0                                                                   | 0                                                      | 0                                                             | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Planning Free                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 9.240                                                                                                 | 0                                         |                                                                      | 0                                                                |                                                                     |                                                        |                                                               |                                                                  | 0                                                  |                                                    | 0                     | 0                     | 6                     | 0                     |                       |                                 | 0                     |                       | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Architects                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 103,514                                                                                               | 0                                         | 103,514                                                              | 0                                                                | 0                                                                   | 0                                                      | 0                                                             | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| uS<br>Planning Consultants                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 8,626<br>17,252                                                                                       | 0                                         | 8,626<br>17,252                                                      | 0                                                                | 0                                                                   | 0                                                      | 0                                                             | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Other Professional                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 43,131                                                                                                | 0                                         | 43,131                                                               | 0                                                                | 0                                                                   | 0                                                      | 0                                                             | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| Build Cost - BCIS Base                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0                                                                                                     | 0                                         | 237,309                                                              | 474,618                                                          | 711,927                                                             | 711,927                                                | 474,618                                                       | 237,309                                                          | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| DOTENTIAL CIL                                                                                                                                                             | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                     |                                           | 003,926                                                              | 603,826                                                          | 12,500                                                              | 12,500                                                 | 12,500                                                        | 12,500                                                           | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| POTENTIAL CIL<br>Post CIL s106                                                                                                                                            | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                     |                                           |                                                                      |                                                                  |                                                                     | 35,596                                                 | 23,731                                                        | 11,865<br>11,865                                                 | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0                     | 0                     | 0                                       |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals                                                                                                                | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0                                                                                                     | 0                                         | 11,865<br>11,865                                                     | 23,731<br>23,731                                                 | 35,596                                                              | 35,596                                                 | 23,731                                                        |                                                                  |                                                    |                                                    |                       |                       |                       |                       |                       |                                 |                       |                       |                       |                       | 1                                       |                       |                       |                                         |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals                                                                                                                | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0 0 49,000                                                                                            | 0                                         | 11,865<br>11,865<br>0                                                | 23,731<br>23,731<br>0                                            | 35,596<br>35,596<br>0                                               | 35,596                                                 | 23,731                                                        | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 11                    | 0                               | 0                     | 0                     | 0                     | 0                     | P                                       | 0                     | 0                     | 0                                       |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation                                                                         | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0<br>0<br>49,000<br>0                                                                                 | 0<br>0<br>0                               | 11,865<br>11,865<br>0<br>0                                           | 23,731<br>23,731<br>0<br>0                                       | 35,596<br>35,596<br>0                                               | 35,596<br>0<br>0                                       | 23,731<br>0<br>0                                              | 0                                                                | 0                                                  | 0                                                  | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0                     | 0                     | 0                                       | 0<br>0                | 0                     | 0<br>0                                  |
| POTENTIAL CIL<br>Post CIL s106<br>Cortingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents                                                               | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0<br>0<br>49,000<br>0                                                                                 | 0<br>0<br>0                               | 11,865<br>11,865<br>0<br>0                                           | 23,731<br>23,731<br>0<br>0                                       | 35,596<br>35,596<br>0<br>0                                          | 35,596<br>0<br>0                                       | 23,731<br>0<br>0<br>55,910                                    | 0<br>0<br>55,910                                                 | 0<br>0<br>55,910                                   | 0<br>0<br>55,910                                   | 0                     | 0                     | 0                     | 0                     | 0                     | 0                               | 0                     | 0                     | 0<br>0                | 0<br>0                | 0<br>0                                  | 0<br>0                | 0<br>0                | 0<br>0                                  |
| POTENTIAL CIL<br>Post CIL s106<br>Cordingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.                                            | 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0<br>0<br>49,000<br>0<br>0<br>0                                                                       |                                           | 11,865<br>11,865<br>0<br>0<br>0<br>0                                 | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>0                        | 35,546<br>35,596<br>0<br>0<br>0                                     | 35,596<br>0<br>0<br>0<br>0                             | 23,731<br>0<br>0<br>55,910<br>9,318<br>0                      | 0<br>0<br>55,910<br>9,318<br>0                                   | 0<br>0<br>55,910<br>9,318<br>0                     | 0<br>0<br>55,910<br>9,318<br>0                     | 0<br>0<br>0           | 0                     | 0                     | 0                     | 0                     | 0<br>0<br>0                     | 0<br>0<br>0           | 0<br>0<br>0<br>0      | 0<br>0<br>0           | 0<br>0<br>0           | 0                                       | 0<br>0<br>0           | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0                        |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Mac.<br>COST'S BEFORE LAN                        | D INT AND PROF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 0<br>0<br>49,000<br>0<br>0<br>0<br>1,204,478                                                          | 0<br>0<br>0<br>0<br>0                     | 11,865<br>11,865<br>0<br>0<br>0<br>0<br>0<br>0<br>1,037,492          | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>0<br>0<br>1,126,008      | 35,546<br>35,596<br>0<br>0<br>0<br>0<br>795,620                     | 35,596<br>0<br>0<br>0<br>0<br>795,620                  | 23,731<br>0<br>55,910<br>9,318<br>0<br>599,808                | 0<br>0<br>9,318<br>0<br><b>338,768</b>                           | 0<br>0<br>55,910<br>9,318<br>0<br>65,228           | 0<br>0<br>55,910<br>9,318<br>0<br>65,228           | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0           | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0                   | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0                   |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN                        | a<br>ND INT AND PROF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 0<br>0<br>49,000<br>0<br>0<br>0<br>4<br>1,204,478                                                     | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>0      | 11,865<br>11,865<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>1,037,492     | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>0<br>1,126,008           | 35,596<br>0<br>0<br>0<br>0<br>0<br>0<br>795,620                     | 35,596<br>0<br>0<br>0<br>0<br>0<br>795,620             | 23,731<br>0<br>55,910<br>9,318<br>0<br>599,808                | 0<br>0<br>55,910<br>9,318<br>0<br><b>338,768</b>                 | 0<br>0<br>9,318<br>0<br>65,228                     | 0<br>0<br>55,910<br>9,318<br>0<br>65,228           | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0                | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0                   | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0                   |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Miac.<br>COSTS BEFORE LAN<br>For CIL calculation | a<br>ND INT AND PROF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 0<br>0<br>49,000<br>0<br>0<br>0<br>0<br>1,204,478                                                     | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>18,067 | 11,865<br>11,865<br>0<br>0<br>0<br>0<br>0<br>1,037,492<br>18,338     | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>0<br>1,126,008<br>34,176 | 36,546<br>36,596<br>0<br>0<br>0<br>0<br>795,620<br>51,578           | 35,596<br>0<br>0<br>0<br>795,620<br>64,286             | 23,731<br>0<br>0<br>55,910<br>9,318<br>0<br>599,808<br>77,185 | 0<br>0<br>555,910<br>9,318<br>0<br>338,768<br>59,385             | 0<br>0<br>9,318<br>0<br><b>65,228</b><br>37,403    | 0<br>0<br>9,318<br>0<br>65,228<br>10,987           | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0           | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0                   | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0                   |
| POTENTIAL CIL<br>Post CIL s106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For CIL calculation | D INT AND PROF<br>Interest<br>Profit on cost<br>Profit on cost                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 0<br>0<br>49,000<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>18,067 | 11,865<br>11,865<br>0<br>0<br>0<br>0<br>0<br>1,037,492<br>18,338     | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>1,126,008<br>34,176      | 36,5496<br>36,5996<br>0<br>0<br>0<br>0<br>795,620<br>51,578         | 35,596<br>0<br>0<br>0<br>0<br><b>795,620</b><br>64,286 | 23,731<br>0<br>55,910<br>9,318<br>0<br>599,808<br>77,185      | 0<br>0<br>9,318<br>0<br>338,768<br>59,385                        | 0<br>0<br>9,318<br>0<br><b>65,228</b><br>37,403    | 0<br>0<br>55,910<br>9,318<br>0<br>65,228<br>10,987 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0           | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0                   | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0<br>1,054,944<br>0 |
| POTENTAL CIL<br>Post CIL s106<br>Contingency<br>Abnormats<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For CIL calculation  | D INT AND PROF<br>Interest<br>Profit on GDV<br>Cash Provi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 0<br>0<br>49,000<br>0<br>0<br>0<br>1,204,478                                                          | 0<br>0<br>0<br>0<br>0<br>0<br>0<br>18,067 | 11,865<br>11,865<br>0<br>0<br>0<br>1,837,492<br>18,338               | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>1,126,008<br>34,176      | 35,596<br>35,596<br>0<br>0<br>0<br>0<br>0<br>0<br>795,620<br>51,578 | 35,596<br>0<br>0<br>0<br>795,620<br>64,286             | 23,731<br>0<br>55,910<br>9,318<br>0<br>599,808<br>77,185      | 0<br>0<br>55,910<br>9,318<br>0<br>338,768<br>59,385              | 0<br>0<br>55,910<br>9,318<br>0<br>65,228<br>37,403 | 0<br>0<br>55,910<br>9,318<br>0<br>65,228<br>10,987 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0                | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0      | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0<br>1,054,944<br>0 |
| POTENTAL CIL<br>Post CIL 106<br>Contingency<br>Abnormals<br>Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAN<br>For CIL calculation   | D INT AND PROF<br>Profit on cost<br>Profit on GDV<br>Cash Flow<br>Opening Balance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 0<br>0<br>49,000<br>0<br>0<br>1,204,478                                                               | 0<br>0<br>0<br>0<br>0<br>18,067           | 11,865<br>11,865<br>0<br>0<br>0<br>1,037,492<br>18,338<br>-1,055,831 | 23,731<br>23,731<br>0<br>0<br>0<br>0<br>1,126,008<br>34,176      | 35,596<br>35,596<br>0<br>0<br>0<br>795,620<br>51,578<br>-847,198    | 35,596<br>0<br>0<br>0<br>795,620<br>64,286<br>-859,906 | 23,731<br>0<br>55,910<br>9,318<br>0<br>599,008<br>77,185      | 0<br>0<br>55,910<br>9,318<br>0<br>338,768<br>59,385<br>1,465,497 | 0<br>0<br>55,910<br>9,318<br>0<br>65,228<br>37,403 | 0<br>0<br>55,910<br>9,318<br>0<br>65,228<br>10,987 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0           | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0      | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0<br>0              | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>0 | 0<br>0<br>0<br>0<br>1.054,944<br>0      |

SITE NAME Site 16 Medium Brown 20

Base Site 16

更

| SITE NAME                                  | Site 17                          | Medium Brown     | 20 HD      |                  |            |                  |                 |                 | J                |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|--------------------------------------------|----------------------------------|------------------|------------|------------------|------------|------------------|-----------------|-----------------|------------------|--------------------------------|-----------|-------------|-------------------|-----------|-----------|-----------|---------------------------------|-----------------|------------------------|-----------|-----------|-----------------------------|----------------|-----------|------------|
| INCOME                                     | Av Size                          | %                | Number     |                  | Price      | GDV              | GIA             |                 | DEVELOPMEN       | IT COSTS                       |           |             |                   |           |           |           | Planning fee c                  | alc             |                        |           |           | Build Cost                  | /m2            |           |            |
|                                            | m2                               |                  | 20         |                  | £/m2       | £                | m2              |                 | LAND             |                                |           | /unit or m2 | Total             |           |           |           | Plannino apo fe<br>No dwgs      | dwgs<br>20      | rate                   |           |           | BCIS<br>Over Extra 1        | 1,330          | 0.00%     |            |
| Market Housing                             | 85.5                             | 65%              | 13         |                  | 4,820      | 5,360,000        | 1,112           |                 |                  | Land<br>Stamp Duty             |           | 65,227      | 54 727            | 1,304,543 |           |           | No dwgs under<br>No dwgs over P | 20              | 462<br>138             | 9,240     |           | Energy<br>Design            | 21             |           |            |
| Shared Ownership                           | 65.7                             | 10%              | 2          |                  | 3,133      | 411,778          | 131             |                 |                  | Easements etc.                 |           |             | 0                 |           |           |           | no unga orer a                  | •               | Total                  | 9,240     |           | A&Adpt                      | 25             |           |            |
| Affordable Rent                            | 65.7                             | 25%              | 5          |                  | 1,850      | 607,857          | 329             |                 |                  | Legals Acquisitio              | on        | 1.50%       | 19,568            | 74,295    |           |           |                                 |                 |                        |           |           | Over-extra 3<br>Small Sites | 1              | 0%        |            |
| Social Part                                | 65.7                             |                  |            |                  | 1 475      | 0                |                 |                 | PLANNING         | Planning Equ                   |           |             | 9.240             |           |           |           | Stamp duty ca                   | In - Poridual   |                        |           |           | Site Costs                  | 199            | 15%       |            |
| COCIE MER                                  |                                  | 0,0              |            |                  | 1,415      | 0                | 0               |                 |                  | Architects                     |           | 6.00%       | 179,867           |           |           |           | Land payment                    | - neadaan       |                        | 1,304,543 |           |                             | 1,010          |           |            |
| Grant and Subsidy                          | Shared Owners<br>Affordable Rer  | ship<br>18       |            |                  | 0          | 0                |                 |                 |                  | QS / PM<br>Planning Consult    | tants     | 0.50%       | 14,989<br>29,978  |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|                                            | Social Rent                      |                  |            |                  | 0          | 0                |                 |                 |                  | Other Profession               | nal       | 2.50%       | 74,945            | 309,018   |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| SITE AREA - Net                            | 0.31                             | ha               | 65         | /ha              |            | 6,379,635        | 1,572           |                 | CONSTRUCT        | ON                             |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| SITE AREA - Gross                          | 0.31                             | ha               | 65         | /ha              |            |                  |                 | l               |                  | Build Cost - BCI<br>s106 / CII | S Based   | 1,576       | 2,477,621         |           |           |           |                                 |                 | Total                  | 54,727    |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  | Contingency                    |           | 5.00%       | 123,881           |           |           |           | Stamp duty ca                   | lc - Add Profit | -                      |           |           |                             |                |           |            |
| Sales per Quarter<br>Unit Build Time       | 3                                | Quarters         |            |                  |            |                  |                 |                 |                  | Abnormals                      |           |             | 123,881           | 2,997,783 |           |           | Land payment<br>125,000         | 0%              | 1%                     | 443,077   |           |                             |                |           |            |
|                                            |                                  | March Car        | Date NOT   | Date CDOCC       |            | RUN Residual     | MACRO ctrl+r    |                 | FINANCE          | F                              |           |             | 45,000            |           |           |           | 250,000                         | 1%              | 3%                     |           |           |                             |                |           |            |
| Residual Land Value                        |                                  | 1,304,543        | 4,239,764  | 4,239,764        |            | Cit              | ising balance = | 0               |                  | Fees<br>Interest               |           | 6.00%       | 46,000            |           |           |           | 1,000,000                       | 3%<br>4%        | 4%                     |           |           |                             |                |           |            |
| Alternative Use Value                      | 20%                              | 369,231          |            | 1,200,000        |            | RUN CIL MACH     | RO ctrl+l       | 0               |                  | Legal and Valuat               | tion      |             | 0                 | 46,000    |           |           | above                           | 5%              | 5%<br>Total            | 22.154    |           |                             |                |           |            |
| Plus /t                                    | na 0                             | 0                |            | 0                |            | -                |                 |                 | SALES            |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| v                                          | lability Threshold               | 443,077          |            | 1,440,000        |            | Check on phasing | degs nos        |                 |                  | Agents<br>Lenals               |           | 3.0%        | 191,389<br>31,898 |           |           |           | Pre CIL s106                    | 2,500           | £/ Unit (all)<br>Total | 50.000    |           | LIT                         | % GDV<br>0.00% |           |            |
|                                            |                                  |                  | £/m2       |                  |            |                  |                 |                 |                  | Misc.                          |           |             | 0                 | 223,287   | 4,954,926 |           |                                 |                 |                        |           |           |                             |                |           |            |
| Additional Profit                          |                                  | 1,344,436        | 1,209      |                  |            |                  |                 |                 | Developers Pr    | ofit                           |           |             |                   |           |           |           | Post CIL s106<br>CIL            | 2,500<br>200    | E/Unit (all)<br>E/m2   |           |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  | % GDV                          |           | 17.50%      |                   |           | 1,116,436 |           |                                 |                 | Total                  | 272,400   |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  | % GDC                          |           | 0.00%       |                   |           | 0         |           |                                 |                 |                        |           |           |                             |                |           |            |
| RESIDUAL CASH FLC                          | W FOR INTERES                    | ST 01            | Year 1     | 03               | 04         | 01               | Year 2          | 03              | 04               | 01                             | Year 3    | 02          | 04                | 01        | Year 4    |           | 04                              | 01              | Year 5                 | 03        |           | 01                          | Year 6         | 03        |            |
| INCOME                                     |                                  | 41               | 42         | 43               |            |                  | 42              | 43              |                  | -                              | 42        | 45          |                   |           | 42        | 45        | 44                              | 41              | 42                     | 45        |           | 41                          | 42             | 43        |            |
| UNITS Started<br>Market Housing            |                                  |                  |            | 6                | 7          | 7                | 0               | 1.608.000       | 1.876.000        | 1.876.000                      | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Shared Ownership                           |                                  |                  |            |                  | ő          | ō                | ō               | 123,533         | 144,122          | 144,122                        | 0         | ő           | ő                 | ő         | 0         | õ         | ō                               | 0               | 0                      | ő         | ő         | ō                           | 0              | 0         | ő          |
| Affordable Rent<br>Social Rent             |                                  |                  |            |                  | 0          | 0                | 0               | 182,357         | 212,750<br>0     | 212,750                        | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Grant and Subsidy                          | E                                | -                |            |                  | 0          | 0                | 0               | 0               | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| INCOM                                      | E                                | Ű                | 0          | 0                | U          |                  | U               | 1,913,891       | 2,232,872        | 2,232,872                      | 0         | 0           | U                 | 0         | U         | 0         | 0                               | 0               | 0                      | U         | 0         | Ű                           | U              | 0         | 0          |
| EXPENDITURE<br>Stamp Duty                  |                                  | 54,727           |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Easements etc.                             |                                  | 0                |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Legals Acquisition                         |                                  | 19,568           |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Planning Fee<br>Architectr                 |                                  | 9,240            |            | 90.022           |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| QS                                         |                                  | 7,494            |            | 7,494            |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Planning Consultants<br>Other Professional |                                  | 14,989<br>37,472 |            | 14,989<br>37,472 |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           | -           |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Build Cost - BCIS Base<br>s106/CIL         | 1                                |                  | 0          | 247,762 27,240   | 59,020     | 90,800           | 63,560          | 289,056 31,780  | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Contingency                                |                                  |                  | 0          | 12,388           | 26,841     | 41,294           | 28,906          | 14,453          | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Abromas                                    |                                  |                  | 0          | 12,000           | 20,041     | 41,2,34          | 20,300          | 14,400          |                  | 0                              | 0         | 0           | 0                 | Ŭ         | 0         | 0         | 0                               | 0               |                        | 0         | 0         | 0                           | 0              | 0         | 0          |
| Finance Fees<br>Legal and Valuation        |                                  | 46,000           |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 | F7 417          | cc coc           | ec 000                         |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Legals                                     |                                  | 0                | 0          | 0                | 0          | 0                | 0               | 9,569           | 11,164           | 11,164                         | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Misc.                                      |                                  | 279.424          | 0          | 0                | 649 520    | 000.261          | 699.492         | 416 727         | 79 151           | 70 151                         | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               |                        | 0         | 0         | 0                           | 0              | 0         | 0          |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   | -         |           |           |                                 |                 |                        |           |           | -                           |                |           | -          |
| For Residual Valuation                     | n Land                           | 1,304,543        |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|                                            | Interest                         |                  | 23,760     | 24,116           | 31,223     | 41,434           | 57,044          | 68,392          | 46,961           | 15,344                         | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
|                                            | Profit on Costs<br>Profit on GDV |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           | 1,116,436  |
|                                            | Corb Flow                        | .1 592 067       | -22 760    | .472 792         | 690 742    | -1.040.695       | -756 527        | 1 429 771       | 2 107 761        | 2 120 279                      | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | -1 116 426 |
|                                            | Opening Balan                    | 0                | -20,700    | -473,703         | -000,142   | -1,040,030       | -100,021        | 1,460,777       | 2,107,701        | 2,100,010                      |           | 0           | 0                 | Ŭ         | 0         | 0         | 0                               | 0               |                        | 0         | 0         | 0                           | 0              | 0         | -1,110,400 |
|                                            | Closing Balance                  | -1,583,967       | -1,607,727 | -2,081,510       | -2,762,252 | -3,802,947       | -4,559,474      | -3,130,703      | -1,022,941       | 1,116,436                      | 1,116,436 | 1,116,435   | 1,116,436         | 1,116,435 | 1,116,436 | 1,116,436 | 1,116,435                       | 1,116,436       | 1,116,435              | 1,116,436 | 1,116,436 | 1,116,435                   | 1,116,436      | 1,116,435 | 0          |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| CASH FLOW FOR CIL                          | ADDITIONAL PH                    | Q1               | Q2         | Q3               | Q4         | Q1               | Q2              | Q3              | Q4               | Q1                             | Q2        | Q3          | Q4                | Q1        | Q2        | Q3        | Q4                              | Q1              | Q2                     | Q3        | 04        | Q1                          | Q2             | Q3        | Q4         |
| INCOME                                     | As Above                         |                  |            |                  |            |                  |                 | 4 040 004       | 0.000.070        | 0.000.070                      |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| INCOM                                      | ю.                               | U                | 0          | U                |            |                  | U               | 1,913,691       | 2,232,012        | 2,232,012                      | •         | v           |                   | v         | 0         |           | U                               | U               | •                      | U         |           | U                           | 0              | U.        | 0          |
| EXPENDITURE                                |                                  | 443.077          |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| Stamp Duty<br>Easements etc.               |                                  | 22,154           | 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                         |                                  | 6,646            | 0          | 0                | 0          | 0                | 0               | 0               | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Planning Fee                               |                                  | 9,240            | 0          | 0                | 0          | 0                | 0               | 0               | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Architects                                 |                                  | 89,933           | 0          | 89,933<br>7 494  | 0          | 0                | 0               | 0               | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Planning Consultants                       |                                  | 14,989           | 0          | 14,989           | 0          | 0                | 0               | 0               | 0                | 0                              | ŏ         | ő           | 0                 | 0         | 0         | 0         | 0                               | 0               | ō                      | ŏ         | 0         | o                           | 0              | ő         | 0          |
| Other Professional                         |                                  | 37,472           | 0          | 37,472           | 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                     | 2                                | 0                | 0          | 247,762          | 536,818    | 825,874          | 578,111         | 289,056         | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| POTENTIAL CIL<br>Post CIL s106             |                                  |                  |            | 1,344,436        |            | 15,000           | 17,500          | 17,500          | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Contingency                                |                                  | 0                | 0          | 12,388           | 26,841     | 41,294           | 28,906          | 14,453          | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| Apnormals                                  |                                  | U                | U          | 12,388           | 26,841     | 41,294           | 28,906          | 14,453          | U                | U                              | U         | U           | U                 | U         | U         | U         | U                               | U               | U                      | U         | U         | U                           | U              | U         | U          |
| Finance Fees                               |                                  | 46,000           | 0          | 0                | 0          | 0                | 0               | 0               | 0                | 0                              | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| ceder end Asriation                        |                                  |                  | 9          | 0                | U          |                  | 3               | a               | 0                | 5                              |           | 2           | 9                 | 3         | 3         | 3         | 0                               | 5               |                        | 2         | 3         |                             | 5              | 5         | 5          |
| Agents<br>Legals                           |                                  | 0                | 0          | 0                | 0          | 0                | 0               | 57,417<br>9,569 | 66,986<br>11,164 | 66,986<br>11,164               | 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                 | o         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| COSTS BEFORE LAN                           | U INT AND PROI                   | 677,006          | 0          | 1,766,863        | 590,500    | 923,461          | 653,423         | 402,447         | 78,151           | 78,151                         | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
| For CIL calculation                        |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |
| I G CIL CAICUADON                          | Interest                         |                  | 10,155     | 10,307           | 36,965     | 46,377           | 60,925          | 71,640          | 50,043           | 18,472                         | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | 0          |
|                                            | Profit on cost<br>Profit on GPV  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           | 904,750    |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           | -          |
|                                            | Cash Flow<br>Opening Balance     | -677,006         | -10,155    | -1,777,171       | -627,465   | -969,838         | -714,347        | 1,439,803       | 2,104,679        | 2,136,249                      | 0         | 0           | 0                 | 0         | 0         | 0         | 0                               | 0               | 0                      | 0         | 0         | 0                           | 0              | 0         | -904,750   |
| 1                                          | Closing Balance                  | -677,006         | -687,161   | -2,454,332       | -3,091,797 | -4,061,634       | -4,775,982      | -3,336,178      | -1,231,499       | 904,750                        | 904,750   | 904,750     | 904,750           | 904,750   | 904,750   | 904,750   | 904,750                         | 904,750         | 904,750                | 904,750   | 904,750   | 904,750                     | 904,750        | 904,750   | 0          |
|                                            |                                  |                  |            |                  |            |                  |                 |                 |                  |                                |           |             |                   |           |           |           |                                 |                 |                        |           |           |                             |                |           |            |

SITE NAME Site 17 Medium Brown 20 HD

Base Site 17

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | SILE NAME                                                                                                                                                                                                                                                                                                                        | 580 18                           | Medium Brown     | 12         |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|------------------|------------|------------------|------------|------------------|----------------|-------------------|-------------------|------------------------------------|-------------------|-------------|-------------------|-----------|-----------|---------|---------------------------------|----------------|---------------|---------------|---------|------------------------|---------|---------|----------|--|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | INCOME                                                                                                                                                                                                                                                                                                                           | Av Size                          | %                | Number     |                  | Price      | GDV              | GIA            |                   | DEVELOPMEN        | IT COSTS                           |                   |             |                   |           |           |         | Planning fee ca                 | allo           |               |               |         | Build Cost             | /m2     |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  | 1112                             |                  | 12         |                  | 1/11/2     |                  |                |                   | LAND              |                                    |                   | /unit or m2 | Total             |           |           |         | No dwgs                         | 12             | Tate          |               |         | Over Extra 1           | 0       | 0.00%   |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Market Housing                                                                                                                                                                                                                                                                                                                   | 106.9                            | 65%              | 8          |                  | 4,650      | 3,876,356        | 834            |                   |                   | Land<br>Stamp Duty                 |                   | 83,067      | 39,340            | 996,800   |           |         | No dwgs under<br>No dwgs over f | 12             | 462<br>138    | 5,544         |         | Energy<br>Design       | 21      |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Shared Ownership                                                                                                                                                                                                                                                                                                                 | 77.5                             | 10%              | 1          |                  | 3,023      | 281,093          | 93             |                   |                   | Easements etc.<br>Legals Acquisiti | on                | 1.50%       | 0<br>14.952       | 54.292    |           |         | ļ                               |                | Total         | 5,544         |         | A&Adpt<br>Over-extra 3 | 25      |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Affordable Rent                                                                                                                                                                                                                                                                                                                  | 77.5                             | 25%              | 3          |                  | 1,850      | 430,125          | 233            |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         | Small Sites            | 0       | 0%      |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Social Rent                                                                                                                                                                                                                                                                                                                      | 77.5                             | 0%               | 0          |                  | 1,475      | 0                | 0              |                   | PEANNING          | Planning Fee                       |                   |             | 5,544             |           |           |         | Stamp duty cal                  | c - Residual   | _             |               |         | Sile Cosis             | 1,493   | 15%     |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Grant and Subsidy                                                                                                                                                                                                                                                                                                                | Shared Owners                    | hip              |            |                  | 0          | 0                |                |                   |                   | Architects<br>QS / PM              |                   | 6.00%       | 125,988<br>10,499 |           |           |         | Land payment                    |                |               | 996,800       |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  | Affordable Ren<br>Social Rent    | t i              |            |                  | 0          | 0                |                |                   |                   | Planning Consul<br>Other Professio | tants<br>nal      | 1.00%       | 20,998<br>52,495  | 215.523   |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | SITE AREA - Net                                                                                                                                                                                                                                                                                                                  | 0.34                             | ha               | 35         | /ha              |            | 4 587 574        | 1 159          |                   | CONSTRUCT         | ON                                 |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | SITE AREA - Gross                                                                                                                                                                                                                                                                                                                | 0.34                             | ha               | 35         | /ha              |            | .,               | .,             |                   |                   | Build Cost - BC                    | IS Based          | 1,493       | 1,730,063         |           |           |         |                                 |                | Total         | 39,340        |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  |                                  |                  |            |                  |            |                  |                |                   |                   | Contingency                        |                   | 5.00%       | 196,725<br>86,503 |           |           |         | Stamp duty cal                  | c - Add Profit |               |               |         |                        |         |         |          |  |
| Image: Problem         Image:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Sales per Quarter<br>Unit Build Time                                                                                                                                                                                                                                                                                             | 0                                | Quarters         |            |                  |            |                  |                |                   |                   | Abnormals                          |                   |             | 86,503            | 2,099,795 |           |         | Land payment<br>125,000         | 0%             | 1%            | 493,714       |         |                        |         |         |          |  |
| <form>      And And And And And And And And And And</form>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                  |                                  | Whole Site       | Per ha NET | Per ha GROSS     |            | RUN Residual     | MACRO ctrl+r   | 0                 | FINANCE           | Fees                               |                   |             | 30.000            |           |           |         | 250,000                         | 1%             | 3%<br>4%      |               |         |                        |         |         |          |  |
| <form>  material conduction   Total cond</form>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Residual Land Value                                                                                                                                                                                                                                                                                                              |                                  | 996,800          | 2,907,334  | 2,907,334        |            |                  |                |                   |                   | Interest                           |                   | 6.00%       |                   |           |           |         | 1,000,000                       | 4%             | 0%            |               |         |                        |         |         |          |  |
| Image: series     Ima                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Uplift                                                                                                                                                                                                                                                                                                                           | 20%                              | 82,285           |            | 240,000          |            | Cic<br>Cic       | sing balance = | 0                 |                   | Legal and Value                    | DON               |             | 0                 | 30,000    |           |         | above                           | 5%             | Total         | 19,749        |         |                        |         |         |          |  |
| Image: bar                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Pius /h<br>Vi                                                                                                                                                                                                                                                                                                                    | a 0<br>ability Threshold         | 0<br>493,714     |            | 0                |            | Check on phasing | degs nos       | 1                 | SALES             | Agents                             |                   | 3.0%        | 137,627           |           |           |         | Pre CIL s106                    | 2,500 f        | / Unit (all)  |               |         | LIT                    | % GDV   |         | 1        |  |
| Impair and a problem of the problem o                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                  |                                  |                  | im2        |                  |            | cor              | rect           |                   |                   | Legals<br>Misc                     |                   | 0.5%        | 22,938            | 160 565   | 3 556 976 |         |                                 |                | otal          | 30,000        |         |                        | 0.00%   | 0       | ]        |  |
| Proprio 197Proprio 197 <th colspa<="" td=""><td>Additional Profit</td><td></td><td>851,737</td><td>1,022</td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td>Post CIL s106</td><td>2,500</td><td>£/ Unit (all)</td><td></td><td></td><td></td><td></td><td></td><td></td></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <td>Additional Profit</td> <td></td> <td>851,737</td> <td>1,022</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>Post CIL s106</td> <td>2,500</td> <td>£/ Unit (all)</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> | Additional Profit                |                  | 851,737    | 1,022            |            |                  |                |                   |                   |                                    | -                 |             |                   |           |           |         |                                 | Post CIL s106  | 2,500         | £/ Unit (all) |         |                        |         |         |          |  |
| Note:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                  |                                  |                  |            |                  |            |                  |                |                   | Developers Pr     | % GDV                              |                   | 17.50%      |                   |           | 802,825   |         | CIL                             | 200            | £/m2<br>Total | 196,725       |         |                        |         |         |          |  |
| Import of the property if is a set of the property is                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                  |                                  |                  |            |                  |            |                  |                |                   |                   | % GDC                              |                   | 0.00%       |                   |           | 0         |         |                                 |                |               |               |         |                        |         |         |          |  |
| Image                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | RESIDUAL CASH FLO                                                                                                                                                                                                                                                                                                                | W FOR INTERES                    | т                | Year 1     |                  |            |                  | Year 2         |                   |                   |                                    | Year 3            |             |                   |           | Year 4    |         |                                 |                | Year 5        |               |         |                        | Year 6  |         |          |  |
| Image: problem         Image:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | INCOME                                                                                                                                                                                                                                                                                                                           |                                  | w.               | 42         | 43               |            |                  | 42             | 43                |                   | - ui                               | 42                | 43          |                   |           | 42        | 45      | 4                               | 41             | 42            | 45            |         | 4                      | 42      | 43      |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | UNITS Started<br>Market Housing                                                                                                                                                                                                                                                                                                  |                                  |                  |            | 3                | 3          | 3                | 3              | 969,089           | 969,089           | 969,089                            | 969,089           | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| basis       basis <t< td=""><td>Shared Ownership<br/>Affordable Rent</td><td></td><td></td><td></td><td></td><td>0</td><td>0</td><td>0</td><td>70,273<br/>107,531</td><td>70,273<br/>107,531</td><td>70,273<br/>107,531</td><td>70,273<br/>107,531</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Shared Ownership<br>Affordable Rent                                                                                                                                                                                                                                                                                              |                                  |                  |            |                  | 0          | 0                | 0              | 70,273<br>107,531 | 70,273<br>107,531 | 70,273<br>107,531                  | 70,273<br>107,531 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| $ \begin{array}{                                     $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Social Rent<br>Grant and Subridu                                                                                                                                                                                                                                                                                                 |                                  |                  |            |                  | 0          | 0                | 0              | 0                 | 0                 | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | INCOM                                                                                                                                                                                                                                                                                                                            | E                                | 0                | 0          | 0                | ō          | ő                | 0              | 1,146,893         | 1,146,893         | 1,146,893                          | 1,146,893         | 0           | ő                 | o         | 0         | ŏ       | 0                               | 0              | 0             | 0             | ő       | o                      | 0       | ő       | 0        |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | EXPENDITURE                                                                                                                                                                                                                                                                                                                      |                                  |                  |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| Image: Series and the series of the seri                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Stamp Duty<br>Easements etc.                                                                                                                                                                                                                                                                                                     |                                  | 39,340<br>0      |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Legals Acquisition                                                                                                                                                                                                                                                                                                               |                                  | 14,952           |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Planning Fee<br>Architectr                                                                                                                                                                                                                                                                                                       |                                  | 5,544            |            | 62 004           |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | QS                                                                                                                                                                                                                                                                                                                               |                                  | 5,249            |            | 5,249            |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| $ \begin{array}{cccccccccccccccccccccccccccccccccccc$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Phanning Consultants<br>Other Professional                                                                                                                                                                                                                                                                                       |                                  | 10,499<br>26,247 |            | 10,499<br>26,247 |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| $ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Build Cost - BCIS Base                                                                                                                                                                                                                                                                                                           |                                  |                  | 0          | 144,172          | 288,344    | 432,516          | 432,516        | 288,344           | 144,172           | 0                                  | 0                 | 0           | o                 | 0         | 0         | 0       | o                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Name         Name <th< td=""><td>s106/CIL<br/>Contingency</td><td></td><td></td><td>0</td><td>16,394</td><td>32,788</td><td>49,181</td><td>49,181</td><td>32,788</td><td>16,394</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></th<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | s106/CIL<br>Contingency                                                                                                                                                                                                                                                                                                          |                                  |                  | 0          | 16,394           | 32,788     | 49,181           | 49,181         | 32,788            | 16,394            | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Abnormals                                                                                                                                                                                                                                                                                                                        |                                  |                  | ō          | 7,209            | 14,417     | 21,626           | 21,626         | 14,417            | 7,209             | 0                                  | ō                 | ō           | ō                 | ō         | 0         | ō       | 0                               | ō              | ō             | 0             | ō       | 0                      | ō       | ō       | 0        |  |
| bale intervent         0         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -        -        -         - <t< td=""><td>Finance Fees</td><td></td><td>30,000</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Finance Fees                                                                                                                                                                                                                                                                                                                     |                                  | 30,000           |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Legal and Valuation                                                                                                                                                                                                                                                                                                              |                                  | 0                |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| Intr         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O         O                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Agents                                                                                                                                                                                                                                                                                                                           |                                  | 0                | 0          | 0                | 0          | 0                | 0              | 34,407            | 34,407<br>5 734   | 34,407                             | 34,407<br>5,734   | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| North Lander Lander Lander         Under Lander         Un                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Misc.                                                                                                                                                                                                                                                                                                                            |                                  |                  | -          | ő                |            | °                |                | 5,754             | 5,154             | 5,754                              | 3,134             | -           | -                 |           | -         | -       |                                 | -              | -             | -             |         |                        | -       |         | •        |  |
| Partal Vacuum         Line         Line <thline< th="">         Line         Line</thline<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | COSTS BEFORE LAN                                                                                                                                                                                                                                                                                                                 | DINT AND PROP                    | 194,826          | 0          | 2/9,9/3          | 349,966    | 524,949          | 524,949        | 390,107           | 215,124           | 40,141                             | 40,141            | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Integr         17.24         13.13         27.24         27.20         36.20         4.422         36.20         4.42         9.20         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | For Residual Valuation                                                                                                                                                                                                                                                                                                           | Land                             | 996,800          |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| Instruction                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  | Interest<br>Profit on Costs      |                  | 17,874     | 18,143           | 22,614     | 28,203           | 36,500         | 44,922            | 34,244            | 20,781                             | 4,492             | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Law Fig.         1110 Lit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                  | Profit on GDV                    |                  |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         | 0        |  |
| Large the bit of the state         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010         1 2010 <th1 2010<="" th=""></th1>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                  | Cash Flow                        | -1,191,626       | -17,874    | -298,115         | -372,580   | -553,152         | -561,449       | 711,864           | 897,525           | 1,085,971                          | 1,102,261         | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | -802,825 |  |
| CASH-DUM PACE LACOTIONAL PLOT         Yest                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  | Opening Balans<br>Closing Balano | 0<br>-1,191,626  | -1,209,500 | -1,507,615       | -1,880,195 | -2,433,347       | -2,994,796     | -2,282,932        | -1,385,406        | -299,435                           | 802,825           | 802,825     | 802,825           | 802,825   | 802,825   | 802,825 | 802,825                         | 802,825        | 802,825       | 802,825       | 802,825 | 802,825                | 802,825 | 802,825 | 0        |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                  |                                  |                  |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| Addbox         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <td>CASH FLOW FOR CIL</td> <td>ADDITIONAL PR</td> <td>OFIT</td> <td>Year 1</td> <td>02</td> <td>04</td> <td>01</td> <td>Year 2</td> <td>02</td> <td>04</td> <td>01</td> <td>Year 3</td> <td>02</td> <td>04</td> <td>01</td> <td>Year 4</td> <td></td> <td>04</td> <td>01</td> <td>Year 5</td> <td>02</td> <td>01</td> <td>01</td> <td>Year 6</td> <td>02</td> <td>04</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | CASH FLOW FOR CIL                                                                                                                                                                                                                                                                                                                | ADDITIONAL PR                    | OFIT             | Year 1     | 02               | 04         | 01               | Year 2         | 02                | 04                | 01                                 | Year 3            | 02          | 04                | 01        | Year 4    |         | 04                              | 01             | Year 5        | 02            | 01      | 01                     | Year 6  | 02      | 04       |  |
| multime         0         0         0         0         0         1.14.849         1.14.849         1.14.849         1.14.849         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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                                                                                                                                                                                                                                                                                                                           | As Above                         | u.               | 42         | 45               |            |                  | 42             | 43                | 44                |                                    | 42                | 43          | -                 | Q.        | 42        | 43      | 4                               | -              | 42            | 45            |         |                        | 42      | 40      |          |  |
| Dependent<br>Land         M374                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | INCOM                                                                                                                                                                                                                                                                                                                            |                                  | 0                | 0          | 0                | 0          | •                | 0              | 1,146,893         | 1,146,893         | 1,146,893                          | 1,146,893         | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Burg Dar<br>Bane D                 | EXPENDITURE<br>Land                                                                                                                                                                                                                                                                                                              |                                  | 493,714          |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         |          |  |
| $ \begin{array}{                                    $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Stamp Duty                                                                                                                                                                                                                                                                                                                       |                                  | 19.749           | 0          | 0                | p          | 0                | n              | 0                 | 0                 | 0                                  | 0                 | 0           | n                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | ρ       | 0                      | 0       | 0       | 0        |  |
| rum         rum <thr>         rum         rum</thr>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Easements etc.                                                                                                                                                                                                                                                                                                                   |                                  | 0                | 0          | 0                | 0          | 0                | ő              | 0                 | 0                 | 0                                  | ě                 | 0           | ő                 | 0         | 0         | ŏ       | ő                               | õ              | 0             | 0             | ő       | 0                      | õ       | õ       | 0        |  |
| promperies<br>Access         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         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <td>Lugals Acquisition</td> <td></td> <td>7,406</td> <td>U</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Lugals Acquisition                                                                                                                                                                                                                                                                                                               |                                  | 7,406            | U          | U                | U          | U                | U              | U                 | U                 | U                                  | U                 | U           | U                 | U         | U         | U       | U                               | U              | U             | U             | U       | U                      | U       | U       | U        |  |
| CDS<br>Descripting Conduction         5,249<br>Conduction         Conduction         Conduction <td>Planning Fee<br/>Architects</td> <td></td> <td>5,544<br/>62,994</td> <td>0</td> <td>0<br/>62,994</td> <td>0</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Planning Fee<br>Architects                                                                                                                                                                                                                                                                                                       |                                  | 5,544<br>62,994  | 0          | 0<br>62,994      | 0          | 0                | 0              | 0                 | 0                 | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| One Productional         12,247         0         72,237         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 </td <td>QS<br/>Planning Consultante</td> <td></td> <td>5,249<br/>10,499</td> <td>0</td> <td>5,249<br/>10,499</td> <td>0</td>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | QS<br>Planning Consultante                                                                                                                                                                                                                                                                                                       |                                  | 5,249<br>10,499  | 0          | 5,249<br>10,499  | 0          | 0                | 0              | 0                 | 0                 | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Name Correction         Name Corre                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Other Professional                                                                                                                                                                                                                                                                                                               |                                  | 26,247           | ō          | 26,247           | ō          | ő                | ō              | ő                 | ō                 | 0                                  | ō                 | ō           | ő                 | ō         | ō         | ō       | ō                               | ō              | ō             | 0             | ő       | 0                      | ō       | ő       | ō        |  |
| Priority LoC.<br>Darkinger         Priority LoC.<br>Priority LoC.<br>Configure         Priority LoC.<br>Priority LoC.<br>Priority LoC.<br>Darkinger         Priority LoC.<br>Priority                                                                                                                                                                                                                                                                                                               | Build Cost - BCIS Base                                                                                                                                                                                                                                                                                                           |                                  | 0                | 0          | 144,172          | 288,344    | 432,516          | 432,516        | 288,344           | 144,172           | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Outspare/<br>Anomale         0         0         7,200         1.4477         21.68         1.4477         7.200         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | POTENTIAL CIL<br>Post CIL s106                                                                                                                                                                                                                                                                                                   |                                  |                  | I.         | 425,869          | 425,869    | 7.500            | 7.500          | 7.500             | 7.500             | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Contingency                                                                                                                                                                                                                                                                                                                      |                                  | 0                | 0          | 7,209            | 14,417     | 21,626           | 21,626         | 14,417            | 7,209             | 0                                  | 0                 | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Preserves         20.000         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Abnormais                                                                                                                                                                                                                                                                                                                        |                                  |                  |            | 7,200            | 14,417     | 21,020           | 21,020         | 14,417            | 1,200             |                                    |                   | -           |                   |           | -         |         |                                 |                |               |               |         |                        |         |         | 0        |  |
| Ages         0         0         0         0         0         0         34.07         34.07         34.07         34.07         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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<br>Legal and Valuation                                                                                                                                                                                                                                                                                              |                                  | 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        |  |
| Lagak                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Agents                                                                                                                                                                                                                                                                                                                           |                                  | 0                | 0          | 0                | 0          |                  | 0              | 34,407            | 34,407            | 34,407                             | 34,407            | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Costs BEFORE LAND. NT. AND PROS.         645,462         0         645,247         451,247         451,267         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,247         451,257         672,77         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Legals<br>Misc                                                                                                                                                                                                                                                                                                                   |                                  | 0                | 0          | 0                | 0          | 0                | 0              | 5,734             | 5,734             | 5,734                              | 5,734             | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| For CL catabasian<br>Profits cross<br>Profits cross<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits<br>Profits | COSTS BEFORE LAN                                                                                                                                                                                                                                                                                                                 | D INT AND PROP                   | 661,402          | 0          | 689,448          | 743,047    | 483,267          | 483,267        | 364,820           | 206,230           | 40,141                             | 40,141            | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| For CL calculation         Interest         9.021         9.027         9.0268         20.017         30.746         47.99         36.574         47.90         57.57         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0<                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                  |                                  |                  |            |                  |            |                  |                |                   |                   |                                    |                   |             |                   |           |           |         |                                 |                |               |               |         |                        |         |         | T        |  |
| Polition cod<br>Polition cod                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | For CIL calculation                                                                                                                                                                                                                                                                                                              | Interest                         |                  | 9,921      | 10,070           | 20,563     | 32,017           | 39,746         | 47,591            | 36,574            | 23,013                             | 6,757             | 0           | 0                 | 0         | 0         | 0       | 0                               | 0              | 0             | 0             | 0       | 0                      | 0       | 0       | 0        |  |
| Case Now         641.402         4.93.1         499.517         751.40         555.284         422.0513         714.463         94.609         1.080.784         6.00.09         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <th< td=""><td> </td><td>Profit on cost</td><td></td><td></td><td></td><td></td><td></td><td></td><td>,</td><td></td><td></td><td></td><td></td><td>-</td><td>  ·</td><td></td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td></td><td>-</td><td>-</td><td></td><td>649,559</td></th<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                  | Profit on cost                   |                  |            |                  |            |                  |                | ,                 |                   |                                    |                   |             | -                 | ·         |           | -       | -                               | -              | -             | -             |         | -                      | -       |         | 649,559  |  |
| 1 waarrenne moter oor week of een een of eee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1                                                                                                                                                                                                                                                                                                                                |                                  |                  | 0.071      |                  |            |                  |                | -                 |                   | 4.005                              | 4 000             |             |                   |           |           |         |                                 |                |               |               |         | -                      |         | ,       |          |  |
| Closing Balance   661,402 - 671,223 - 1,270,841 - 2,184,450   -2,640,735 - 3,172,748 - 2,438,265 - 1,534,176   -450,437 - 640,559 - 649,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,559 - 640,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                  | Cash Flow<br>Opening Balance     | -661,402<br>0    | -9,921     | -60/0,517        | -763,610   | -515,284         | -523,013       | /34,483           | ¥U4,089           | 1,083,740                          | 1,034,996         | U           | 0                 | Û         | U         | 0       | 0                               | U              | U             | U             | 0       | 0                      | U       | U       | -649,559 |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | L                                                                                                                                                                                                                                                                                                                                | Closing Balance                  | -661,402         | -671,323   | -1,370,841       | -2,134,450 | -2,649,735       | -3,172,748     | -2,438,265        | -1,534,176        | -450,437                           | 649,559           | 649,559     | 649,559           | 649,559   | 649,559   | 649,559 | 649,559                         | 649,559        | 649,559       | 649,559       | 649,559 | 649,559                | 649,559 | 649,559 | 0        |  |

SITE NAME Site 18 Medium Brown 12

| SITE NAME Site 19                                                                                                                                                   | Medium Brown                      | 12 HD                          |                                        |                             |                             |                             |                                 | ]                              |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|--------------------------------|----------------------------------------|-----------------------------|-----------------------------|-----------------------------|---------------------------------|--------------------------------|-------------------------------------------------|--------------|-------------------------|---------------------------|-----------|--------------|---------|------------------------------------------------------|----------------------------|------------------------|---------|---------|-----------------------------------|--------------|-------------|------------------------|
| INCOME Av Size<br>m2                                                                                                                                                | %                                 | Number<br>12                   |                                        | Price<br>£/m2               | GDV<br>£                    | GIA<br>m2                   |                                 | DEVELOPMEN                     | NT COSTS                                        |              |                         |                           |           |              |         | Planning fee ca<br>Planning apo fe                   | alic<br>dwgs               | rate                   |         |         | Build Cost<br>BCIS                | /m2<br>1,304 |             |                        |
| Market Housing 87.6                                                                                                                                                 | 65%                               | 8                              |                                        | 4,746                       | 3,243,581                   | 683                         |                                 | LAND                           | Land<br>Stamo Duty                              |              | /unit or m2<br>66,859   | Total 20.615              | 802,310   |              |         | No dwgs<br>No dwgs under                             | 12                         | 462                    | 5,544   |         | Over Extra 1<br>Energy<br>Doctors | 0<br>21      | 0.00%       | 5                      |
| Shared Ownership 66.3                                                                                                                                               | 10%                               | 1                              |                                        | 3,085                       | 245,235                     | 80                          |                                 |                                | Easements etc.<br>Legals Acquisitio             | 10           | 1.50%                   | 29,615<br>0<br>12.035     | 41.650    |              |         | NO DWIGS OVER 1                                      | 0                          | Total                  | 5,544   |         | A&Adpt<br>Over-extra 3            | 25           |             |                        |
| Affordable Rent 66.3                                                                                                                                                | 25%                               | 3                              |                                        | 1,850                       | 367,688                     | 199                         |                                 | PLANNING                       |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         | Small Sites<br>Site Costs         | 0<br>196     | 0%<br>15%   |                        |
| Social Rent 66.3                                                                                                                                                    | 0%                                | 0                              |                                        | 1,475                       | 0                           | 0                           |                                 |                                | Planning Fee<br>Architects                      |              | 6.00%                   | 5,544<br>108,190          |           |              |         | Stamp duty cal<br>Land payment                       | c - Residual               |                        | 802,310 |         | L                                 | 1,547        |             |                        |
| Grant and Subsidy Shared Owners<br>Affordable Rer<br>Social Rent                                                                                                    | ship<br>1                         |                                |                                        | 0                           | 0                           |                             |                                 |                                | QS / PM<br>Planning Consult<br>Other Profession | ants<br>nal  | 0.50%<br>1.00%<br>2.50% | 9,016<br>18,032<br>45,079 | 185,860   |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| SITE AREA - Net 0.18<br>SITE AREA - Gross 0.18                                                                                                                      | ha<br>ha                          | 65<br>65                       | /ha<br>/ha                             |                             | 3,856,504                   | 962                         |                                 | CONSTRUCT                      | ION<br>Build Cost - BCI<br>\$106 / CIL          | S Based      | 1,547                   | 1,487,697<br>166,695      |           |              |         |                                                      |                            | Total                  | 29,615  |         |                                   |              |             |                        |
| Sales per Quarter 0<br>Unit Build Time 3                                                                                                                            | Quarters                          |                                |                                        |                             | RUN Residual N              | IACRO ctrl+r                |                                 | FINANCE                        | Contingency<br>Abnormals                        |              | 5.00%                   | 74,385<br>74,385          | 1,803,162 |              |         | Stamp duty cal<br>Land payment<br>125,000<br>250,000 | c - Add Profit<br>0%<br>1% | 1%<br>3%               | 265,846 |         |                                   |              |             |                        |
| Residual Land Value                                                                                                                                                 | Whole Site<br>802,310             | Per ha NET  <br>4,345,843      | Per ha GROSS<br>4,345,843              |                             | Clos                        | ing balance =               | 0                               |                                | Fees<br>Interest                                |              | 6.00%                   | 28,000                    |           |              |         | 500,000                                              | 3%<br>4%                   | 4%                     |         |         |                                   |              |             |                        |
| Atemative Use Value Uplit: 20% Plus /ha 0 Viability Threshold                                                                                                       | 221,538<br>44,308<br>0<br>265,846 |                                | 1,200,000<br>240,000<br>0<br>1,440,000 | г                           | Close Check on phasing d    | ling balance =              | 0                               | SALES                          | Agents                                          | ion          | 3.0%                    | 115,695                   | 28,000    |              |         | Pre CIL s106                                         | 2,500                      | 4%<br>Total            | 10,634  |         | LIT                               | % GDV        |             | 1                      |
| Additional Profit                                                                                                                                                   | £<br>830,526                      | /m2<br>1,215                   |                                        | l                           | com                         | ect                         |                                 |                                | Legals<br>Misc.                                 |              | 0.5%                    | 19,283<br>0               | 134,978   | 2,995,960    |         | Post CIL s106                                        | 2,500                      | Total<br>£/ Unit (all) | 30,000  |         |                                   | 0.00%        |             |                        |
|                                                                                                                                                                     |                                   |                                |                                        |                             |                             |                             |                                 | Developers Pr                  | % GDV<br>% GDC                                  |              | 17.50%<br>0.00%         |                           |           | 674,888<br>0 |         | CIL                                                  | 200                        | £/m2<br>Total          | 166,695 |         |                                   |              |             |                        |
| RESIDUAL CASH FLOW FOR INTERES                                                                                                                                      | ST<br>Q1                          | Year 1<br>Q2                   | Q3                                     | Q4                          | Q1                          | Year 2<br>Q2                | Q3                              | Q4                             | Q1                                              | Year 3<br>Q2 | Q3                      | Q4                        | Q1        | Year 4<br>Q2 | Q3      | Q4                                                   | Q1                         | Year 5<br>Q2           | Q3      | Q4      | Q1                                | Year 6<br>Q2 | Q3          | Q4                     |
| UNITS Started<br>Market Housing                                                                                                                                     |                                   |                                | 4                                      | 4                           | 4                           | 0                           | 1.081.194                       | 1 081 194                      | 1.081.194                                       | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 |              | 0           | 0                      |
| Shared Ownership<br>Affordable Rent                                                                                                                                 |                                   |                                |                                        | 0                           | 0                           | 0                           | 81,745<br>122,563               | 81,745<br>122,563              | 81,745<br>122,563                               | o<br>o       | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Social Rent<br>Grant and Subsidy                                                                                                                                    |                                   |                                |                                        | 0                           | 0                           | 0                           | 0                               | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| INCOME                                                                                                                                                              | 0                                 | 0                              | 0                                      | 0                           | 0                           | 0                           | 1,285,501                       | 1,285,501                      | 1,285,501                                       | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Stamp Duty<br>Easements etc.                                                                                                                                        | 29,615<br>0                       |                                |                                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Legals Acquisition                                                                                                                                                  | 12,035                            |                                |                                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Planning Fee<br>Architects<br>OS                                                                                                                                    | 5,544<br>54,095<br>4,508          |                                | 54,095<br>4 508                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Planning Consultants<br>Other Professional                                                                                                                          | 9,016<br>22,540                   |                                | 9,016<br>22,540                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Build Cost - BCIS Base                                                                                                                                              |                                   | 0                              | 165,300                                | 330,599                     | 495,899                     | 330,599                     | 165,300                         | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| STUD/CIL<br>Contingency<br>Abnormals                                                                                                                                |                                   | 0                              | 8,265<br>8,265                         | 37,043<br>16,530<br>16,530  | 24,795<br>24,795            | 37,043<br>16,530<br>16,530  | 18,522<br>8,265<br>8,265        | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Finance Fees<br>Legal and Valuation                                                                                                                                 | 28,000<br>0                       | -                              |                                        |                             |                             |                             |                                 | -                              | -                                               | -            | -                       | -                         | -         | -            | -       | -                                                    | -                          | -                      | -       | -       |                                   | -            | -           | -                      |
| Agents<br>Legals                                                                                                                                                    | 0                                 | 0                              | 0                                      | 0                           | 0                           | 0                           | 38,565<br>6,428                 | 38,565<br>6,428                | 38,565<br>6,428                                 | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Misc.<br>COSTS BEFORE LAND INT AND PROP                                                                                                                             | 165,352                           | 0                              | 0 290,509                              | 400,703                     | 601,054                     | 400,703                     | 245,344                         | 44,993                         | 44,993                                          | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| For Residual Valuation                                                                                                                                              | 802.310                           |                                |                                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Profit on Costs<br>Profit on GDV                                                                                                                                    |                                   | 14,515                         | 14,733                                 | 19,311                      | 25,611                      | 35,011                      | 41,547                          | 26,568                         | 8,359                                           | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0<br>674,888<br>0      |
| Cash Flow<br>Opening Balan                                                                                                                                          | -967,662                          | -14,515                        | -305,242                               | -420,014                    | -626,666                    | -435,714                    | 998,610                         | 1,213,941                      | 1,232,150                                       | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | -674,888               |
| Closing Balance                                                                                                                                                     | -967,662                          | -982,177                       | -1,287,419                             | -1,707,433                  | -2,334,098                  | -2,769,813                  | -1,771,202                      | -557,262                       | 674,888                                         | 674,888      | 674,888                 | 674,888                   | 674,888   | 674,888      | 674,888 | 674,888                                              | 674,888                    | 674,888                | 674,888 | 674,888 | 674,888                           | 674,888      | 674,888     | 0                      |
| CASH FLOW FOR CIL ADDITIONAL PR                                                                                                                                     | OFIT 01                           | Year 1<br>Q2                   | Q3                                     | Q4                          | Q1                          | Year 2                      | 03                              | 04                             | 01                                              | Year 3       | 03                      | 04                        | 01        | Year 4       | 03      | 04                                                   | Q1                         | Year 5                 | 03      | Q4      | 01                                | Year 6       | 0a          | 04                     |
| INCOME As Above<br>INCOME                                                                                                                                           | 0                                 | 0                              | 0                                      | 0                           | •                           | 0                           | 1,285,501                       | 1,285,501                      | 1,285,501                                       | •            | 0                       | 0                         | 0         | 0            |         | <br>0                                                | 0                          |                        | 0       |         | 0                                 | 0            |             | 0                      |
| EXPENDITURE                                                                                                                                                         | 265,846                           |                                |                                        |                             |                             |                             |                                 |                                |                                                 |              |                         |                           |           |              |         |                                                      |                            |                        |         |         |                                   |              |             |                        |
| Stamp Duty<br>Easements etc.                                                                                                                                        | 10,634<br>0                       | 0                              | 0                                      | 0<br>0                      | 0                           | 0                           | 0                               | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Legals Acquisition                                                                                                                                                  | 3,988                             | 0                              | 0                                      | 0                           | 0                           | 0                           | 0                               | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Architects<br>QS                                                                                                                                                    | 54,095<br>4,508                   | 0                              | 0<br>54,095<br>4,508                   | 0                           | 0                           | 0                           | 0                               | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Planning Consultants<br>Other Professional                                                                                                                          | 9,016<br>22,540                   | 0                              | 9,016<br>22,540                        | 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<br>POTENTIAL CIL                                                                                                                             | 0                                 | °                              | 165,300<br>830,526                     | 330,599                     | 495,899                     | 330,599                     | 165,300                         | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Contingency<br>Abnormals                                                                                                                                            | 0                                 | 0                              | 8,265<br>8,265                         | 16,530<br>16,530            | 10,000<br>24,795<br>24,795  | 16,530<br>16,530            | 10,000<br>8,265<br>8,265        | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
|                                                                                                                                                                     | 28,000                            | 0                              | 0                                      | 0                           | 0                           | 0                           | 0                               | 0                              | 0                                               | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Finance Fees                                                                                                                                                        | . 0                               | 0                              | 0                                      | 0                           | 0                           | 0                           | 0<br>38.565                     | 0<br>38.565                    | 0<br>38.565                                     | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0            | 0           | 0                      |
| Finance Fees<br>Legal and Valuation<br>Agents                                                                                                                       | 0                                 | 0                              | 0                                      | 0                           |                             | -                           |                                 | 6 429                          | 6.428                                           | ò            | 0                       | 0                         | 0         | ò            | 0       | 0                                                    | 0                          |                        |         | -       | 1 1                               |              | -           | -                      |
| Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.                                                                                                    | 0                                 | 0<br>0                         | 0                                      | 0                           | 0                           | 0                           | 6,428                           | 0,420                          | 0                                               | 0            | 0                       | ő                         | 0         | 0            | 0       | 0                                                    | ō                          | 0                      | ő       | 0       | 0                                 | 0            | 0           | 0                      |
| Finance Fees<br>Legal and Valuation<br>Agents<br>Legals<br>Misc.<br>COSTS BEFORE LAND INT AND PROF                                                                  | 0<br>0<br>0<br>404,170            | 0<br>0<br>0                    | 0<br>0<br>1,102,514                    | 0<br>0<br>363,659           | 0<br>0<br>555,489           | 0<br>0<br>373,659           | 0<br>236,822                    | 0 44,993                       | 0 44,993                                        | 0            | 0                       | 0                         | 0         | 0            | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0<br>0<br>0  | 0<br>0      | 0                      |
| Finance Foes<br>Legal and Valuation<br>Agents<br>Legals<br>Mac.<br>COSTS BEFORE LAND INT AND PROI<br>For CIL calculation<br>Interest<br>Profit on cost              | 0<br>0<br>404,170                 | 0<br>0<br>0<br>6,063           | 0<br>0<br>1,102,514<br>6,153           | 0<br>0<br>363,659<br>22,783 | 0<br>0<br>555,489<br>28,580 | 0<br>0<br>373,659<br>37,341 | 6,428<br>0<br>236,822<br>43,506 | 0,410<br>0<br>44,993<br>28,429 | 0 44,993 10,247                                 | 0<br>0       | 0<br>0                  | 0<br>0                    | 0         | 0<br>0       | 0       | 0<br>0                                               | 0                          | 0<br>0<br>0            | 0<br>0  | 0<br>0  | 0<br>0                            | 0<br>0<br>0  | 0<br>0<br>0 | 0<br>0<br>0<br>547,102 |
| Prance Fees<br>Legal and Valation<br>Agents<br>Legals<br>Mac<br>COSTS BEFORE LAND INT AND PROF<br>Por CIL calculation<br>Infancts<br>Port on GDV<br>Calculation GDV | 0<br>0<br>404,170                 | 0<br>0<br>0<br>6,063<br>-6,063 | 0<br>0<br>1,102,514<br>6,153           | 0<br>0<br>363,659<br>22,783 | 0<br>0<br>555,489<br>28,580 | 0<br>0<br>373,659<br>37,341 | 6,428<br>0<br>236,822<br>43,506 | 0<br>44,993<br>28,429          | 0 44,993 10,247 1,230,261                       | 0            | 0<br>0                  | 0                         | 0         | 0<br>0       | 0       | 0                                                    | 0                          | 0                      | 0       | 0       | 0                                 | 0<br>0<br>0  | 0           | 0<br>0<br>547,102<br>0 |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | SITE NAME                                                                                                                                                                                                                                                                                                                                        | Site 20                           | Small Green 9      |              |                    |                   |                        |                             |                   | ]             |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|--------------------|--------------|--------------------|-------------------|------------------------|-----------------------------|-------------------|---------------|-------------------------------------|-----------------|------------------------|----------------------|-------------|--------------|-----------|------------------------------------------|-----------------|-----------------------|------------|---------|-----------------------------|--------------|---------|--------------|---|--|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | INCOME                                                                                                                                                                                                                                                                                                                                           | Av Size                           | %                  | Number       |                    | Price             | GDV                    | GIA                         |                   | DEVELOPMEN    | IT COSTS                            |                 |                        |                      |             |              |           | Planning fee c                           | alo             |                       |            | 1       | Build Cost                  | /m2          |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Market Housing                                                                                                                                                                                                                                                                                                                                   | 103.9                             | 100%               | 9            |                    | 5,000             | 4,675,000              | 935                         |                   | LAND          | Land                                |                 | /unit or m2<br>170,067 | Total                | 1,530,606   |              |           | No dwgs<br>No dwgs under                 | 0wgs<br>9<br>9  | 462                   | 4,158      |         | Over Extra 1<br>Energy      | 0            | 0.00%   |              |   |  |
| Bandari         Bandari <t< td=""><td>Shared Ownership</td><td>103.9</td><td>0%</td><td>0</td><td></td><td>3,250</td><td>0</td><td>0</td><td></td><td></td><td>Stamp Duty<br/>Easements etc.</td><td></td><td></td><td>66,030<br/>0</td><td></td><td></td><td></td><td>No dwgs over 5</td><td>0</td><td>138<br/>Total</td><td>0<br/>4,158</td><td></td><td>Design<br/>A&amp;Adpt</td><td>0<br/>25</td><td></td><td></td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Shared Ownership                                                                                                                                                                                                                                                                                                                                 | 103.9                             | 0%                 | 0            |                    | 3,250             | 0                      | 0                           |                   |               | Stamp Duty<br>Easements etc.        |                 |                        | 66,030<br>0          |             |              |           | No dwgs over 5                           | 0               | 138<br>Total          | 0<br>4,158 |         | Design<br>A&Adpt            | 0<br>25      |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Affordable Rent                                                                                                                                                                                                                                                                                                                                  | 103.9                             | 0%                 | 0            |                    | 1,850             | 0                      | 0                           |                   |               | Legals Acquisiti                    | ion             | 1.50%                  | 22,959               | 88,989      |              |           |                                          |                 |                       |            |         | Over-extra 3<br>Small Sites | 1 75         | 6%      |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Social Rent                                                                                                                                                                                                                                                                                                                                      | 103.9                             | 0%                 | 0            |                    | 1,475             | 0                      | 0                           |                   | PLANNING      | Planning Fee<br>Architects          |                 | 6.00%                  | 4,158                |             |              |           | Stamp duty ca                            | lc - Residual   |                       | 1 530 606  |         | Sile Cosis                  | 1,467        | 10%     |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Grant and Subsidy                                                                                                                                                                                                                                                                                                                                | Shared Owners<br>Affordable Ren   | hip<br>I           |              |                    | 0                 | 0                      |                             |                   |               | QS / PM<br>Planning Consu           | itants          | 0.50%                  | 8,076<br>16,152      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                  | Social Rent                       |                    |              |                    | 0                 | 0                      |                             |                   |               | Other Professio                     | inal            | 2.50%                  | 40,379               | 165,675     |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | SITE AREA - Not<br>SITE AREA - Gross                                                                                                                                                                                                                                                                                                             | 0.30                              | ha<br>ha           | 30<br>30     | /ha<br>/ha         |                   | 4,675,000              | 935                         |                   | CONSTRUCT     | DN<br>Build Cost - BC<br>s106 / CIL | IS Based        | 1,467                  | 1,371,383<br>209,500 |             |              |           |                                          |                 | Total                 | 66,030     |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Sales per Quarter<br>Unit Build Time                                                                                                                                                                                                                                                                                                             | 0<br>3                            | Quarters           |              |                    |                   |                        | 1000                        |                   | Childhice.    | Contingency<br>Abnormals            |                 | 2.50%                  | 34,285               | 1,615,168   |              |           | Stamp duty ca<br>Land payment<br>125,000 | Ic - Add Profit | 1%                    | 153,000    |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Residual Land Value                                                                                                                                                                                                                                                                                                                              |                                   | Whole Site         | Per ha NET   | Per ha GROSS       |                   | Closi                  | ing balance = 1             |                   | FINANCE       | Fees                                |                 | 6.00%                  | 34,000               |             |              |           | 250,000<br>500,000                       | 1%<br>3%<br>4%  | 3%<br>4%<br>5%        |            |         |                             |              |         |              |   |  |
| <form>      Image: 10 marge: 10 marge:</form>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Alternative Use Value<br>Uplift                                                                                                                                                                                                                                                                                                                  | 20%                               | 15,000<br>3,000    |              | 50,000<br>10,000   |                   | RUN CIL MACRO<br>Closi | D ctrl+l<br>ing balance = ( | 5                 |               | Legal and Valua                     | tion            |                        | 0                    | 34,000      |              |           | above                                    | 5%              | 5%<br>Total           | 7,650      |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Plus /                                                                                                                                                                                                                                                                                                                                           | ha 450,000<br>/iability Threshold | 135,000<br>153,000 |              | 450,000<br>510,000 | 1                 | Check on phasing de    | egs nos                     |                   | SALES         | Agents                              |                 | 3.0%                   | 140,250              |             |              |           | Pre CIL s106                             | 2,500           | £/ Unit (all)         |            |         | LIT                         | % GDV        |         | 1            |   |  |
| <th co<="" td=""><td></td><td></td><td>£</td><td>Um2</td><td></td><td></td><td>corre</td><td>ot</td><td></td><td></td><td>Legals<br/>Misc.</td><td></td><td>0.5%</td><td>23,375<br/>0</td><td>163,625</td><td>3,598,063</td><td></td><td></td><td></td><td>Total</td><td>22,500</td><td></td><td></td><td>0.00%</td><td>0</td><td>Į</td></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <td></td> <td></td> <td>£</td> <td>Um2</td> <td></td> <td></td> <td>corre</td> <td>ot</td> <td></td> <td></td> <td>Legals<br/>Misc.</td> <td></td> <td>0.5%</td> <td>23,375<br/>0</td> <td>163,625</td> <td>3,598,063</td> <td></td> <td></td> <td></td> <td>Total</td> <td>22,500</td> <td></td> <td></td> <td>0.00%</td> <td>0</td> <td>Į</td> |                                   |                    | £            | Um2                |                   |                        | corre                       | ot                |               |                                     | Legals<br>Misc. |                        | 0.5%                 | 23,375<br>0 | 163,625      | 3,598,063 |                                          |                 |                       | Total      | 22,500  |                             |              | 0.00%   | 0            | Į |  |
| Note         Note <t< td=""><td>Additional Profit</td><td></td><td>1,825,756</td><td>1,953</td><td></td><td></td><td></td><td></td><td></td><td>Developers Pr</td><td>ofit</td><td></td><td></td><td></td><td></td><td></td><td></td><td>Post CIL s106<br/>CIL</td><td>2,500<br/>200</td><td>£/ Unit (all)<br/>£/m2</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Additional Profit                                                                                                                                                                                                                                                                                                                                |                                   | 1,825,756          | 1,953        |                    |                   |                        |                             |                   | Developers Pr | ofit                                |                 |                        |                      |             |              |           | Post CIL s106<br>CIL                     | 2,500<br>200    | £/ Unit (all)<br>£/m2 |            |         |                             |              |         |              |   |  |
| TRUE WEAT TOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTALTOTAL <th <total<<="" colspan="2" th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th>% GDV<br/>% GDC</th><th></th><th>0.00%</th><th></th><th></th><th>818,125</th><th></th><th>I</th><th></th><th>Total</th><th>209,500</th><th></th><th></th><th></th><th></th><th></th></th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <th></th> <th>% GDV<br/>% GDC</th> <th></th> <th>0.00%</th> <th></th> <th></th> <th>818,125</th> <th></th> <th>I</th> <th></th> <th>Total</th> <th>209,500</th> <th></th> <th></th> <th></th> <th></th> <th></th>                                      |                                   |                    |              |                    |                   |                        |                             |                   |               |                                     |                 | % GDV<br>% GDC         |                      | 0.00%       |              |           | 818,125                                  |                 | I                     |            | Total   | 209,500                     |              |         |              |   |  |
| Note with a state wit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | RESIDUAL CASH FLO                                                                                                                                                                                                                                                                                                                                | OW FOR INTERES                    | T<br>Q1            | Year 1<br>Q2 | Q3                 | Q4                | Q1                     | Year 2<br>Q2                | Q3                | Q4            | Q1                                  | Year 3<br>Q2    | Q3                     | Q4                   | Q1          | Year 4<br>Q2 | Q3        | Q4                                       | Q1              | Year 5<br>Q2          | Q3         | Q4      | Q1                          | Year 6<br>Q2 | Q3      | Q4           |   |  |
| prime         prim         prim         prim<         p                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | INCOME<br>UNITS Started                                                                                                                                                                                                                                                                                                                          |                                   |                    |              | 3                  | 3                 | 3                      |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Market Housing<br>Shared Ownership                                                                                                                                                                                                                                                                                                               |                                   |                    |              |                    | 0                 | 0                      | 0                           | 1,558,333         | 1,558,333     | 1,558,333                           | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| $ \begin{array}{                                    $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Social Rent<br>Grant and Subsidy                                                                                                                                                                                                                                                                                                                 |                                   |                    |              |                    | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Image: bit is a serie in the serie                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | INCON                                                                                                                                                                                                                                                                                                                                            | ME                                | 0                  | 0            | 0                  | 0                 | 0                      | 0                           | 1,558,333         | 1,558,333     | 1,558,333                           | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | EXPENDITURE<br>Stamp Duty                                                                                                                                                                                                                                                                                                                        |                                   | 66,030             |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Easements etc.<br>Legals Acquisition                                                                                                                                                                                                                                                                                                             |                                   | 0<br>22,959        |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| Reside         Line         Line <thline< th="">         Line         Line         <t< td=""><td>Planning Fee<br/>Architects</td><td></td><td>4,158</td><td></td><td>48 455</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<></thline<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Planning Fee<br>Architects                                                                                                                                                                                                                                                                                                                       |                                   | 4,158              |              | 48 455             |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| Contraction                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | QS<br>Planning Consultants                                                                                                                                                                                                                                                                                                                       |                                   | 4,038<br>8,076     |              | 4,038 8,076        |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| Indicationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizationalizati aneitotexperimente aneitotexperimente aneitotexperim                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Other Professional                                                                                                                                                                                                                                                                                                                               |                                   | 20,190             |              | 20,190             |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| $ \begin{array}{ c c c c c c c c c c c c c c c c c c c$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Build Cost - BCIS Base<br>s106/CIL                                                                                                                                                                                                                                                                                                               | 0                                 |                    | 0            | 152,376<br>23,278  | 304,752<br>46,556 | 457,128<br>69,833      | 304,752<br>46,556           | 152,376<br>23,278 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Contingency<br>Abnormals                                                                                                                                                                                                                                                                                                                         |                                   |                    | 0            | 3,809              | 7,619             | 11,428                 | 7,619<br>0                  | 3,809             | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Finance Fees<br>Legal and Valuation                                                                                                                                                                                                                                                                                                              |                                   | 34,000<br>0        |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| Liph         0         0         0         0         7.72         7.78         7.78         7.78         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0        0         0        0        <                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Agents                                                                                                                                                                                                                                                                                                                                           |                                   | 0                  | 0            | 0                  | 0                 | 0                      | 0                           | 46,750            | 46,750        | 46,750                              | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Contraction         Distance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Legals<br>Misc.                                                                                                                                                                                                                                                                                                                                  |                                   | 0                  | 0            | 0                  | 0                 | 0                      | 0                           | 7,792             | 7,792         | 7,792                               | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Pricing Lines<br>Partial Car<br>Partial Car<br>Partia Car<br>Partial Car<br>Partia | COSTS BEFORE LAP                                                                                                                                                                                                                                                                                                                                 | ND INT AND PROP                   | 207,906            | 0            | 260,221            | 358,926           | 538,389                | 358,926                     | 234,005           | 54,542        | 54,542                              | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Prict and Partian de la contracta de la                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | For Residual Valuatio                                                                                                                                                                                                                                                                                                                            | n Land<br>Interest                | 1,530,605          | 26,078       | 26,469             | 30,769            | 36,615                 | 45,240                      | 51,302            | 32,207        | 10,133                              | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Intervent Norm         173.51 / 173.01         246.07         369.07         369.07         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20         147.20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                  | Profit on Costs<br>Profit on GDV  |                    |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         | 818,125<br>0 |   |  |
| Index         1.78.02         1.78.02         2.48.07         2.48.07         2.440.07         2.440.07         2.440.07         2.440.07         4.70.0         4.70.0         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02         9.8.02                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                  | Cash Flow                         | -1,738,512         | -26,078      | -285,690           | -389,695          | -575,004               | -404,166                    | 1,273,026         | 1,471,585     | 1,493,659                           | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | -818,125     |   |  |
| CARCINC LOUTION L-V         Vart         Vart<                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                  | Closing Balano                    | -1,738,512         | -1,764,590   | -2,051,280         | -2,440,975        | -3,015,979             | -3,420,145                  | -2,147,119        | -675,534      | 818,125                             | 818,125         | 818,125                | 818,125              | 818,125     | 818,125      | 818,125   | 818,125                                  | 818,125         | 818,125               | 818,125    | 818,125 | 818,125                     | 818,125      | 818,125 | 0            |   |  |
| At Nome         Cont                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | CASH FLOW FOR CI                                                                                                                                                                                                                                                                                                                                 | L ADDITIONAL PR                   | OFIT               | Year 1       |                    |                   |                        | Year 2                      |                   |               |                                     | Year 3          |                        |                      |             | Year 4       |           |                                          |                 | Year 5                |            |         |                             | Year 6       |         |              |   |  |
| Invest         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <th>INCOME</th> <th>As Above</th> <th>u1<br/>0</th> <th>42</th> <th>Q3</th> <th>-</th> <th>ui<br/>A</th> <th>Q2</th> <th>4 559 333</th> <th>1 559 222</th> <th>1 559 222</th> <th>42</th> <th>Q3</th> <th>04</th> <th>ui<br/>o</th> <th>42</th> <th>43</th> <th>4</th> <th>u1<br/>0</th> <th>U2</th> <th>03</th> <th>4</th> <th>01<br/>0</th> <th>u2</th> <th>us<br/>é</th> <th>4</th>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | INCOME                                                                                                                                                                                                                                                                                                                                           | As Above                          | u1<br>0            | 42           | Q3                 | -                 | ui<br>A                | Q2                          | 4 559 333         | 1 559 222     | 1 559 222                           | 42              | Q3                     | 04                   | ui<br>o     | 42           | 43        | 4                                        | u1<br>0         | U2                    | 03         | 4       | 01<br>0                     | u2           | us<br>é | 4            |   |  |
| Lind       9300*       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U <thu< th="">       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       U       <thu< th="">       U       <thu< th=""> <thu< th=""></thu<></thu<></thu<></thu<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | EXPENDITURE                                                                                                                                                                                                                                                                                                                                      |                                   | Ū                  | v            | Ū                  | v                 | Ū                      | v                           | 1,000,000         | 1,000,000     | 1,000,000                           | ,               | Ū                      | v                    | Ŭ           | v            | v         | Ŭ                                        | ů               | ,                     | v          | v       | , v                         | Ŭ            | ÿ       | ÿ            |   |  |
| $ \begin{array}{c} \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\$                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Land                                                                                                                                                                                                                                                                                                                                             |                                   | 153,000            |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| regeneration         A.m         V         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U         U                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Stamp Duty<br>Easements etc.                                                                                                                                                                                                                                                                                                                     |                                   | 7,650              | 0            | 0                  | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| $ \begin{array}{c c c c c c c c c c c c c c c c c c c $                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Legals Acquisition                                                                                                                                                                                                                                                                                                                               |                                   | 4 159              | 0            | 0                  | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Nore         0.076         0         0.076         0         0.076         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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                                                                                                                                                                                                                                                                                                                                       |                                   | 48,455<br>4.038    | 0            | 48,455<br>4.038    | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Action of the set in                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Planning Consultants<br>Other Professional                                                                                                                                                                                                                                                                                                       |                                   | 8,076<br>20,190    | 0            | 8,076<br>20,190    | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| PortBATIGL         UBBC/TN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Build Cost - BCIS Base                                                                                                                                                                                                                                                                                                                           | e                                 | 0                  | 0            | 152,376            | 304,752           | 457,128                | 304,752                     | 152,376           | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Lonnegardy Lonnegardy 1 and 1 Annu (shru 1 1128 7,479 3,409 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | POTENTIAL CIL<br>Post CIL s106                                                                                                                                                                                                                                                                                                                   |                                   |                    |              | 1,825,756          |                   | 7,500                  | 7,500                       | 7,500             | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Presented<br>Lagar and Valuation         34.000         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Contingency<br>Abnormals                                                                                                                                                                                                                                                                                                                         |                                   | 0                  | 0            | 3,809<br>0         | 7,619<br>0        | 11,428<br>0            | 7,619<br>0                  | 3,809<br>0        | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Appens         0         0         0         0         0         44,750         44,750         47,700         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         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<br>Legal and Valuation                                                                                                                                                                                                                                                                                                              |                                   | 34,000<br>0        | 0            | 0                  | 0                 | 0                      | 0                           | 0                 | 0             | 0                                   | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| Japan         0         0         0         0         7.772         7.782         7.782         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Agents                                                                                                                                                                                                                                                                                                                                           |                                   | 0                  | 0            | 0                  | 0                 | 0                      | 0                           | 46,750            | 46,750        | 46,750                              | 0               | 0                      | 0                    | 0           | 0            | 0         | -                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Legals<br>Misc.                                                                                                                                                                                                                                                                                                                                  |                                   | 0                  | 0            | 0                  | 0                 | 0                      | 0                           | 7,792<br>0        | 7,792<br>0    | 7,792<br>0                          | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| COSTS BEFORE LAND NT AND PRO1 21.581 0 2.062,700 312,371 476,696 319,871 216,227 54,542 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | COSTS BEFORE LAN                                                                                                                                                                                                                                                                                                                                 | ND INT AND PROP                   | 281,861            | 0            | 2,052,700          | 312,371           | 476,056                | 319,871                     | 218,227           | 54,542        | 54,542                              | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 0            |   |  |
| For CL calculation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | For CIL calculation                                                                                                                                                                                                                                                                                                                              |                                   |                    |              |                    |                   |                        |                             |                   |               |                                     |                 |                        |                      |             |              |           |                                          |                 |                       |            |         |                             |              |         |              |   |  |
| nemeter 4.228 4.231 35.236 40.511 40.200 50.752 34.467 12.447 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                  | Profit on cost<br>Profit on GDV   |                    | 4,228        | 4,291              | 35,296            | 40,511                 | 48,260                      | 53,782            | 34,487        | 12,447                              | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | 661,529      |   |  |
| This VII WAY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                  | Cash Flow                         | -281,861           | -4,228       | -2,066.991         | -347.667          | -516,567               | -368,130                    | 1,286.325         | 1,469.305     | 1,491.344                           | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | -661.529     |   |  |
| Canhbay 281,861 4.228 2.066,591 347,677 348,130 1.286,225 1.469,335 1.411,344 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1                                                                                                                                                                                                                                                                                                                                                | Opening Balance                   | 0                  | -286.080     | -2.352.090         | 2 700 747         | 3 217 314              | 3 585 445                   | 2 299 120         | 829 815       | 661 529                             | 661 529         | 661 529                | 661 529              | 661 529     | 661 529      | 661 529   | 661 529                                  | 661 529         | 661 529               | 661 520    | 661 520 | 004 500                     |              |         |              |   |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                                                                                                                                                                                                                                                                                                                                                | Cash Flow<br>Opening Balance      | -281,861<br>0      | -4,228       | -2,066,991         | -347,667          | -516,567               | -368,130                    | 1,286,325         | 1,469,305     | 1,491,344                           | 0               | 0                      | 0                    | 0           | 0            | 0         | 0                                        | 0               | 0                     | 0          | 0       | 0                           | 0            | 0       | -661,529     |   |  |
| Cash Flow         281,861         4,228         2,096,391         347,867         516,567         388,130         1,286,325         1,481,344         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         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                  |                                   | 004.004            | -296 090     | -2 252 090         | 2 700 747         | 3 217 314              | 3 585 445                   | 2 299 120         | 829 815       | 661 529                             | 661 529         | 661 529                | 661 529              | 661 529     | 661 529      | 661 529   | 661 529                                  | 661 529         | 661 529               | 661 520    | 661 520 | 004 500                     |              |         |              |   |  |

| SITE NAME                                        | Site 21                           | Small Green 4           |              |                         |                 |                        |                                |                 | ]               |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
|--------------------------------------------------|-----------------------------------|-------------------------|--------------|-------------------------|-----------------|------------------------|--------------------------------|-----------------|-----------------|------------------------------------|--------------|------------------------|--------------------------|---------|--------------|---------|------------------------------------|---------------|-----------------------|---------|--------------|---------------------------|--------------|------------|--------------|
| INCOME                                           | Av Size<br>m2                     | %                       | Number<br>4  |                         | Price<br>£/m2   | GDV<br>£               | GIA<br>m2                      |                 | DEVELOPMEN      | NT COSTS                           |              |                        |                          |         |              |         | Planning fee of<br>Planning apo fe | alc<br>dwgs   | rate                  |         |              | Build Cost<br>BCIS        | /m2<br>1,242 |            |              |
| Market Housing                                   | 100.0                             | 100%                    | 4            |                         | 5,000           | 2,000,000              | 400                            |                 | LAND            | Land                               |              | /unit or m2<br>156,931 | Total                    | 627,724 | 1            |         | No dwgs<br>No dwgs under           | 4             | 462                   | 1,848   |              | Over Extra 1<br>Energy    | 0            | 0.00%      |              |
| Shared Ownership                                 | 100.0                             | 0%                      | 0            |                         | 3,250           | 0                      | 0                              |                 |                 | Easements etc.                     | 10           | 1 50%                  | 20,886<br>0<br>9,416     | 30 302  |              |         | No dwgs over t                     | 0             | 138<br>Total          | 1,848   |              | A&Adpt<br>Over-extra 3    | 25<br>1      |            |              |
| Affordable Rent                                  | 100.0                             | 0%                      | 0            |                         | 1,850           | 0                      | 0                              |                 | PLANNING        |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              | Small Sites<br>Site Costs | 161<br>124   | 13%<br>10% |              |
| Social Rent                                      | 100.0                             | 0%                      | 0            |                         | 1,475           | 0                      | 0                              |                 |                 | Planning Fee<br>Architects         |              | 6.00%                  | 1,848 43,620             |         |              |         | Stamp duty ca<br>Land payment      | ic - Residual |                       | 627,724 |              |                           | 1,554        |            |              |
| Grant and Subsidy                                | Affordable Rent<br>Social Rent    | Ψ                       |              |                         | 0               | 0                      |                                |                 |                 | Planning Consul<br>Other Professio | tants<br>nal | 1.00%                  | 3,635<br>7,270<br>18,175 | 74.548  |              |         |                                    |               |                       |         |              |                           |              |            |              |
| SITE AREA - Not                                  | 0.13                              | ha                      | 30           | /ha                     |                 | 2,000,000              | 400                            |                 | CONSTRUCT       | ION                                |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| SITE AREA - Gross                                | 0.13                              | ha                      | 30           | /ha                     |                 |                        |                                |                 |                 | Build Cost - BCI<br>s106 / CIL     | S Based      | 1,554                  | 621,464<br>90,000        |         |              |         | Circuit data and                   | h Add Burth   | Total                 | 20,885  |              |                           |              |            |              |
| Sales per Quarter<br>Unit Build Time             | 0                                 | Quarters                |              |                         |                 |                        |                                |                 |                 | Abnormals                          |              | 2.50%                  | 0                        | 727,001 |              |         | Land payment<br>125,000            | 0%            | 1%                    | 68,000  |              |                           |              |            |              |
|                                                  |                                   | Whole Site              | Per ha NET   | Per ha GROSS            |                 | RUN Residual N<br>Clos | MACRO ctrl+r<br>sing balance = | 0               | FINANCE         | Fees                               |              |                        | 15,000                   |         |              |         | 250,000<br>500,000                 | 1%<br>3%      | 3%<br>4%              |         |              |                           |              |            |              |
| Residual Land Value<br>Alternative Use Value     | 2007                              | 627,724                 | 4,707,932    | 4,707,932               |                 | RUN CIL MACR           | O ctrl+l                       |                 |                 | Interest<br>Legal and Valua        | tion         | 6.00%                  | 0                        | 15,000  |              |         | 1,000,000<br>above                 | 4%<br>5%      | 0%<br>4%              | 0.700   |              |                           |              |            |              |
| Plus                                             | ha 450,000<br>/iability Threshold | 60,000<br>68,000        |              | 450,000                 | ſ               | Check on phasing o     | tegs nos                       | 0               | SALES           | Agents                             |              | 3.0%                   | 60,000                   |         |              |         | Pre CIL s106                       | 2,500         | £/ Unit (all)         | 2,120   |              | LIT                       | % GDV        |            | 1            |
|                                                  |                                   | £                       | Jm2          |                         | l               | corr                   | ect                            |                 |                 | Legals<br>Misc.                    |              | 0.5%                   | 10,000<br>0              | 70,000  | 1,544,575    |         |                                    |               | Total                 | 10,000  |              |                           | 0.00%        | 0          |              |
| Additional Profit                                |                                   | 743,786                 | 1,859        |                         |                 |                        |                                |                 | Developers Pr   | ofit                               |              | 17.500                 |                          |         | 250.000      |         | Post CIL s106<br>CIL               | 2,500<br>200  | E/ Unit (all)<br>E/m2 |         |              |                           |              |            |              |
|                                                  |                                   |                         |              |                         |                 |                        |                                |                 |                 | % GDV<br>% GDC                     |              | 0.00%                  |                          |         | 350,000      |         | J                                  |               | i otai                | 90,000  |              |                           |              |            |              |
| RESIDUAL CASH FL                                 | OW FOR INTEREST                   | r<br>Q1                 | Year 1<br>Q2 | Q3                      | Q4              | Q1                     | Year 2<br>Q2                   | Q3              | Q4              | Q1                                 | Year 3<br>Q2 | Q3                     | Q4                       | Q1      | Year 4<br>Q2 | Q3      | Q4                                 | Q1            | Year 5<br>Q2          | Q3      | Q4           | Q1                        | Year 6<br>Q2 | Q3         | Q4           |
| INCOME<br>UNITS Started                          |                                   |                         |              | 2                       | 2               | 0                      | 0                              | 1.000.000       | 1.000.002       | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Shared Ownership<br>Affordable Rent              |                                   |                         |              |                         | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Social Rent<br>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            |
| INCO                                             | ME                                | 0                       | 0            | 0                       | 0               | 0                      | 0                              | 1,000,000       | 1,000,000       | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| EXPENDITURE<br>Stamp Duty<br>Easements etc.      |                                   | 20,886                  |              |                         |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| Legals Acquisition                               |                                   | 9,416                   |              |                         |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| Planning Fee<br>Architects                       |                                   | 1,848<br>21,810         |              | 21,810                  |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| QS<br>Planning Consultants<br>Other Professions' |                                   | 1,818<br>3,635<br>9,0PP |              | 1,818<br>3,635<br>9,099 |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| Build Cost - BCIS Bas                            | e                                 | a,000                   | 0            | 103,577                 | 207,155         | 207,155                | 103,577                        | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| s106/CIL<br>Contingency                          |                                   |                         | 0            | 15,000<br>2,589         | 30,000<br>5,179 | 30,000<br>5,179        | 15,000<br>2,589                | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Abnormals<br>Einance Fees                        |                                   | 15.000                  | 0            | 0                       | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Legal and Valuation                              |                                   | 0                       |              |                         |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| Agents<br>Legals                                 |                                   | 0                       | 0            | 0                       | 0               | 0                      | 0                              | 30,000<br>5,000 | 30,000<br>5,000 | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| COSTS BEFORE LA                                  | ND INT AND PROP                   | 83,500                  | 0            | U<br>157,517            | 242,334         | 242,334                | 121,167                        | 35,000          | 35,000          | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| For Residual Valuation                           | in Land                           | 627,724                 |              |                         |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
|                                                  | Interest<br>Profit on Costs       |                         | 10,668       | 10,828                  | 13,354          | 17,189                 | 21,082                         | 23,215          | 9,089           | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 350,000      |
|                                                  | Protit on GDV<br>Cash Flow        | -711.224                | -10.668      | -168.345                | -255.687        | -259.522               | -142.248                       | 941.785         | 955.911         | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | -350.000     |
|                                                  | Opening Balans<br>Closing Balano  | 0                       | -721,893     | -890,238                | -1,145,925      | -1,405,447             | -1,547,696                     | 605,911         | 350,000         | 350,000                            | 350,000      | 350,000                | 350,000                  | 350,000 | 350,000      | 350,000 | 350,000                            | 350,000       | 350,000               | 350,000 | -<br>350,000 | 350,000                   | 350,000      | 350,000    | 0            |
| CASH ELOW ECO C                                  |                                   | NEIT                    | Yest         |                         |                 |                        | Year ?                         |                 |                 |                                    | Yer- 2       |                        |                          |         | Year 4       |         |                                    |               | Ya                    |         |              |                           | Yor- C       |            |              |
| INCOME                                           | As Above                          | Q1                      | Q2           | Q3                      | Q4              | Q1                     | Q2                             | Q3              | Q4              | Q1                                 | Q2           | Q3                     | Q4                       | Q1      | Q2           | Q3      | Q4                                 | Q1            | Q2                    | Q3      | 04           | Q1                        | Q2           | Q3         | Q4           |
| INCO                                             | ME                                | 0                       | 0            | 0                       | 0               | 0                      | 0                              | 1,000,000       | 1,000,000       | 0                                  | ō            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| EXPENDITURE                                      |                                   | 68,000                  |              |                         |                 |                        |                                |                 |                 |                                    |              |                        |                          |         |              |         |                                    |               |                       |         |              |                           |              |            |              |
| Stamp Duty<br>Easements etc.                     |                                   | 2,720                   | 0            | 0                       | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Legals Acquisition                               |                                   | 1,020                   | ō            | 0                       | ō               | ō                      | 0                              | ō               | ō               | o                                  | ō            | ō                      | ō                        | ō       | 0            | ō       | 0                                  | ō             | 0                     | 0       | ō            | ō                         | ō            | ō          | ō            |
| Planning Fee<br>Architects                       |                                   | 1,848<br>21,810         | 0            | 0<br>21,810             | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| QS<br>Planning Consultants                       |                                   | 1,818<br>3,635          | 0            | 1,818<br>3,635          | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Build Cost - BCIS Ray                            |                                   | 9,088<br>0              | 0            | 9,088<br>103,577        | U<br>207,155    | U<br>207,155           | U<br>103,577                   | 0               | 0               | 0                                  | 0            | υ<br>0                 | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| POTENTIAL CIL<br>Post CIL s106                   |                                   |                         |              | 743,786                 |                 | 5,000                  | 5,000                          | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Contingency<br>Abnormals                         |                                   | 0                       | 0            | 2,589<br>0              | 5,179<br>0      | 5,179<br>0             | 2,589<br>0                     | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Finance Fees                                     |                                   | 15,000                  | 0            | 0                       | 0               | 0                      | 0                              | 0               | 0               | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Agents                                           |                                   | 0                       | 0            | 0                       | 0               | 0                      | 0                              | 30,000          | - 30,000        | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | -                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| Legals<br>Misc.                                  |                                   | 0                       | 0            | 0                       | 0               | 0                      | 0                              | 5,000<br>0      | 5,000<br>0      | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | 0            |
| COSTS BEFORE LA                                  | ND INT AND PROP                   | 124,938                 | Ö            | 886,302                 | 212,334         | 217,334                | 111,167                        | 35,000          | 35,000          | 0                                  | 0            | 0                      | Ö                        | 0       | Ö            | Ö       | Ö                                  | 0             | 0                     | Ö       | 0            | 0                         | Ö            | 0          | Ö            |
| For CIL calculation                              | Interest                          |                         | 1.874        | 1.902                   | 15.225          | 18.639                 | 22.178                         | 24.178          | 10.066          |                                    | 0            | 0                      | 0                        |         | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            |            | 0            |
|                                                  | Profit on cost<br>Profit on GDV   |                         | 1,017        | 1,004                   | 10,6.6.0        | TH, MAR                | 44,170                         | 24,000          | 10,000          |                                    |              |                        |                          | Ĭ       | v            |         | v                                  |               |                       | v       |              | Ŭ                         |              | ~          | 283,863<br>0 |
|                                                  | Cash Flow                         | -124,938                | -1,874       | -888,205                | -227,559        | -235,972               | -133,345                       | 940,822         | 954,934         | 0                                  | 0            | 0                      | 0                        | 0       | 0            | 0       | 0                                  | 0             | 0                     | 0       | 0            | 0                         | 0            | 0          | -283,863     |
|                                                  | Upening Balance                   | 0                       | 400.040      | 4.047.047               | 4 949 575       | -1 470 549             | 1 611 902                      | 671 071         | 292 962         | 292.952                            | 202.002      | 202.062                | 202.052                  | 292.962 | 202.052      | 202 002 | 202.002                            | 202.002       | 202.002               | 202.052 | 202 002      | 000.000                   | 000.050      | 000.000    |              |

| SITE NAME                                    | Site 22                                       | Small Brown 9                 |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         | ]               |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
|----------------------------------------------|-----------------------------------------------|-------------------------------|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|---------------------------|---------------------------|-------------------------|-----------------|--------------------------------|--------------|------------------------|----------------------|-----------|--------------|--------------|------------------------------------|-----------------|-------------------------|--------------|--------------|---------------------------|----------------|---------------------------------------|-----------|
| INCOME                                       | Av Size                                       | %                             | Number       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Price<br>F/m2                         | GDV                       | GIA<br>m2                 |                         | DEVELOPME       | NT COSTS                       |              |                        |                      |           |              |              | Planning fee of<br>Planning ann fe | alc dwns        | rate                    |              |              | Build Cost<br>BCIS        | /m2<br>1 242   |                                       |           |
| Market Housing                               | 90.6                                          | 100%                          | 9            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 4,650                                 | 3,789,750                 | 815                       |                         | LAND            | Land                           |              | /unit or m2<br>117,192 | Total                | 1,054,729 |              |              | No dwgs<br>No dwgs under           | 9               | 462                     | 4,158        |              | Over Extra 1<br>Energy    | 0              | 0.00%                                 |           |
| Shared Ownership                             | 90.6                                          | 0%                            | 0            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 3,023                                 | 0                         | 0                         |                         |                 | Stamp Duty<br>Easements etc.   |              |                        | 42,236               |           |              |              | No dwgs over 5                     | . 0             | 138<br>Total            | 0<br>4,158   |              | Design<br>A&Adpt          | 0<br>25        |                                       |           |
| Affordable Rent                              | 90.6                                          | 0%                            | 0            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1,850                                 | 0                         | 0                         |                         | PI ANNING       | Legais Acquisitio              | in           | 1.50%                  | 15,821               | 58,057    |              |              |                                    |                 |                         |              |              | Small Sites<br>Site Costs | 1<br>75<br>124 | 6%<br>10%                             |           |
| Social Rent                                  | 90.6                                          | 0%                            | 0            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1,475                                 | 0                         | 0                         |                         | - Chining       | Planning Fee<br>Architects     |              | 6.00%                  | 4,158<br>90,025      |           |              |              | Stamp duty ca<br>Land payment      | ic - Residual   |                         | 1,054,729    |              | one coata                 | 1,467          | 10,4                                  |           |
| Grant and Subsidy                            | Shared Owners<br>Affordable Rent              | hip<br>t                      |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 0                                     | 0                         |                           |                         |                 | QS / PM<br>Planning Consult    | ants         | 0.50%                  | 7,502<br>15,004      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| SITE AREA - Not                              | Social Rent                                   | ka.                           | 25           | and the second sec | 0                                     | 0                         | 915                       |                         | CONSTRUCT       | Other Profession               | nal          | 2.50%                  | 37,510               | 154,199   |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| SITE AREA - Gross                            | 0.26                                          | ha                            | 35           | /ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                       | 3,763,750                 | 615                       |                         | CONSTRUCT       | Build Cost - BCI<br>s106 / CIL | S Based      | 1,467                  | 1,195,377<br>185,500 |           |              |              |                                    |                 | Total                   | 42,236       |              |                           |                |                                       |           |
| Sales per Quarter                            | 0                                             |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 | Contingency<br>Abnormals       |              | 5.00%                  | 59,769<br>59,769     | 1,500,414 |              |              | Stamp duty ca<br>Land payment      | ic - Add Profit |                         | 370,285      |              |                           |                |                                       |           |
| Unit Buid Time                               | 3                                             | Whole Site                    | Per ha NET   | Per ha GROSS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                       | RUN Residual I            | ACRO ctrl+r               | 0                       | FINANCE         | Fees                           |              |                        | 28.000               |           |              |              | 125,000<br>250,000<br>500.000      | 1%              | 1%<br>3%<br>4%          |              |              |                           |                |                                       |           |
| Residual Land Value<br>Alternative Use Value |                                               | 1,054,729<br>308,571          | 4,101,725    | 4,101,725                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                       | RUN CIL MACR              | O ctrl+l                  |                         |                 | Interest<br>Legal and Valuat   | ion          | 6.00%                  | 0                    | 28,000    |              |              | 1,000,000<br>above                 | 4%<br>5%        | 5%<br>5%                |              |              |                           |                |                                       |           |
| Uplift<br>Plus /hz<br>Vie                    | 20%<br>a 0<br>ability Threshold               | 61,714<br>0<br>370 285        |              | 240,000<br>0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                       | Cio.                      | sing balance =            | 0                       | SALES           | Agents                         |              | 3.0%                   | 113,693              |           |              |              | Pre Cil s106                       | 2,500           | Total<br>F/ Linit (all) | 18,514       |              | ιπ                        | % GDV          |                                       |           |
|                                              |                                               |                               | E/m2         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       | corr                      | ect                       |                         |                 | Legals<br>Misc.                |              | 0.5%                   | 18,949               | 132,641   | 2,928,042    |              |                                    | -,              | Total                   | 22,500       |              |                           | 0.00%          | 0                                     |           |
| Additional Profit                            |                                               | 1,015,214                     | 1,246        | ]                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                       |                           |                           |                         | Developers P    | ofit                           |              |                        |                      |           |              |              | Post CIL s106<br>CIL               | 2,500<br>200    | £/ Unit (all)<br>£/m2   |              |              |                           |                |                                       |           |
|                                              |                                               |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 | % GDV<br>% GDC                 |              | 0.00%                  |                      |           | 663,206<br>0 |              |                                    |                 | Total                   | 185,500      |              |                           |                |                                       |           |
| RESIDUAL CASH FLO                            | W FOR INTERES                                 | 01                            | Year 1<br>Q2 | Q3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Q4                                    | Q1                        | Year 2<br>Q2              | Q3                      | Q4              | Q1                             | Year 3<br>Q2 | Q3                     | Q4                   | Q1        | Year 4<br>Q2 | Q3           | Q4                                 | Q1              | Year 5<br>Q2            | Q3           | Q4           | Q1                        | Year 6<br>Q2   | Q3                                    | Q4        |
| UNITS Started<br>Market Housing              |                                               |                               |              | 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 3                                     | 3                         | 0                         | 1.263.250               | 1.263.250       | 1,263,250                      | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Shared Ownership<br>Affordable Rent          |                                               |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 0                                     | 0                         | 0                         | 0                       | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Social Rent<br>Grant and Subsidy             |                                               |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 0                                     | 0                         | 0                         | 0                       | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| INCOME                                       | E                                             | 0                             | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 1,263,250               | 1,263,250       | 1,263,250                      | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Stamp Duty<br>Easements etc.                 |                                               | 42,236<br>0                   |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| Legals Acquisition                           |                                               | 15,821                        |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| Planning Fee<br>Architects                   |                                               | 4,158<br>45,012               |              | 45,012                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| QS<br>Planning Consultants                   |                                               | 3,751 7,502                   |              | 3,751 7,502                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| Build Cost - BCIS Base                       |                                               | 16,755                        | 0            | 132,820                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 265,639                               | 398,459                   | 265,639                   | 132,820                 | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| s106/CIL<br>Contingency                      |                                               |                               | 0            | 20,611<br>6,641                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 41,222<br>13,282                      | 61,833<br>19,923          | 41,222<br>13,282          | 20,611<br>6,641         | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Abnormals                                    |                                               |                               | 0            | 6,641                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 13,282                                | 19,923                    | 13,282                    | 6,641                   | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Finance Fees<br>Legal and Valuation          |                                               | 28,000                        |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| Agents<br>Legals                             |                                               | 0                             | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 37,898<br>6,316         | 37,898<br>6,316 | 37,898<br>6,316                | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Misc.<br>COSTS BEFORE LAND                   | D INT AND PROP                                | 165,236                       | ō            | 0<br>241,733                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 333,425                               | 500,138                   | 333,425                   | 210,926                 | 44,214          | 44,214                         | 0            | 0                      | 0                    | 0         | Ō            | 0            | 0                                  | 0               | ō                       | Ö            | ō            | 0                         | 0              | ō                                     | 0         |
| For Residual Valuation                       | Land                                          | 1.054.729                     |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
|                                              | Interest<br>Profit on Costs                   |                               | 18,299       | 18,574                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 22,479                                | 27,817                    | 35,736                    | 41,274                  | 26,108          | 8,214                          | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0 663,206 |
|                                              | Profit on GDV                                 |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       | 0         |
|                                              | Cash Flow<br>Opening Balane<br>Closing Balane | -1,219,965<br>0<br>-1 219 965 | -18,299      | -260,307                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | -355,904                              | -527,955                  | -369,162                  | 1,011,050               | 1,192,928       | 1,210,822                      | 0            | 0                      | 0                    | 0         | 0            | 0<br>663 206 | 0                                  | 0               | 0                       | 0            | 0<br>663.206 | 0                         | 0              | 0                                     | -663,206  |
| ·                                            | , energy could be                             |                               |              | 1, 100,07 A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1,000,000                             |                           |                           | 1,1 10,044              | 2 17 (010       |                                |              | 011,200                | 000,000              | 000,400   |              |              | 013,400                            |                 | 000,400                 |              |              |                           |                | 000,000                               | -         |
| CASH FLOW FOR CIL                            | ADDITIONAL PR                                 | Q1                            | Year 1<br>Q2 | Q3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Q4                                    | Q1                        | Year 2<br>Q2              | Q3                      | Q4              | Q1                             | Year 3<br>Q2 | Q3                     | Q4                   | Q1        | Year 4<br>Q2 | Q3           | Q4                                 | Q1              | Year 5<br>Q2            | Q3           | Q4           | Q1                        | Year 6<br>Q2   | Q3                                    | Q4        |
| INCOME                                       | As Above<br>E                                 | 0                             | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 1,263,250               | 1,263,250       | 1,263,250                      | 0            | 0                      | 0                    | 0         | 0            | 0            | Ö                                  | 0               | 0                       | Ö            | 0            | 0                         | 0              | 0                                     | 0         |
| EXPENDITURE                                  |                                               | 370,285                       |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
| Stamp Duty                                   |                                               | 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         |
| Easements etc.<br>Legals Acquisition         |                                               | 0<br>5,554                    | 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<br>Architects                   |                                               | 4,158                         | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 0                       | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| QS<br>Planning Consultants                   |                                               | 40,012<br>3,751<br>7,502      | 0            | 3,751<br>7,502                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 0                                     | 0                         | 0                         | 0                       | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Other Professional                           |                                               | 18,755                        | 0            | 18,755                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | ō                                     | 0                         | ō                         | ō                       | ō               | 0                              | 0            | ō                      | 0                    | 0         | 0            | 0            | 0                                  | ō               | ō                       | 0            | 0            | ō                         | 0              | ō                                     | ō         |
| Build Cost - BCIS Base<br>POTENTIAL CIL      |                                               | 0                             | 0            | 132,820<br>1,015,214                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 265,639                               | 398,459                   | 265,639                   | 132,820                 | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Post CIL s106<br>Contingency<br>Absormals    |                                               | 0                             | 0            | 6,641                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 13,282                                | 7,500<br>19,923<br>19,923 | 7,500<br>13,282<br>13,292 | 7,500<br>6,641<br>6,641 | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| Finance Fees                                 |                                               | 28,000                        | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 0                       | 0               | 0                              | 0            | ō                      | 0                    | 0         | 0            | 0            | o                                  | 0               | ō                       | 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<br>Legals<br>Misc                     |                                               | 0                             | 0            | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                                     | 0                         | 0                         | 37,898<br>6,316         | 37,898<br>6,316 | 37,898<br>6,316                | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| COSTS BEFORE LAND                            | D INT AND PROP                                | 501,533                       | 0            | 1,236,336                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 292,203                               | 445,805                   | 299,703                   | 197,815                 | 44,214          | 44,214                         | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0         |
| For CIL calculation                          |                                               |                               |              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                       |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                |                                       |           |
|                                              | Interest<br>Profit on cost                    |                               | 7,523        | 7,636                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 26,295                                | 31,073                    | 38,226                    | 43,295                  | 27,963          | 10,097                         | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            | 0                         | 0              | 0                                     | 0 535,819 |
|                                              | Profit on GDV                                 | -501 522                      | .7 522       | -1 2/2 072                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 219.400                               | .476 979                  | .227.020                  | 1 022 1/2               | 1 101 072       | 1 208 920                      | 0            | 0                      | 0                    | 0         | 0            | 0            | 0                                  | 0               | 0                       | 0            | 0            |                           | 0              | 0                                     | 0         |
|                                              | Opening Balance<br>Closing Balance            | -501,533<br>0<br>-501,533     | -7,523       | -1,2+3,9/2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | -310,499                              | -4/6,8/8                  | -337,929                  | -1,864.194              | -673.120        | 535,819                        | 535,819      | 535,819                | J<br>535.819         | 535,819   | 535,819      | U<br>535.819 | U<br>535.819                       | 0<br>535.819    | J<br>535.819            | J<br>535.819 | U<br>535.819 | 535.819                   | 535,819        | 535,819                               | -535,819  |
|                                              |                                               |                               | 1000         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | · · · · · · · · · · · · · · · · · · · |                           |                           |                         |                 |                                |              |                        |                      |           |              |              |                                    |                 |                         |              |              |                           |                | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |           |

受

| SITE NAME                                    | Site 23                          | Small Brown 9            | HD          |                        |                   |                              |                   |                 | 3               |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
|----------------------------------------------|----------------------------------|--------------------------|-------------|------------------------|-------------------|------------------------------|-------------------|-----------------|-----------------|--------------------------------|--------------|------------------------|----------------------|-----------|--------------|---------|------------------------------------|----------------|------------------------|------------|---------|---------------------------------------|----------------|-----------|--------------|
| INCOME                                       | Av Size<br>m2                    | %                        | Number<br>9 |                        | Price<br>£/m2     | GDV<br>£                     | GIA<br>m2         |                 | DEVELOPMEN      | NT COSTS                       |              |                        |                      |           |              |         | Planning fee ca<br>Planning app fe | alic<br>dwos   | rate                   |            |         | Build Cost<br>BCIS                    | /m2<br>1.391   |           |              |
| Market Housing                               | 73.7                             | 100%                     | 9           |                        | 5,120             | 3,394,250                    | 663               |                 | LAND            | Land                           |              | /unit or m2<br>104,479 | Total                | 940,311   |              |         | No dwgs<br>No dwgs under           | 9              | 462                    | 4,158      |         | Over Extra 1<br>Energy                | 0              | 0.00%     |              |
| Shared Ownership                             | 73.7                             | 0%                       | 0           |                        | 3,328             | 0                            | 0                 |                 |                 | Stamp Duty<br>Easements etc.   |              |                        | 36,516               | 50 500    |              |         | No dwgs over !                     | 0              | 138<br>Total           | 0<br>4,158 |         | Design<br>A&Adpt                      | 0<br>25        |           |              |
| Affordable Rent                              | 73.7                             | 0%                       | 0           |                        | 1,850             | 0                            | 0                 |                 | PI ANNING       | Legais Acquisiti               | on           | 1.50%                  | 14,105               | 50,620    |              |         |                                    |                |                        |            |         | Small Sites<br>Site Costs             | 1<br>83<br>139 | 6%<br>10% |              |
| Social Rent                                  | 73.7                             | 0%                       | 0           |                        | 1,475             | 0                            | 0                 |                 | , contrato      | Planning Fee<br>Architects     |              | 6.00%                  | 4,158<br>81,064      |           |              |         | Stamp duty call<br>Land payment    | c - Residual   |                        | 940,311    |         | One COata                             | 1,640          | 10,4      |              |
| Grant and Subsidy                            | Shared Owners<br>Affordable Rent | hip<br>t                 |             |                        | 0                 | 0                            |                   |                 |                 | QS / PM<br>Planning Consul     | tants        | 0.50%                  | 6,755<br>13,511      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
|                                              | Social Rent                      | ha.                      | 65          | the second             | 0                 | 0                            | 667               |                 | CONSTRUCT       | Other Professio                | nal          | 2.50%                  | 33,776               | 139,264   |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| SITE AREA - Gross                            | 0.14                             | ha                       | 65          | /ha                    |                   | 3,334,230                    | 005               |                 | CONSTRUCT       | Build Cost - BCI<br>s106 / CIL | S Based      | 1,640                  | 1,087,235<br>155,100 |           |              |         |                                    |                | Total                  | 36,516     |         |                                       |                |           |              |
| Sales per Quarter                            | 0                                | 1                        |             |                        |                   |                              |                   |                 |                 | Contingency<br>Abnormals       |              | 5.00%                  | 54,362<br>54,362     | 1,351,058 |              |         | Stamp duty cal<br>Land payment     | c - Add Profit |                        | 199,385    |         |                                       |                |           |              |
| Unit Build Time                              | 3                                | Quarters<br>Mithole Site | Per ho NET  | Per ha GROSS           |                   | RUN Residual M               | ACRO ctrl+r       | 0               | FINANCE         | Foor                           |              |                        | 36,000               |           |              |         | 125,000<br>250,000                 | 0%<br>1%<br>2% | 1%<br>3%               |            |         |                                       |                |           |              |
| Residual Land Value<br>Alternative Use Value |                                  | 940,311                  | 6,791,136   | 6,791,136<br>1,200,000 |                   | RUN CIL MACRO                | D ctrl+l          | 0               |                 | Interest<br>Legal and Valua    | tion         | 6.00%                  | 20,000               | 26.000    |              |         | 1,000,000<br>above                 | 4%<br>5%       | 0%<br>4%               |            |         |                                       |                |           |              |
| Uplift<br>Plus /t                            | 20%<br>ha 0                      | 33,231<br>0              |             | 240,000<br>0           |                   | Closi                        | ing balance =     | 0               | SALES           |                                |              |                        |                      |           |              |         |                                    |                | Total                  | 7,975      |         |                                       |                |           |              |
| vi                                           | iability Threshold               | 199,385                  |             | 1,440,000              |                   | Check on phasing di<br>corre | egs nos<br>ect    |                 |                 | Agents<br>Legals               |              | 3.0%<br>0.5%           | 101,828<br>16,971    |           |              |         | Pre CIL s106                       | 2,500          | £/ Unit (all)<br>Total | 22,500     |         | LIT                                   | % GDV<br>0.00% | 0         |              |
| Additional Profit                            |                                  | 1,038,509                | 1,566 Jim2  | 1                      |                   |                              |                   |                 | Developert Pr   | Misc.                          |              |                        | 0                    | 118,799   | 2,626,052    |         | Post CIL s106                      | 2,500          | £/ Unit (all)          |            |         |                                       |                |           |              |
|                                              |                                  |                          |             |                        |                   |                              |                   |                 | Developers Pr   | % GDV<br>% GDC                 |              | 17.50%<br>0.00%        |                      |           | 593,994<br>0 |         | CIL                                | 200            | Total                  | 155,100    |         |                                       |                |           |              |
| RESIDUAL CASH FLO                            | OW FOR INTERES                   | 01                       | Year 1      | 03                     | 04                | Q1                           | Year 2<br>Q2      | 03              | 04              | 01                             | Year 3<br>Q2 | Q3                     | Q4                   | Q1        | Year 4<br>Q2 | 01      | 04                                 | Q1             | Year 5<br>Q2           | Q3         | 64      | 01                                    | Year 6<br>Q2   | 03        | 04           |
| INCOME<br>UNITS Started                      |                                  |                          |             | 4                      | 5                 |                              |                   |                 |                 | -                              |              |                        |                      |           |              |         |                                    |                |                        |            | -       |                                       |                |           |              |
| Market Housing<br>Shared Ownership           |                                  |                          |             |                        | 0                 | 0                            | 0                 | 1,508,556<br>0  | 1,885,694<br>0  | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Affordable Rent<br>Social Rent               |                                  |                          |             |                        | 0                 | 0                            | 0                 | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| INCOM                                        | Æ                                | 0                        | 0           | 0                      | 0                 | 0                            | 0                 | 1,508,556       | 1,885,694       | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| EXPENDITURE<br>Stamp Duty                    |                                  | 36,516                   |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Easements etc.<br>Legals Acquisition         |                                  | 0<br>14,105              |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Planning Fee                                 |                                  | 4,158                    |             | 40 5 22                |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| QS<br>Planning Consultants                   |                                  | 3,378                    |             | 3,378                  |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Other Professional                           |                                  | 16,888                   |             | 16,888                 |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Build Cost - BCIS Base<br>s106/CIL           | 2                                |                          | 0           | 161,072<br>22,978      | 362,412<br>51,700 | 362,412<br>51,700            | 201,340<br>28,722 | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Contingency<br>Abnormals                     |                                  |                          | 0           | 8,054<br>8,054         | 18,121<br>18,121  | 18,121<br>18,121             | 10,067            | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Finance Fees<br>Legal and Valuation          |                                  | 26,000<br>0              |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Agents                                       |                                  | 0                        | 0           | 0                      | 0                 | 0                            | 0                 | 45,257          | 56,571          | o                              | 0            | 0                      | 0                    | 0         | 0            | 0       | o                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Legals<br>Misc.                              |                                  | 0                        |             | 0                      | 0                 | 0                            | 0                 | 7,543           | 9,428           | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | •                      | 0          | 0       | 0                                     | •              |           | 0            |
| COSTO DETONE EM                              |                                  | 140,001                  |             | 201,110                | 400,000           | 451,555                      | 200,100           | 51,722          | 0,,,,,,         | Ŭ                              | Ū            | ů.                     | ů.                   | Ū.        | Ū            | ů       | Ŭ                                  | v              | , v                    | Ů          | ,       | , , , , , , , , , , , , , , , , , , , |                |           |              |
| For Residual Valuation                       | n Land<br>Interest               | 940,311                  | 16,330      | 16,575                 | 20,839            | 27,907                       | 35,081            | 39,360          | 18,114          | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
|                                              | Profit on Costs<br>Profit on GDV |                          |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           | 593,994<br>0 |
|                                              | Cash Flow                        | -1,088,642               | -16,330     | -284,284               | -471,192          | -478,260                     | -285,277          | 1,416,396       | 1,801,581       | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | -593,994     |
|                                              | Closing Balano                   | -1,088,642               | -1,104,972  | -1,389,256             | -1,860,448        | -2,338,707                   | -2,623,984        | -1,207,588      | 593,994         | 593,994                        | 593,994      | 593,994                | 593,994              | 593,994   | 593,994      | 593,994 | 593,994                            | 593,994        | 593,994                | 593,994    | 593,994 | 593,994                               | 593,994        | 593,994   | 0            |
| CASH FLOW FOR CIL                            | LADDITIONAL PR                   | OFIT                     | Year 1      |                        |                   |                              | Year 2            |                 |                 |                                | Year 3       |                        |                      |           | Year 4       |         |                                    |                | Year 5                 |            |         |                                       | Year 6         |           |              |
| INCOME                                       | As Above                         | 01                       | 0           | 0                      | 04                | un<br>0                      | 02                | 1 508 556       | 1 885 694       | U1<br>0                        | 02           | 0                      | 04                   | Q1        | 02           | 43      | U4<br>0                            | 0              | 42                     | 0          | 4       | 01                                    | - U2           |           |              |
| EXPENDITURE                                  |                                  |                          |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Land                                         |                                  | 199,385                  |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| Stamp Duty<br>Easements etc.                 |                                  | 0 2 991                  | 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                                 |                                  | 4,158                    | 0           | 0                      | 0                 | 0                            | 0                 | 0               | 0               | 0                              | -            | 0                      | 0                    | 0         | 0            | ō       | 0                                  | 0              | -                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Architects<br>QS                             |                                  | 40,532<br>3,378          | 0           | 40,532<br>3,378        | 0                 | 0                            | 0                 | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Planning Consultants<br>Other Professional   |                                  | 6,755<br>16,888          | 0           | 6,755<br>16,888        | 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<br>POTENTIAL CIL      | a                                | 0                        | ۰.          | 161,072                | 362,412           | 362,412                      | 201,340           | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Post CIL s106<br>Contingency                 |                                  | 0                        | 0           | 8,054                  | 18,121            | 10,000                       | 12,500            | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Abnormals                                    |                                  | 0                        | 0           | 8,054                  | 18,121            | 18,121                       | 10,067            | 0               | 0               | o                              | o            | 0                      | 0                    | 0         | 0            | 0       | ō                                  | 0              | 0                      | 0          | 0       | 0                                     | o              | 0         | 0            |
| Finance Fees<br>Legal and Valuation          |                                  | 26,000<br>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<br>Legals                             |                                  | 0                        | 0           | 0                      | 0                 | 0                            | 0                 | 45,257<br>7,543 | 56,571<br>9,428 | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
| Misc.                                        | ND INT AND PROP                  | 0<br>308,062             | 0           | 0<br>1,283,241         | 0<br>398,653      | 0 408,653                    | 0<br>233,974      | 0               | 0               | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | 0            |
|                                              | ]                                |                          |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           |              |
| For CIL calculation                          | Interest                         |                          | 4,621       | 4,690                  | 24,009            | 30,349                       | 36,934            | 40,998          | 19,776          | 0                              | 0            | ō                      | 0                    | 0         | ō            | o       | 0                                  | 0              | 0                      | ō          | o       | 0                                     | 0              | 0         | 0            |
|                                              | Profit on COSt<br>Profit on GDV  |                          |             |                        |                   |                              |                   |                 |                 |                                |              |                        |                      |           |              |         |                                    |                |                        |            |         |                                       |                |           | 481,492      |
|                                              | Cash Flow<br>Opening Balance     | -308,062<br>0            | -4,621      | -1,287,931             | -422,662          | -439,002                     | -270,908          | 1,414,758       | 1,799,919       | 0                              | 0            | 0                      | 0                    | 0         | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                                     | 0              | 0         | -481,492     |
| 1                                            | Closing Balance                  | -308.062                 | -312.683    | -1,600,614             | -2,023,276        | -2.462.278                   | -2.733.185        | -1.318.427      | 481.492         | 481,492                        | 481.492      | 481.492                | 481.492              | 481.492   | 481,492      | 481.492 | 481,492                            | 481,492        | 481,492                | 481,492    | 481,492 | 481.492                               | 481 492        | 481.492   | 0            |

| SITE NAME                                  | Site 24                          | Small Brown 4  |              |                  |                   |                          |                                |            | ]             |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
|--------------------------------------------|----------------------------------|----------------|--------------|------------------|-------------------|--------------------------|--------------------------------|------------|---------------|-----------------------------|--------------|------------------------|------------------|---------|--------------|---------|------------------------------------------|-----------------|-----------------------|---------|---------|--------------------------------|--------------|---------|--------------|
| INCOME                                     | Av Size                          | %              | Number       |                  | Price             | GDV                      | GIA                            |            | DEVELOPMEN    | NT COSTS                    |              |                        |                  |         |              |         | Planning fee o                           | alc .           |                       |         |         | Build Cost                     | /m2          |         |              |
| Market Housing                             | m2<br>92.5                       | 100%           | 4            |                  | £/m2              | £<br>1 720 500           | m2<br>370                      |            | LAND          | Land                        |              | /unit or m2<br>112 893 | Total            | 451 571 |              |         | No dwgs                                  | dwgs<br>4       | rate<br>462           | 1.848   |         | BCIS<br>Over Extra 1<br>Enerry | 1,242        | 0.00%   |              |
| Shared Ownership                           | 92.5                             | 0%             | 0            |                  | 3,023             | 0                        | 0                              |            |               | Stamp Duty<br>Easements etc |              |                        | 12,079<br>0      |         |              |         | No dwgs over                             | 0               | 138<br>Total          | 0       |         | Design<br>A&Adpt               | 0            |         |              |
| Affordable Rent                            | 92.5                             | 0%             | 0            |                  | 1,850             | 0                        | 0                              |            |               | Legals Acquisi              | tion         | 1.50%                  | 6,774            | 18,852  |              |         |                                          |                 |                       |         |         | Over-extra 3<br>Small Sites    | 1<br>161     | 13%     |              |
| Social Rent                                | 92.5                             | 0%             | 0            |                  | 1,475             | 0                        | 0                              |            | PLANNING      | Planning Fee                |              |                        | 1,848            |         |              |         | Stamp duty ca                            | lc - Residual   |                       |         |         | Site Costs                     | 124<br>1,554 | 10%     |              |
| Grant and Subsidy                          | Shared Owners                    | NP .           |              |                  | 0                 | 0                        |                                |            |               | Architects<br>QS / PM       |              | 6.00%                  | 42,980 3,582     |         |              |         | Land payment                             |                 |                       | 451,571 |         |                                |              |         |              |
|                                            | Social Rent                      |                |              |                  | 0                 | 0                        |                                |            |               | Other Professi              | onal         | 2.50%                  | 17,908           | 73,482  |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| SITE AREA - Net<br>SITE AREA - Gross       | 0.10<br>0.10                     | ha<br>ha       | 40<br>40     | /ha<br>/ha       |                   | 1,720,500                | 370                            |            | CONSTRUCT     | ION<br>Build Cost - BO      | CIS Based    | 1,554                  | 574,854          |         |              |         |                                          |                 | Total                 | 12,079  |         |                                |              |         |              |
| Sales per Quarter<br>Unit Build Time       | 0                                | Quarters       |              |                  |                   |                          |                                |            |               | Contingency<br>Abnormals    |              | 5.00%                  | 28,743<br>28,743 | 716,340 |              |         | Stamp duty ca<br>Land payment<br>125.000 | Ic - Add Profit | 1%                    | 144,000 |         |                                |              |         |              |
|                                            |                                  | Whole Site     | Per ha NET   | Per ha GROSS     |                   | RUN Residual Ma<br>Closi | ACRO ctrl+r<br>ing balance = 0 |            | FINANCE       | Fees                        |              |                        | 13,000           |         |              |         | 250,000<br>500,000                       | 1%<br>3%        | 3%<br>0%              |         |         |                                |              |         |              |
| Alternative Use Value                      |                                  | 451,571        | 4,515,714    | 4,515,714        |                   | RUN CIL MACRO            | D ctrl+l                       |            |               | Interest<br>Legal and Valu  | ation        | 6.00%                  | 0                | 13,000  |              |         | 1,000,000<br>above                       | 4%<br>5%        | 0%<br>3%              | 4.000   |         |                                |              |         |              |
| Plus /h                                    | a 0<br>ability Threshold         | 24,000         |              | 240,000          | r                 | Close                    | eng balande = 0                |            | SALES         | Agents                      |              | 3.0%                   | 51 615           |         |              |         | Pre Cil. s106                            | 2.500           | F/ Linit (all)        | 4,320   |         | uт                             | % GDV        |         | 1            |
|                                            |                                  | £              | /m2          |                  | l                 | corre                    | ict                            |            |               | Legals<br>Misc.             |              | 0.5%                   | 8,603            | 60,218  | 1,333,463    |         |                                          | -,              | Total                 | 10,000  |         |                                | 0.00%        | 0       |              |
| Additional Profit                          |                                  | 455,074        | 1,230        |                  |                   |                          |                                |            | Developers Pr | ofit                        |              |                        |                  |         |              |         | Post CIL s106<br>CIL                     | 2,500<br>200    | £/ Unit (all)<br>£/m2 |         |         |                                |              |         |              |
|                                            |                                  |                |              |                  |                   |                          |                                |            |               | % GDV<br>% GDC              |              | 17.50%<br>0.00%        |                  |         | 301,088<br>0 |         |                                          |                 | Total                 | 84,000  |         |                                |              |         |              |
| RESIDUAL CASH FLO                          | W FOR INTERES                    | TQ1            | Year 1<br>Q2 | Q3               | Q4                | Q1                       | Year 2<br>Q2                   | Q3         | Q4            | Q1                          | Year 3<br>Q2 | Q3                     | Q4               | Q1      | Year 4<br>Q2 | Q3      | Q4                                       | Q1              | Year 5<br>Q2          | Q3      | Q4      | Q1                             | Year 6<br>Q2 | Q3      | Q4           |
| INCOME<br>UNITS Started                    |                                  |                |              | 2                | 2                 |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Market Housing<br>Shared Ownership         |                                  |                |              |                  | 0                 | 0                        | 0                              | 860,250    | 860,250       | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Social Rent<br>Grant and Subsider          |                                  |                |              |                  | 0                 | 0                        | 0                              | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| INCOM                                      | E                                | Ö              | 0            | 0                | 0                 | 0                        | 0                              | 860,250    | 860,250       | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| EXPENDITURE<br>Stamp Duty                  |                                  | 12,079         |              |                  |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          | 1               |                       |         |         |                                |              |         |              |
| Easements etc.<br>Legals Acquisition       |                                  | 0<br>6,774     |              |                  |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Planning Fee<br>Architectr                 |                                  | 1,848          |              | 21.490           |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| QS<br>Planning Consultants                 |                                  | 1,791          |              | 1,791            |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Other Professional                         |                                  | 8,954          |              | 8,954            |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Build Cost - BCIS Base<br>s106/CIL         |                                  |                | 0            | 95,809<br>14,000 | 191,618<br>28,000 | 191,618<br>28,000        | 95,809<br>14,000               | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Contingency<br>Abnormals                   |                                  |                | 0            | 4,790<br>4,790   | 9,581<br>9,581    | 9,581<br>9,581           | 4,790<br>4,790                 | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Finance Fees<br>Legal and Valuation        |                                  | 13,000         |              |                  |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Agents                                     |                                  | 0              | 0            | 0                | 0                 | 0                        | 0                              | 25,808     | 25,808        | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Legals<br>Misc.                            |                                  | 0              | 0            | 0                | 0                 | 0                        | 0                              | 4,301      | 4,301         | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| COSTS BEFORE DAN                           | ID INT AND PROP                  | 63,517         | 0            | 155,207          | 230,700           | 230,780                  | 119,390                        | 30,109     | 30,109        | U                           | 0            | 0                      | 0                |         | 0            | 0       | U                                        | 0               | 0                     | 0       | 0       | 0                              | 0            |         | 0            |
| For Residual Valuation                     | Land                             | 451,571        | 7,816        | 7,934            | 10,381            | 14,118                   | 17,912                         | 19,971     | 7,819         | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
|                                            | Profit on Costs<br>Profit on GDV |                |              |                  |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         | 301,088<br>0 |
|                                            | Cash Flow<br>Opening Balans      | -521,089<br>0  | -7,816       | -163,140         | -249,161          | -252,898                 | -137,301                       | 810,170    | 822,323       | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | -301,088     |
|                                            | Closing Balano                   | -521,089       | -528,905     | -692,045         | -941,206          | -1,194,104               | -1,331,405                     | -521,235   | 301,088       | 301,088                     | 301,088      | 301,088                | 301,088          | 301,088 | 301,088      | 301,088 | 301,088                                  | 301,088         | 301,088               | 301,088 | 301,088 | 301,088                        | 301,088      | 301,088 | 0            |
| CASH FLOW FOR CIL                          | ADDITIONAL PR                    | OFIT           | Year 1       | 0.2              | 01                | ~                        | Year 2                         | 03         | 01            | 01                          | Year 3       |                        |                  |         | Year 4       |         |                                          | 01              | Year 5                | 03      | 04      |                                | Year 6       | 03      | 01           |
| INCOME                                     | As Above                         | 0              | 0            | 0                | 0                 | 0                        | 0                              | 860.250    | 860.250       | 0                           | 0            | 0                      | 0                |         | 0            | •       | 0                                        | 0               | 0                     | 0       | 0.4     | 0                              | 02           | 0       | 0            |
| EXPENDITURE                                |                                  |                |              |                  |                   |                          |                                |            |               |                             |              | -                      |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Land                                       |                                  | 144,000        |              |                  |                   |                          |                                |            |               |                             |              |                        |                  |         |              |         |                                          |                 |                       |         |         |                                |              |         |              |
| Stamp Duty<br>Easements etc.               |                                  | 4,320          | 0            | 0                | 0                 | 0                        | 0                              | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Planning Fee                               |                                  | 2,10U          | 0            | 0                | 0                 |                          | 0                              | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Architects                                 |                                  | 21,490         | 0            | 21,490<br>1,791  | 0                 | 0                        | 0                              | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Planning Consultants<br>Other Professional |                                  | 3,582<br>8,954 | 0            | 3,582<br>8,954   | 0<br>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              | •            | 95,809           | 191,618           | 191,618                  | 95,809                         | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| POTENTIAL CIL<br>Post CIL s106             |                                  | 0              | ۰<br>۱       | 400,074          | 0.591             | 5,000                    | 5,000                          | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Abnormals                                  |                                  | 0              | 0            | +,rs0<br>4,790   | 9,581<br>9,581    | 9,581<br>9,581           | 4,790                          | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | ō            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Finance Fees<br>Legal and Valuation        |                                  | 13,000<br>0    | 0            | 0                | 0<br>0            | 0                        | 0                              | 0          | 0             | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Agents                                     |                                  | 0              | 0            | 0                | 0                 | 0                        | 0                              | 25,808     | 25,808        | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| Legals<br>Misc.                            |                                  | 0              | 0            | 0                | 0                 | 0                        | 0                              | 4,301<br>0 | 4,301<br>0    | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| COSTS BEFORE LAN                           | ID INT AND PROF                  | 201,145        | 0            | 596,281          | 210,780           | 215,780                  | 110,390                        | 30,109     | 30,109        | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | 0            |
| For CIL calculation                        | Interest                         |                | 3.017        | 3.062            | 12.053            | 15.395                   | 18.863                         | 20.801     | 8.661         | 0                           | 0            | 0                      | 0                | 0       | 0            |         | 0                                        | 0               | 0                     | 0       | 0       |                                | 0            | 0       | 0            |
|                                            | Profit on cost<br>Profit on GDV  |                |              |                  |                   |                          |                                |            |               | -                           | -            | -                      | -                | -       | -            | -       | -                                        | -               | -                     | -       | -       |                                | -            | -       | 244,054<br>0 |
|                                            | Cash Flow                        | -201,145       | -3,017       | -599,344         | -222,832          | -231,175                 | -129,253                       | 809,340    | 821,480       | 0                           | 0            | 0                      | 0                | 0       | 0            | 0       | 0                                        | 0               | 0                     | 0       | 0       | 0                              | 0            | 0       | -244,054     |
|                                            |                                  |                |              |                  |                   |                          |                                |            |               | 1                           |              |                        |                  |         |              |         |                                          |                 |                       |         |         | 1                              |              |         |              |

| SITE NAME                                  | Site 24                           | Small Brown 4 H          | ID                      |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
|--------------------------------------------|-----------------------------------|--------------------------|-------------------------|---------------------------|-----------------|-----------------------|------------------------|--------------|------------------------------|--------------|-----------------------|------------------|---------|--------------|---------|------------------------------------|----------------|------------------------|------------|---------|---------------------------|-----------------|------------|
| INCOME                                     | Av Size<br>m2                     | %                        | Number<br>4             |                           | Price<br>£/m2   | GDV<br>£              | GIA<br>m2              | DEVELOPME    | NT COSTS                     |              |                       |                  |         |              |         | Planning fee ca<br>Planning app fe | lic<br>dwos    | rate                   |            | 1       | Build Cost<br>BCIS        | /m2<br>1.592    |            |
| Market Housing                             | 61.0                              | 100%                     | 4                       |                           | 5,750           | 1,403,000             | 244                    | LAND         | Land                         |              | /unit or m2<br>90,982 | Total            | 363,927 |              |         | No dwgs<br>No dwgs under           | 4              | 462                    | 1,848      | 1       | Over Extra 1<br>Energy    | 0               | 0.00%      |
| Shared Ownership                           | 61.0                              | 0%                       | 0                       |                           | 3,738           | 0                     | 0                      |              | Stamp Duty<br>Easements etc. |              | 4.50%                 | 7,696            | 43.477  |              |         | No dwgs over f                     | 0              | 138<br>Total           | 0<br>1,848 |         | Design<br>A&Adpt          | 0<br>25         |            |
| Affordable Rent                            | 61.0                              | 0%                       | 0                       |                           | 1,850           | 0                     | 0                      |              | Legais Acquisit              | on           | 1.50%                 | 5,459            | 13,155  |              |         |                                    |                |                        |            |         | Small Sites<br>Site Costs | 1<br>207<br>159 | 13%        |
| Social Rent                                | 61.0                              | 0%                       | 0                       |                           | 1,475           | 0                     | 0                      | . contract   | Planning Fee<br>Architects   |              | 6.00%                 | 1,848<br>35,475  |         |              |         | Stamp duty call<br>Land payment    | c - Residual   |                        | 363,927    | 1       | one coata                 | 1,984           | 10.4       |
| Grant and Subsidy                          | Shared Ownersl<br>Affordable Rent | hip<br>t                 |                         |                           | 0               | 0                     |                        |              | QS / PM<br>Planning Consu    | ltants       | 0.50%                 | 2,956<br>5,912   |         |              |         |                                    |                |                        |            | 1       |                           |                 |            |
| 0775 AD54 No.                              | Social Rent                       |                          | 100                     |                           | 0               | 0                     |                        | CONSTRUCT    | Other Professio              | inal         | 2.50%                 | 14,781           | 60,973  |              |         |                                    |                |                        |            | 1       |                           |                 |            |
| SITE AREA - Not<br>SITE AREA - Gross       | 0.04                              | ha<br>ha                 | 100                     | /ha<br>/ha                |                 | 1,403,000             | 244                    | CONSTRUCT    | Build Cost - BC              | IS Based     | 1,984                 | 484,045          |         |              |         |                                    |                | Total                  | 7,696      |         |                           |                 |            |
| Sales per Quarter                          | 0                                 |                          |                         |                           |                 |                       |                        |              | Contingency<br>Abnormals     |              | 5.00%                 | 24,202<br>24,202 | 591.250 |              |         | Stamp duty call                    | c - Add Profit |                        | 57,600     | 1       |                           |                 |            |
| Unit Build Time                            | 3                                 | Quarters                 |                         |                           |                 | RUN Residual MAC      | CRO ctrl+r             | FINANCE      |                              |              |                       |                  |         |              |         | 125,000<br>250,000                 | 0%<br>1%       | 1%<br>3%               |            | 1       |                           |                 |            |
| Residual Land Value                        |                                   | Whole Site<br>363,927    | Per ha NET<br>9,098,163 | Per ha GROSS<br>9,098,163 |                 | Closing               | palance = 0            |              | Fees<br>Interest             |              | 6.00%                 | 11,000           |         |              |         | 500,000<br>1,000,000               | 3%<br>4%       | 0%<br>0%               |            | 1       |                           |                 |            |
| Alternative Use Value<br>Uplift            | 20%                               | 48,000 9,600             |                         | 1,200,000 240,000         |                 | RUN CIL MACRO Closing | stri+i<br>pbalance = 0 | SALES        | Legal and Value              | tion         |                       | 0                | 11,000  |              |         | above                              | 5%             | 3%<br>Total            | 1,728      |         |                           |                 |            |
|                                            | /iability Threshold               | 57,600                   |                         | 1,440,000                 |                 | Check on phasing degs | e nos                  | UNLLU        | Agents                       |              | 3.0%                  | 42,090           |         |              |         | Pre CIL s106                       | 2,500          | £/ Unit (all)<br>Total | 10.000     | r -     | LIT                       | % GDV           | 0          |
| Additional Profit                          |                                   | £                        | /m2<br>1,712            |                           |                 |                       |                        |              | Misc.                        |              |                       | 0                | 49,105  | 1,089,409    |         | Post CIL s106                      | 2,500          | £/ Unit (all)          |            | 1       |                           |                 |            |
|                                            |                                   |                          |                         |                           |                 |                       |                        | Developers P | % GDV                        |              | 17.50%                |                  |         | 245,525      |         | CIL                                | 200            | £/m2<br>Total          | 58,800     | 1       |                           |                 |            |
|                                            |                                   |                          |                         |                           |                 |                       |                        | L            | % GDC                        |              | 0.00%                 |                  | _       | 0            |         |                                    |                |                        |            |         |                           |                 |            |
| RESIDUAL CASH FL                           | UW FOR INTERES                    | Q1                       | Year 1<br>Q2            | Q3                        | Q4              | Q1                    | Q2 Q3                  | Q4           | Q1                           | Year 3<br>Q2 | Q3                    | Q4               | Q1      | Year 4<br>Q2 | Q3      | Q4                                 | Q1             | Year 5<br>Q2           | Q3         | Q4      | Q1                        | Year 6<br>Q2    | Q3 Q4      |
| UNITS Started<br>Market Housing            |                                   |                          |                         | 4                         | 0               | 0                     | 0 1,403.00             | 0 0          | 0                            |              | 0                     |                  | 0       | 0            | 0       | 0                                  | 0              | ō                      | 0          | 0       | 0                         | 0               | 0 0        |
| Shared Ownership<br>Affordable Rent        |                                   |                          |                         |                           | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0<br>0 0 |
| Social Rent<br>Grant and Subsidy           | -                                 |                          |                         |                           | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| EXPENDITURE                                | ME                                | 0                        | 0                       | 0                         | 0               | 0                     | 0 1,403,00             |              | 0                            |              | 0                     | - 0              | 0       | 0            | 0       | 0                                  | 0              | •                      | 0          |         | 0                         |                 | 0 0        |
| Stamp Duty<br>Easements etc.               |                                   | 7,696<br>0               |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Legals Acquisition                         |                                   | 5,459                    |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Planning Fee<br>Architects                 |                                   | 1,848                    |                         | 17,737                    |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Planning Consultants<br>Other Professional |                                   | 2,956                    |                         | 2,956                     |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Build Cost - BCIS Bas                      | e                                 |                          | 0                       | 161,348                   | 161,348         | 161,348               | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| s106/CIL<br>Contingency                    |                                   |                          | 0                       | 19,600<br>8,067           | 19,600<br>8,067 | 19,600<br>8,067       | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Abnormals                                  |                                   | 11.000                   | 0                       | 8,067                     | 8,067           | 8,067                 | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Legal and Valuation                        |                                   | 0                        |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Agents<br>Legals                           |                                   | 0                        | 0                       | 0                         | 0               | 0                     | 0 42,090<br>0 7,015    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0<br>0 0 |
| Misc.<br>COSTS BEFORE LA                   | ND INT AND PROP                   | 55,566                   | 0                       | 0<br>226,646              | 197,083         | 197,083               | 0 49,105               | 0            | 0                            | 0            | 0                     | 0                |         | Ö            | 0       | 0                                  | 0              | 0                      | Ö          | 0       | 0                         | 0               | 0 0        |
| For Residual Valuatio                      | n land                            | 363 927                  |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
|                                            | Interest<br>Profit on Costs       |                          | 6,292                   | 6,387                     | 9,882           | 12,987                | 16,138 16,380          | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0 245,53 |
|                                            | Profit on GDV                     |                          |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 | 0          |
|                                            | Cash Flow<br>Opening Balane       | -419,492<br>0            | -6,292                  | -233,032                  | -206,965        | -210,070              | -16,138 1,337,51       | . 0          | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 -245,5   |
|                                            | CDSHQ Balano                      | -419,492                 | ·420,760                | -608,617                  | -000,7 02       | -1,075,852 -          | 1,091,990 245,525      | 240,025      | 240,020                      | 240,020      | 240,020               | 240,020          | 240,025 | 240,020      | 240,020 | 240,025                            | 240,020        | 240,020                | 240,020    | 240,020 | 240,020                   | 240,020         | 240,020 0  |
| CASH FLOW FOR CI                           | L ADDITIONAL PR                   | Q1                       | Year 1<br>Q2            | Q3                        | Q4              | Q1                    | Year 2<br>Q2 Q3        | Q4           | Q1                           | Year 3<br>Q2 | Q3                    | Q4               | Q1      | Year 4<br>Q2 | Q3      | Q4                                 | Q1             | Year 5<br>Q2           | Q3         | Q4      | Q1                        | Year 6<br>Q2    | Q3 Q4      |
| INCOME                                     | As Above<br>WE                    | 0                        | ō                       | 0                         | 0               | 0                     | 0 1,403,000            | 0            | 0                            | 0            | 0                     | 0                | 0       | Ö            | ō       | 0                                  | ō              | 0                      | Ö          | ö       | 0                         | 0               | 0 0        |
| EXPENDITURE                                |                                   | 57 600                   |                         |                           |                 |                       |                        |              |                              |              |                       |                  |         |              |         |                                    |                |                        |            |         |                           |                 |            |
| Stamp Duty                                 |                                   | 1,728                    | 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.<br>Legals Acquisition       |                                   | 0<br>864                 | 0                       | 0                         | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Planning Fee                               |                                   | 1,848                    | 0                       | 0                         | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Architects<br>QS<br>Plancing Consultants   |                                   | 17,737<br>1,478<br>2,956 | 0                       | 17,737<br>1,478<br>2,955  | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Other Professional                         |                                   | 7,391                    | 0                       | 2,996                     | 0               | 0                     | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Build Cost - BCIS Bas<br>POTENTIAL CIL     | e                                 | 0                        | 0                       | 161,348<br>417,809        | 161,348         | 161,348               | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Post CIL s106<br>Contingency               |                                   | 0                        | 0                       | 8,067                     | 8,067           | 10,000<br>8,067       | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Abnormals                                  |                                   | 0                        | 0                       | 8,067                     | 8,067           | 8,067                 | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Legal and Valuation                        |                                   | 0                        | ō                       | ō                         | ō               | ō                     | 0 0                    | 0            | 0                            | ő            | ō                     | ő                | ŏ       | ō            | 0       | 0                                  | 0              | ŏ                      | ō          | 0       | 0                         | ō               | 0 0        |
| Agents<br>Legals                           |                                   | 0                        | 0                       | 0                         | 0               | 0                     | 0 42,090<br>0 7,015    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0<br>0                 | 0          | 0       | 0                         | 0               | 0 0<br>0 0 |
| Misc.<br>COSTS BEFORE LA                   | ND INT AND PROP                   | 0 102,602                | 0                       | 0<br>624,854              | 0<br>177,483    | 0 187,483             | 0 0                    | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
| Francis and the                            |                                   |                          |                         |                           |                 |                       |                        |              |                              |              |                       | Т                |         |              |         | Π                                  |                |                        |            |         |                           |                 |            |
| For CIL calculation                        | Interest<br>Profit on cost        |                          | 1,539                   | 1,562                     | 10,958          | 13,785                | 16,804 17,056          | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 0        |
|                                            | Profit on GDV                     |                          |                         |                           |                 |                       |                        |              | 1                            |              |                       |                  |         |              |         |                                    |                |                        |            |         | 1                         |                 | 0          |
|                                            |                                   |                          |                         |                           |                 |                       |                        |              |                              |              |                       | '                |         |              |         |                                    |                |                        |            |         |                           |                 |            |
|                                            | Cash Flow<br>Opening Balance      | -102,602<br>0            | -1,539                  | -626,416                  | -188,442        | -201,268              | -16,804 1,336,83       | 0            | 0                            | 0            | 0                     | 0                | 0       | 0            | 0       | 0                                  | 0              | 0                      | 0          | 0       | 0                         | 0               | 0 -199,7   |

更

|                    |                                                                 |                        | Site 1                               | Site 2                               | Site 3                               | Site 4                              | Site 5                               | Site 6                              | Site 7                              | Site 8                              | Site 9                              | Site 10                             | Site 11                             | Site 12                             | Site 13                             | Site 14                             | Site 15                             | Site 16                             | Site 17                             | Site 18                             | Site 19                             | Site 20                             | Site 21                            | Site 22                             | Site 23                            | Site 24                            | Site 25                            |
|--------------------|-----------------------------------------------------------------|------------------------|--------------------------------------|--------------------------------------|--------------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|------------------------------------|-------------------------------------|------------------------------------|------------------------------------|------------------------------------|
|                    |                                                                 |                        | Warley                               | Officers<br>Meadows                  | West Horndon                         | Dunton Hills<br>Garden Village      | Large Green 1<br>200                 | Medium Green M<br>40                | And Andreen M<br>40 Eringe          | ledium Green M                      | 20 Eringe                           | Medium Green N                      | ledium Green<br>12 Eringe           | Large Brown                         | Large Brown<br>100 HD               | Large Brown                         | Large Brown M<br>40 HD              | ledium Brown M                      | edium Brown Me                      | edium Brown Me                      | Idium Brown<br>12 HD Si             | mall Green 9 S                      | mall Green 4 Sr                    | nall Brown 9 Si                     | mall Brown 9<br>HD S               | mall Brown 4 S                     | mall Brown 4                       |
|                    | Green/brown field                                               |                        | Brown                                | Green                                | Brown                                | Green                               | Green                                | Green                               | Green                               | Green                               | Green                               | Green                               | Green                               | Brown                               | Green                               | Green                              | Brown                               | Brown                              | Brown                              | Brown                              |
|                    | Us                                                              | se                     | PDL                                  | Agricultural                         | PDL                                  | Ag / Golf                           | Agricultural                         | Agricultural                        | Agricultural                        | Agricultural                        | Agricultural                        | Paddock                             | Paddock                             | Industrial                          | Paddock                             | Paddock                            | Industrial                          | Industrial                         | Industrial                         | Industrial                         |
| Site Area<br>Units | Gross<br>Net                                                    | ha<br>ha               | 11.29<br>6.24<br>473                 | 38.74<br>28.20<br>825                | 17.25<br>10.23<br>580                | 257.00<br>128.50<br>4000            | 7.62<br>5.71<br>200                  | 1.27<br>1.14<br>40                  | 1.27<br>1.14<br>40                  | 0.74<br>0.67<br>20                  | 0.63<br>0.57<br>20                  | 0.34<br>0.34<br>12                  | 0.34<br>0.34<br>12                  | 3.81<br>2.86<br>100                 | 1.81<br>1.54<br>100                 | 1.27<br>1.14<br>40                  | 0.68<br>0.62<br>40                  | 0.63<br>0.57<br>20                  | 0.31<br>0.31<br>20                  | 0.34<br>0.34<br>12                  | 0.18<br>0.18<br>12                  | 0.30<br>0.30<br>9                   | 0.13<br>0.13<br>4                  | 0.26<br>0.26<br>9                   | 0.14<br>0.14<br>9                  | 0.10<br>0.10<br>4                  | 0.04<br>0.04<br>4                  |
| Mix                | Market<br>Intermediate to Buy<br>Affordable Rent<br>Social Rent | у                      | 65.00%<br>10.00%<br>25.00%<br>0.00%  | 65.00%<br>10.00%<br>25.00%<br>0.00%  | 65.00%<br>10.00%<br>25.00%<br>0.00%  | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00%  | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 65.00%<br>10.00%<br>25.00%<br>0.00% | 100.00%<br>0.00%<br>0.00%<br>0.00%  | 100.00%<br>0.00%<br>0.00%<br>0.00% | 100.00%<br>0.00%<br>0.00%<br>0.00%  | 100.00%<br>0.00%<br>0.00%<br>0.00% | 100.00%<br>0.00%<br>0.00%<br>0.00% | 100.00%<br>0.00%<br>0.00%<br>0.00% |
| Alternative La     | and Value                                                       | £/ha<br>£ site         | 1,200,000<br>13,548,000              | 25,000<br>968,500                    | 1,200,000<br>20,700,000              | 100,000<br>25,700,000               | 25,000<br>190,476                    | 25,000<br>31,746                    | 25,000<br>31,746                    | 25,000<br>18,519                    | 25,000<br>15,873                    | 50,000<br>17,143                    | 50,000<br>17,143                    | 1,200,000<br>4,571,429              | 1,200,000<br>2,171,946              | 1,200,000<br>1,523,810              | 1,200,000<br>820,513                | 1,200,000<br>761,905                | 1,200,000<br>369,231                | 1,200,000<br>411,429                | 1,200,000<br>221,538                | 50,000<br>15,000                    | 50,000<br>6,667                    | 1,200,000<br>308,571                | 1,200,000<br>166,154               | 1,200,000<br>120,000               | 1,200,000<br>48,000                |
| Uplift             |                                                                 | £/ha<br>£ site         | 240,000<br>2,709,600                 | 455,000<br>17,626,700                | 240,000<br>4,140,000                 | 470,000<br>120,790,000              | 455,000<br>3,466,667                 | 455,000<br>577,778                  | 455,000<br>577,778                  | 455,000<br>337,037                  | 455,000<br>288,889                  | 460,000<br>157,714                  | 460,000<br>157,714                  | 240,000<br>914,286                  | 240,000<br>434,389                  | 240,000<br>304,762                  | 240,000<br>164,103                  | 240,000<br>152,381                  | 240,000<br>73,846                   | 240,000<br>82,286                   | 240,000<br>44,308                   | 460,000<br>138,000                  | 460,000<br>61,333                  | 240,000<br>61,714                   | 240,000<br>33,231                  | 240,000<br>24,000                  | 240,000<br>9,600                   |
| Viability Thre     | shold                                                           | £/ha<br>£ site         | 1,440,000<br>16,257,600              | 480,000<br>18,595,200                | 1,440,000<br>24,840,000              | 570,000<br>146,490,000              | 480,000<br>3,657,143                 | 480,000<br>609,524                  | 480,000<br>609,524                  | 480,000<br>355,556                  | 480,000<br>304,762                  | 510,000<br>174,857                  | 510,000<br>174,857                  | 1,440,000<br>5,485,714              | 1,440,000<br>2,606,335              | 1,440,000<br>1,828,571              | 1,440,000<br>984,615                | 1,440,000<br>914,286                | 1,440,000<br>443,077                | 1,440,000<br>493,714                | 1,440,000<br>265,846                | 510,000<br>153,000                  | 510,000<br>68,000                  | 1,440,000<br>370,286                | 1,440,000<br>199,385               | 1,440,000<br>144,000               | 1,440,000<br>57,600                |
| Residual Va        | Gross<br>Net                                                    | £/ha<br>£/ha<br>£ site | 2,418,602<br>4,375,964<br>27,306,018 | 1,289,544<br>1,771,523<br>49,956,948 | 1,816,848<br>3,063,600<br>31,340,628 | 666,362<br>1,332,723<br>171,254,941 | 2,268,976<br>3,025,302<br>17,287,439 | 3,064,308<br>3,404,786<br>3,891,184 | 2,766,977<br>3,074,418<br>3,513,621 | 2,543,525<br>2,826,138<br>1,884,092 | 2,676,568<br>2,973,965<br>1,699,409 | 3,706,419<br>3,706,419<br>1,270,772 | 3,353,825<br>3,353,825<br>1,149,883 | 2,018,934<br>2,691,912<br>7,691,177 | 3,563,421<br>4,192,260<br>6,449,631 | 2,448,932<br>2,721,036<br>3,109,755 | 3,855,019<br>4,283,355<br>2,635,911 | 2,481,968<br>2,757,742<br>1,575,853 | 4,239,764<br>4,239,764<br>1,304,543 | 2,907,334<br>2,907,334<br>996,800   | 4,345,843<br>4,345,843<br>802,310   | 5,102,020<br>5,102,020<br>1,530,606 | 4,707,932<br>4,707,932<br>627,724  | 4,101,725<br>4,101,725<br>1,054,729 | 6,791,136<br>6,791,136<br>940,311  | 4,515,714<br>4,515,714<br>451,571  | 9,098,163<br>9,098,163<br>363,927  |
| Additional Pr      | ofit                                                            | £ site<br>£/m2         | 23,778,529<br>780                    | 60,715,518<br>1,115                  | 21,363,747<br>557                    | 134,657,644<br>510                  | 21,226,054<br>1,608                  | 4,594,579<br>1,727                  | 4,159,343<br>1,564                  | 2,157,509<br>1,666                  | 2,000,477<br>1,545                  | 1,512,874<br>1,773                  | 1,373,533<br>1,610                  | 4,951,293<br>743                    | 6,374,464<br>1,144                  | 2,411,872<br>907                    | 2,653,636<br>1,172                  | 1,207,857<br>901                    | 1,344,436<br>1,209                  | 851,737<br>1,022                    | 830,526<br>1,215                    | 1,825,756<br>1,953                  | 743,786<br>1,859                   | 1,015,214<br>1,246                  | 1,038,509<br>1,566                 | 455,074<br>1,230                   | 417,809<br>1,712                   |

## Appendix 12 – Appraisals - Older People's Housing

The pages in this appendix are not numbered.





**HDH Planning and Development** 

Draft assumptions, appraisals and findings

## **Older People's Housing**

**Private and Confidential.** Not for publication, distribution or circulation

This document sets out the methodology used, the key assumptions adopted and early findings. And had been prepared to assist the Councils with the development of CIL and to engage with stakeholders. This is a confidential, internal document for discussion with the Councils prior to the release of any results of findings and recommendations.

The CIL Guidance requires stakeholder engagement – particularly with members of the development industry. At this stage no such stakeholder engagement has taken place so the assumptions have not been tested. It is more than likely that the assumptions will be altered during the consultation process. Following that consultation process individual reports will be prepared for each Charging Authority to set out the appropriate evidence for CIL Examination.

| Sheltered Green | n |
|-----------------|---|
|-----------------|---|

| Sheltered Green |                                                                    |                                                                                                              | SHEL           | TERED                                                                              |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |                                                                                             |
|-----------------|--------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|----------------|------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
|                 | AFFORDABLE %                                                       | %<br>CIL £                                                                                                   | C/m2           | Greenfield<br>35%<br>200                                                           | 35%                                                                                         | 35%                                                                                         | 35%<br>40                                                                                   | 35%                                                                                         | 35%<br>80                                                                                   | 35%<br>100                                                                                  | 35%<br>120                                                                                  | 35%<br>140                                                                                  | 35%<br>160                                                                                  | 35%<br>180                                                                                  | 35%<br>200                                                                                  | 35%                                                                                         | 35%<br>240                                                                                  | 35%<br>260                                                                                  | 35%<br>280                                                                                  | 35%<br>300                                                                                  | 35%<br>320                                                                                  | 35%<br>340                                                                                  | 35%<br>360                                                                                  | 35%<br>380                                                                                  |
| Units           | s 1 beo<br>2 beo<br>Saleble Area<br>Non-saleable<br>Gl/            | d 50 m2<br>d 75 m2<br>a<br>e 20%                                                                             |                | 20<br>25<br>2,875<br>719<br>3,594                                                  | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                           |
|                 | £/m2<br>Capital Value                                              | Market £/m2<br>Market £<br>Affordable £/m2<br>Affordable m2<br>Affordable m2<br>Affordable £<br>Ground R £3, | 1<br>,850<br>1 | 7,000<br>1,869<br>3,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br>5,116,063 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b> |
| Costs           | Land Used                                                          | ha<br>£/ha<br>Uplift £/ha<br>20%<br>Cost                                                                     |                | 0.50<br>25,000<br>450,000<br>5,000<br>240,000                                      | 0.50<br>25,000<br>450,000<br>5,000<br><b>240,000</b>                                        |
|                 | Costs on BLV                                                       | SDLT 4<br>Costs 1                                                                                            | .0%<br>.5%     | 9,600<br>3,600                                                                     | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              |
|                 | Strategic Promotion<br>Planning                                    |                                                                                                              |                | 0<br>25,000                                                                        | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 |
|                 | Construction<br>Infrastructure<br>Abnormals<br>Fees<br>s106<br>CIL | /m2<br>£<br>15.00%<br>0.00%<br>8.00%<br>25,000                                                               |                | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>100,000<br>373,750                | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>0                                | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>37,375                           | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>74,750                           | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>112,125                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>149,500                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>186,875                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>224,250                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>261,625                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>299,000                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>336,375                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>373,750                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>411,125                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>448,500                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>485,875                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>523,250                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>560,625                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>598,000                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>635,375                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>672,750                          | 1,525<br>5,480,469<br>822,070<br>0<br>504,203<br>25,000<br>710,125                          |
|                 | Contingency<br>Finance Costs<br>Sales<br>Misc                      | 2.50%<br>3.50%                                                                                               |                | 157,563<br>80,000<br>529,062<br>10,000                                             | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      | 157,563<br>80,000<br>529,062<br>10,000                                                      |
|                 | Subtotal                                                           |                                                                                                              |                | 8,095,318                                                                          | 7,646,568                                                                                   | 7,683,943                                                                                   | 7,721,318                                                                                   | 7,758,693                                                                                   | 7,796,068                                                                                   | 7,833,443                                                                                   | 7,870,818                                                                                   | 7,908,193                                                                                   | 7,945,568                                                                                   | 7,982,943                                                                                   | 8,020,318                                                                                   | 8,057,693                                                                                   | 8,095,068                                                                                   | 8,132,443                                                                                   | 8,169,818                                                                                   | 8,207,193                                                                                   | 8,244,568                                                                                   | 8,281,943                                                                                   | 8,319,318                                                                                   | 8,356,693                                                                                   |
|                 | Interest<br>Profit % GDC                                           | 6.00%<br>20.00%                                                                                              |                | 242,860<br>1,619,064                                                               | 229,397<br>1,529,314                                                                        | 230,518<br>1,536,789                                                                        | 231,640<br>1,544,264                                                                        | 232,761<br>1,551,739                                                                        | 233,882<br>1,559,214                                                                        | 235,003<br>1,566,689                                                                        | 236,125<br>1,574,164                                                                        | 237,246<br>1,581,639                                                                        | 238,367<br>1,589,114                                                                        | 239,488<br>1,596,589                                                                        | 240,610<br>1,604,064                                                                        | 241,731<br>1,611,539                                                                        | 242,852<br>1,619,014                                                                        | 243,973<br>1,626,489                                                                        | 245,095<br>1,633,964                                                                        | 246,216<br>1,641,439                                                                        | 247,337<br>1,648,914                                                                        | 248,458<br>1,656,389                                                                        | 249,580<br>1,663,864                                                                        | 250,701<br>1,671,339                                                                        |
| <b>-</b>        | COSTS                                                              |                                                                                                              |                | 9,957,241                                                                          | 9,405,278                                                                                   | 9,451,250                                                                                   | 9,497,221                                                                                   | 9,543,192                                                                                   | 9,589,163                                                                                   | 9,635,135                                                                                   | 9,681,106                                                                                   | 9,727,077                                                                                   | 9,773,048                                                                                   | 9,819,020                                                                                   | 9,864,991                                                                                   | 9,910,962                                                                                   | 9,956,933                                                                                   | 10,002,905                                                                                  | 10,048,876                                                                                  | 10,094,847                                                                                  | 10,140,818                                                                                  | 10,186,790                                                                                  | 10,232,761                                                                                  | 10,278,732                                                                                  |
| Residu          | Existing Use Value<br>Benchmark Land Value                         | £/ha<br>£/ha                                                                                                 |                | 25,000<br>480,000                                                                  | 5,710,784<br>25,000<br>480,000                                                              | 5,664,813<br>25,000<br>480,000                                                              | 5,618,842<br>25,000<br>480,000                                                              | 5,572,870<br>25,000<br>480,000                                                              | 5,526,899<br>25,000<br>480,000                                                              | 5,480,928<br>25,000<br>480,000                                                              | 5,434,957<br>25,000<br>480,000                                                              | 5,388,985<br>25,000<br>480,000                                                              | 5,343,014<br>25,000<br>480,000                                                              | 5,297,043<br>25,000<br>480,000                                                              | 5,251,072<br>25,000<br>480,000                                                              | 5,205,100<br>25,000<br>480,000                                                              | 5,159,129<br>25,000<br>480,000                                                              | 5,113,158<br>25,000<br>480,000                                                              | 5,067,187<br>25,000<br>480,000                                                              | 5,021,215<br>25,000<br>480,000                                                              | 4,975,244<br>25,000<br>480,000                                                              | 4,929,273<br>25,000<br>480,000                                                              | 4,883,302<br>25,000<br>480,000                                                              | 4,837,330<br>25,000<br>480,000                                                              |
|                 | Residual Value                                                     | £/ha                                                                                                         | 1              | 0,317,643                                                                          | 11,421,568                                                                                  | 11,329,626                                                                                  | 11,237,683                                                                                  | 11,145,741                                                                                  | 11,053,798                                                                                  | 10,961,856                                                                                  | 10,869,913                                                                                  | 10,777,971                                                                                  | 10,686,028                                                                                  | 10,594,086                                                                                  | 10,502,143                                                                                  | 10,410,201                                                                                  | 10,318,258                                                                                  | 10,226,316                                                                                  | 10,134,373                                                                                  | 10,042,431                                                                                  | 9,950,488                                                                                   | 9,858,546                                                                                   | 9,766,603                                                                                   | 9,674,661                                                                                   |
|                 | Additional Profit<br>£/m2                                          |                                                                                                              |                | 4,918,822<br>2,632                                                                 | 5,470,784<br>2,928                                                                          | 5,424,813<br>2,903                                                                          | 5,378,842<br>2,878                                                                          | 5,332,870<br>2,854                                                                          | 5,286,899<br>2,829                                                                          | 5,240,928<br>2,805                                                                          | 5,194,957<br>2,780                                                                          | 5,148,985<br>2,755                                                                          | 5,103,014<br>2,731                                                                          | 5,057,043<br>2,706                                                                          | 5,011,072<br>2,682                                                                          | 4,965,100<br>2,657                                                                          | 4,919,129<br>2,632                                                                          | 4,873,158<br>2,608                                                                          | 4,827,187<br>2,583                                                                          | 4,781,215<br>2,559                                                                          | 4,735,244<br>2,534                                                                          | 4,689,273<br>2,509                                                                          | 4,643,302<br>2,485                                                                          | 4,597,330<br>2,460                                                                          |

| Sheltered Brown |                                                              |                                                                                                | SHELTERED                                                                    |                                                                                                                                                                                                                                                              |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                            |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                                     |                                                                                            |
|-----------------|--------------------------------------------------------------|------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
|                 | AFFORDABLE %                                                 | 6                                                                                              | Brownfi                                                                      | ald<br>5% 35%                                                                                                                                                                                                                                                | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                        | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                                 | 35%                                                                                        |
|                 |                                                              | CIL £                                                                                          | /m2 :                                                                        | 00 (                                                                                                                                                                                                                                                         | 20                                                                                                  | 40                                                                                                  | 60                                                                                                  | 80                                                                                  | 100                                                                                                 | 120                                                                                                 | 140                                                                                                 | 160                                                                                                 | 180                                                                                        | 200                                                                                                 | 220                                                                                                 | 240                                                                                                 | 260                                                                                                 | 280                                                                                                 | 300                                                                                                 | 320                                                                                                 | 340                                                                                                 | 360                                                                                                 | 380                                                                                        |
| Uni             | ts 1 bec<br>2 bec<br>Saleble Area<br>Non-saleable<br>Gib     | d 50 m2<br>d 75 m2<br>d 20%                                                                    | 2,                                                                           | 20 20<br>25 22<br>75 2,87<br>19 71                                                                                                                                                                                                                           | 20<br>25<br>2,875<br>719<br>3,594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3,594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3,594                                                          | 20<br>25<br>2,875<br>719<br>3,594                                                                   | 20<br>25<br>2,875<br>719<br>3 594                                                                   | 20<br>25<br>2,875<br>719<br>3,594                                                          |
| Costs           | £/m2<br>Capital Value<br>Land Used                           | Market £/m2<br>Market m2<br>Market £<br>Affordable £/m2<br>Affordable £<br>Ground R¢ £3,<br>ha | 7,(<br>1,<br>13,081,<br>1,<br>1,<br>1,<br>1,<br>850<br>173,<br>15,116,0<br>0 | 00         7,000           69         13,081,250           50         13,081,250           50         1,850           66         1,000           63         1,861,565           50         173,250           63         15,116,065           50         0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,861,563<br>173,250<br>15,116,063<br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,860<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,850<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 | 7,000<br>1,869<br>13,081,250<br>1,006<br>1,861,563<br>173,250<br><b>15,116,063</b><br>0.50 |
|                 |                                                              | £/ha<br>Uplift £/ha<br>20%<br>Cost                                                             | 1,200,1<br>240,1<br>720,1                                                    | 00 1,200,000<br>00 240,000<br>00 720,000                                                                                                                                                                                                                     | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                         | 1,200,000<br>0<br>240,000<br><b>720,000</b>                                                |
|                 | Costs on BLV                                                 | SDLT 4<br>Costs 1                                                                              | .0% 28,1<br>.5% 10,1                                                         | 00 28,800<br>00 10,800                                                                                                                                                                                                                                       | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                           | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                                    | 28,800<br>10,800                                                                           |
|                 | Strategic Promotion<br>Planning                              |                                                                                                | 25,0                                                                         | 0 00 25,000                                                                                                                                                                                                                                                  | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                         | 0<br>25,000                                                                                |
|                 | Construction<br>Infrastructure<br>Abnormals<br>Fees<br>\$106 | /m2<br>£<br>15.00%<br>5.00%<br>8.00%<br>25.000                                                 | 1,1<br>5,480,4<br>822,1<br>274,1<br>526,7<br>100,1                           | 25 1,525<br>69 5,480,469<br>70 822,070<br>23 274,022<br>25 526,125<br>00 25,000                                                                                                                                                                              | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>37,375                             | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>74 750                             | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>112,125                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>149,500            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>186,875                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>224,250                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>261,625                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000                                       | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>336 375                   | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>373,750                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>411 125                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>448,500                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>485,875                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000                                       | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000                                       | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000                                       | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>635,375                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>672,750                            | 1,525<br>5,480,469<br>822,070<br>274,023<br>526,125<br>25,000<br>710,125                   |
|                 | Contingency                                                  | 5.00%                                                                                          | 328,                                                                         | 28 328,828                                                                                                                                                                                                                                                   | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                    | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                             | 328,828                                                                                    |
|                 | Finance Costs<br>Sales<br>Misc                               | 3.50%                                                                                          | 80,1<br>529,1<br>10,1                                                        | 00         80,000           62         529,062           00         10,000                                                                                                                                                                                   | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                         | 80,000<br>529,062<br>10,000                                                                |
|                 | Subtotal                                                     |                                                                                                | 8,588,9                                                                      | 28 8,140,178                                                                                                                                                                                                                                                 | 8,177,553                                                                                           | 8,214,928                                                                                           | 8,252,303                                                                                           | 8,289,678                                                                           | 8,327,053                                                                                           | 8,364,428                                                                                           | 8,401,803                                                                                           | 8,439,178                                                                                           | 8,476,553                                                                                  | 8,513,928                                                                                           | 8,551,303                                                                                           | 8,588,678                                                                                           | 8,626,053                                                                                           | 8,663,428                                                                                           | 8,700,803                                                                                           | 8,738,178                                                                                           | 8,775,553                                                                                           | 8,812,928                                                                                           | 8,850,303                                                                                  |
|                 | Interest<br>Profit % GDC                                     | 6.00%<br>20.00%                                                                                | 257,0<br>1,717,3                                                             | 68 244,205<br>86 1,628,036                                                                                                                                                                                                                                   | 245,327<br>1,635,511                                                                                | 246,448<br>1,642,986                                                                                | 247,569<br>1,650,461                                                                                | 248,690<br>1,657,936                                                                | 249,812<br>1,665,411                                                                                | 250,933<br>1,672,886                                                                                | 252,054<br>1,680,361                                                                                | 253,175<br>1,687,836                                                                                | 254,297<br>1,695,311                                                                       | 255,418<br>1,702,786                                                                                | 256,539<br>1,710,261                                                                                | 257,660<br>1,717,736                                                                                | 258,782<br>1,725,211                                                                                | 259,903<br>1,732,686                                                                                | 261,024<br>1,740,161                                                                                | 262,145<br>1,747,636                                                                                | 263,267<br>1,755,111                                                                                | 264,388<br>1,762,586                                                                                | 265,509<br>1,770,061                                                                       |
|                 | COSTS                                                        |                                                                                                | 11,284,3                                                                     | 81 10,732,419                                                                                                                                                                                                                                                | 10,778,390                                                                                          | 10,824,361                                                                                          | 10,870,332                                                                                          | 10,916,304                                                                          | 10,962,275                                                                                          | 11,008,246                                                                                          | 11,054,217                                                                                          | 11,100,189                                                                                          | 11,146,160                                                                                 | 11,192,131                                                                                          | 11,238,102                                                                                          | 11,284,074                                                                                          | 11,330,045                                                                                          | 11,376,016                                                                                          | 11,421,987                                                                                          | 11,467,959                                                                                          | 11,513,930                                                                                          | 11,559,901                                                                                          | 11,605,872                                                                                 |
| Resid           | ual Land Worth                                               |                                                                                                | 3,831,0                                                                      | 81 4,383,644                                                                                                                                                                                                                                                 | 4,337,673                                                                                           | 4,291,701                                                                                           | 4,245,730                                                                                           | 4,199,759                                                                           | 4,153,788                                                                                           | 4,107,816                                                                                           | 4,061,845                                                                                           | 4,015,874                                                                                           | 3,969,903                                                                                  | 3,923,931                                                                                           | 3,877,960                                                                                           | 3,831,989                                                                                           | 3,786,018                                                                                           | 3,740,046                                                                                           | 3,694,075                                                                                           | 3,648,104                                                                                           | 3,602,133                                                                                           | 3,556,161                                                                                           | 3,510,190                                                                                  |
|                 | Existing Use Value<br>Benchmark Land Value<br>Residual Value | £/ha<br>£/ha<br>£/ha                                                                           | 1,200,0<br>1,440,0<br><b>7,663</b> ,3                                        | 00 1,200,000<br>00 1,440,000<br>63 8,767,288                                                                                                                                                                                                                 | 1,200,000<br>1,440,000<br>8,675,345                                                                 | 1,200,000<br>1,440,000<br>8,583,403                                                                 | 1,200,000<br>1,440,000<br>8,491,460                                                                 | 1,200,000<br>1,440,000<br>8,399,518                                                 | 1,200,000<br>1,440,000<br>8,307,575                                                                 | 1,200,000<br>1,440,000<br>8,215,633                                                                 | 1,200,000<br>1,440,000<br>8,123,690                                                                 | 1,200,000<br>1,440,000<br>8,031,748                                                                 | 1,200,000<br>1,440,000<br><b>7,939,805</b>                                                 | 1,200,000<br>1,440,000<br>7,847,863                                                                 | 1,200,000<br>1,440,000<br><b>7,755,920</b>                                                          | 1,200,000<br>1,440,000<br>7,663,978                                                                 | 1,200,000<br>1,440,000<br>7,572,035                                                                 | 1,200,000<br>1,440,000<br><b>7,480,093</b>                                                          | 1,200,000<br>1,440,000<br>7,388,150                                                                 | 1,200,000<br>1,440,000<br><b>7,296,208</b>                                                          | 1,200,000<br>1,440,000<br><b>7,204,265</b>                                                          | 1,200,000<br>1,440,000<br>7,112,323                                                                 | 1,200,000<br>1,440,000<br><b>7,020,380</b>                                                 |
|                 | Additional Profit<br>£/m2                                    |                                                                                                | 3,111,0<br>1,0                                                               | 81 3,663,644<br>65 1,960                                                                                                                                                                                                                                     | 3,617,673<br>1,936                                                                                  | 3,571,701<br>1,911                                                                                  | 3,525,730<br>1,887                                                                                  | 3,479,759<br>1,862                                                                  | 3,433,788<br>1,837                                                                                  | 3,387,816<br>1,813                                                                                  | 3,341,845<br>1,788                                                                                  | 3,295,874<br>1,764                                                                                  | 3,249,903<br>1,739                                                                         | 3.203.931<br>1,714                                                                                  | 3,157,960<br>1,690                                                                                  | 3,111,989<br>1,665                                                                                  | 3,066,018<br>1,641                                                                                  | 3,020,046<br>1,616                                                                                  | 2.974.075<br>1,591                                                                                  | 2,928,104<br>1,567                                                                                  | 2,882,133<br>1,542                                                                                  | 2,836,161<br>1,518                                                                                  | 2,790,190<br>1,493                                                                         |

| Extracare Gr                                | <b>'een</b><br>Ordable %                              | CII                                                                                                   | £/m2         | Extracare<br>Greenfield<br>35%<br>200                                                | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         |
|---------------------------------------------|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Units<br>S<br>N                             | 1 bed<br>2 bed<br>Saleble Area<br>Ion-saleable<br>GIA | 65 m2<br>80 m2<br>35%                                                                                 |              | 36<br>24<br>4,260<br>2,294<br>6,554                                                  | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         |
| £/m2<br>Capital Valu                        | ue                                                    | Market £/m2<br>Market m2<br>Market £<br>Affordable £/m2<br>Affordable m2<br>Affordable £<br>Ground Re | £3,850       | 8,000<br>2,769<br>22,152,000<br>1,850<br>1,491<br>2,758,350<br>231,000<br>25,141,350 | 8,000<br>2,769<br>22,152,000<br>1,850<br>1,491<br>2,758,350<br>231,000<br><b>25,141,350</b> | 8,000<br>2,769<br>22,152,000<br>1,450<br>1,491<br>2,758,350<br>231,000<br><b>25,141,350</b> | 8,000<br>2,769<br>22,152,000<br>1,850<br>1,491<br>2,758,350<br>231,000<br><b>25,141,350</b> |
| Costs Land Used                             |                                                       | ha<br>£/ha<br>Uplift £/ha<br>20%<br>Cost                                                              |              | 0.50<br>25,000<br>450,000<br>5,000<br>240,000                                        | 0.50<br>25,000<br>450,000<br>5,000<br><b>240,000</b>                                        |
| Costs on BL                                 | V                                                     | SDLT<br>Costs                                                                                         | 4.0%<br>1.5% | 9,600<br>3,600                                                                       | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              | 9,600<br>3,600                                                                              |
| Strategic Pro<br>Planning                   | omotion                                               |                                                                                                       |              | 0<br>25,000                                                                          | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 |
| Construction<br>Infrastructure<br>Abnormals | e                                                     | /m2<br>£<br>15.00%<br>0.00%                                                                           | 1            | 1,654<br>10,840,062<br>1,626,009<br>0                                                | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       | 1,654<br>10,840,062<br>1,626,009<br>0                                                       |
| Fees<br>s106<br>CIL                         |                                                       | 8.00%<br>25,000                                                                                       |              | 997,286<br>100,000<br>553,800                                                        | 997,286<br>25,000<br>0                                                                      | 997,286<br>25,000<br><b>55,380</b>                                                          | 997,286<br>25,000<br>110,760                                                                | 997,286<br>25,000<br><b>166,140</b>                                                         | 997,286<br>25,000<br>221,520                                                                | 997,286<br>25,000<br><b>276,900</b>                                                         | 997,286<br>25,000<br>332,280                                                                | 997,286<br>25,000<br>387,660                                                                | 997,286<br>25,000<br>443,040                                                                | 997,286<br>25,000<br>498,420                                                                | 997,286<br>25,000<br>553,800                                                                | 997,286<br>25,000<br>609,180                                                                | 997,286<br>25,000<br>664,560                                                                | 997,286<br>25,000<br>719,940                                                                | 997,286<br>25,000<br>775,320                                                                | 997,286<br>25,000<br>830,700                                                                | 997,286<br>25,000<br>886,080                                                                | 997,286<br>25,000<br>941,460                                                                | 997,286<br>25,000<br>996,840                                                                | 997,286<br>25,000<br>1,052,220                                                              |
| Contingency<br>Finance Cos<br>Sales<br>Misc | its                                                   | 2.50%                                                                                                 |              | 311,652<br>150,000<br>879,947<br>10,000                                              | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     | 311,652<br>150,000<br>879,947<br>10,000                                                     |
| Subtotal                                    |                                                       |                                                                                                       |              | 15,506,955                                                                           | 14,878,155                                                                                  | 14,933,535                                                                                  | 14,988,915                                                                                  | 15,044,295                                                                                  | 15,099,675                                                                                  | 15,155,055                                                                                  | 15,210,435                                                                                  | 15,265,815                                                                                  | 15,321,195                                                                                  | 15,376,575                                                                                  | 15,431,955                                                                                  | 15,487,335                                                                                  | 15,542,715                                                                                  | 15,598,095                                                                                  | 15,653,475                                                                                  | 15,708,855                                                                                  | 15,764,235                                                                                  | 15,819,615                                                                                  | 15,874,995                                                                                  | 15,930,375                                                                                  |
| Interest<br>Profit % GD0                    | с                                                     | 6.00%<br>20.00%                                                                                       |              | 465,209<br>3,101,391                                                                 | 446,345<br>2,975,631                                                                        | 448,006<br>2,986,707                                                                        | 449,667<br>2,997,783                                                                        | 451,329<br>3,008,859                                                                        | 452,990<br>3,019,935                                                                        | 454,652<br>3,031,011                                                                        | 456,313<br>3,042,087                                                                        | 457,974<br>3,053,163                                                                        | 459,636<br>3,064,239                                                                        | 461,297<br>3,075,315                                                                        | 462,959<br>3,086,391                                                                        | 464,620<br>3,097,467                                                                        | 466,281<br>3,108,543                                                                        | 467,943<br>3,119,619                                                                        | 469,604<br>3,130,695                                                                        | 471,266<br>3,141,771                                                                        | 472,927<br>3,152,847                                                                        | 474,588<br>3,163,923                                                                        | 476,250<br>3,174,999                                                                        | 477,911<br>3,186,075                                                                        |
| COSTS                                       |                                                       |                                                                                                       |              | 19,073,555                                                                           | 18,300,131                                                                                  | 18,368,249                                                                                  | 18,436,366                                                                                  | 18,504,483                                                                                  | 18,572,601                                                                                  | 18,640,718                                                                                  | 18,708,836                                                                                  | 18,776,953                                                                                  | 18,845,070                                                                                  | 18,913,188                                                                                  | 18,981,305                                                                                  | 19,049,423                                                                                  | 19,117,540                                                                                  | 19,185,657                                                                                  | 19,253,775                                                                                  | 19,321,892                                                                                  | 19,390,010                                                                                  | 19,458,127                                                                                  | 19,526,244                                                                                  | 19,594,362                                                                                  |
| Residual Land Worth                         | h                                                     |                                                                                                       |              | 6,067,795                                                                            | 6,841,219                                                                                   | 6,773,101                                                                                   | 6,704,984                                                                                   | 6,636,867                                                                                   | 6,568,749                                                                                   | 6,500,632                                                                                   | 6,432,514                                                                                   | 6,364,397                                                                                   | 6,296,280                                                                                   | 6,228,162                                                                                   | 6,160,045                                                                                   | 6,091,927                                                                                   | 6,023,810                                                                                   | 5,955,693                                                                                   | 5,887,575                                                                                   | 5,819,458                                                                                   | 5,751,340                                                                                   | 5,683,223                                                                                   | 5,615,106                                                                                   | 5,546,988                                                                                   |
| Existing Use<br>Benchmark I<br>Residual Va  | Value<br>Land Value<br>alue                           | £/ha<br>£/ha<br>£/ha                                                                                  |              | 25,000<br>480,000<br><b>12,135,590</b>                                               | 25,000<br>480,000<br><b>13,682,438</b>                                                      | 25,000<br>480,000<br><b>13,546,203</b>                                                      | 25,000<br>480,000<br><b>13,409,968</b>                                                      | 25,000<br>480,000<br>13,273,733                                                             | 25,000<br>480,000<br><b>13,137,498</b>                                                      | 25,000<br>480,000<br><b>13,001,264</b>                                                      | 25,000<br>480,000<br><b>12,865,029</b>                                                      | 25,000<br>480,000<br><b>12,728,794</b>                                                      | 25,000<br>480,000<br><b>12,592,559</b>                                                      | 25,000<br>480,000<br><b>12,456,324</b>                                                      | 25,000<br>480,000<br><b>12,320,090</b>                                                      | 25,000<br>480,000<br><b>12,183,855</b>                                                      | 25,000<br>480,000<br><b>12,047,620</b>                                                      | 25,000<br>480,000<br>11,911,385                                                             | 25,000<br>480,000<br>11,775,150                                                             | 25,000<br>480,000<br><b>11,638,916</b>                                                      | 25,000<br>480,000<br><b>11,502,681</b>                                                      | 25,000<br>480,000<br>11,366,446                                                             | 25,000<br>480,000<br>11,230,211                                                             | 25,000<br>480,000<br><b>11,093,976</b>                                                      |
| Additional Pr<br>£/m2                       | rofit                                                 |                                                                                                       |              | 5,827,795<br>2,105                                                                   | 6,601,219<br>2,384                                                                          | 6,533,101<br>2,359                                                                          | 6,464,984<br>2,335                                                                          | 6,396,867<br>2,310                                                                          | 6,328,749<br>2,286                                                                          | 6,260,632<br>2,261                                                                          | 6,192,514<br>2,236                                                                          | 6,124,397<br>2,212                                                                          | 6,056,280<br>2,187                                                                          | 5,988,162<br>2,163                                                                          | 5,920,045<br>2,138                                                                          | 5,851,927<br>2,113                                                                          | 5,783,810<br>2,089                                                                          | 5,715,693<br>2,064                                                                          | 5,647,575<br>2,040                                                                          | 5,579,458<br>2,015                                                                          | 5,511,340<br>1,990                                                                          | 5,443,223<br>1,966                                                                          | 5,375,106<br>1,941                                                                          | 5,306,988<br>1,917                                                                          |

| Extracare                                      | Brown                                                 |                                                                                                       | E            | Extracare<br>Brownfield<br>35%                                                       | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         | 35%                                                                                         |
|------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Units                                          | 1 bed<br>2 bed<br>Saleble Area<br>Non-saleable<br>GIA | 65 m2<br>80 m2<br>35%                                                                                 | £/m2         | 200<br>36<br>24<br>4,260<br>2,294<br>6,554                                           | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 40<br>36<br>24<br>4,260<br>2,294<br>6,554                                                   | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 120<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 140<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 160<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 180<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 220<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 240<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 36<br>24<br>4,260<br>2,294<br>6,554                                                         | 300<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 320<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 340<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 360<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  | 380<br>36<br>24<br>4,260<br>2,294<br>6,554                                                  |
| £/m2<br>Capita                                 | I Value                                               | Market £/m2<br>Market m2<br>Market £<br>Affordable £/m2<br>Affordable m2<br>Affordable £<br>Ground Re | £3,850       | 8,000<br>2,410<br>19,280,000<br>1,500<br>1,850<br>2,775,000<br>231,000<br>22,286,000 | 8,000<br>2,769<br>22,152,000<br>1,500<br>1,491<br>2,236,500<br>231,000<br><b>24,619,500</b> |
| Costs Land U                                   | lsed                                                  | ha<br>£/ha<br>Uplift £/ha<br>20%<br>Cost                                                              |              | 0.50<br>1,200,000<br>240,000<br>720,000                                              | 0.50<br>1,200,000<br>0<br>240,000<br><b>720,000</b>                                         |
| Costs o                                        | on BLV                                                | SDLT<br>Costs                                                                                         | 4.0%<br>1.5% | 28,800<br>10,800                                                                     | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28.800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            | 28,800<br>10,800                                                                            |
| Strateg<br>Plannin                             | tic Promotion                                         |                                                                                                       |              | 0<br>25,000                                                                          | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 | 0<br>25,000                                                                                 |
| Constru<br>Infrastr<br>Abnorm<br>Fees<br>\$106 | uction<br>ructure<br>nals                             | /m2<br>£<br>15.00%<br>5.00%<br>8.00%<br>25,000                                                        |              | 1,654<br>10,840,062<br>1,626,009<br>542,003<br>1,040,646<br>100,000                  | 1,654<br>10,840,062<br>1,626,009<br>542,003<br>1,040,646<br>25,000                          |
| CiL<br>Conting                                 | gency                                                 | 5.00%                                                                                                 |              | 482,000<br>650,404                                                                   | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 166,140<br>650,404                                                                          | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 443,040<br>650,404                                                                          | 498,420<br>650,404                                                                          | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 650,404                                                                                     | 941,460<br>650,404                                                                          | 650,404                                                                                     | 650,404                                                                                     |
| Finance<br>Sales<br>Misc                       | e Costs                                               | 3.50%                                                                                                 |              | 150,000<br>780,010<br>10,000                                                         | 150,000<br>861,683<br>10,000                                                                |
| Subtot                                         | al                                                    |                                                                                                       |              | 16,285,733                                                                           | 15,810,406                                                                                  | 15,865,786                                                                                  | 15,921,166                                                                                  | 15,976,546                                                                                  | 16,031,926                                                                                  | 16,087,306                                                                                  | 16,142,686                                                                                  | 16,198,066                                                                                  | 16,253,446                                                                                  | 16,308,826                                                                                  | 16,364,206                                                                                  | 16,419,586                                                                                  | 16,474,966                                                                                  | 16,530,346                                                                                  | 16,585,726                                                                                  | 16,641,106                                                                                  | 16,696,486                                                                                  | 16,751,866                                                                                  | 16,807,246                                                                                  | 16,862,626                                                                                  |
| Interest<br>Profit %                           | t<br>% GDC                                            | 6.00%<br>20.00%                                                                                       |              | 488,572<br>3,257,147                                                                 | 474,312<br>3,162,081                                                                        | 475,974<br>3,173,157                                                                        | 477,635<br>3,184,233                                                                        | 479,296<br>3,195,309                                                                        | 480,958<br>3,206,385                                                                        | 482,619<br>3,217,461                                                                        | 484,281<br>3,228,537                                                                        | 485,942<br>3,239,613                                                                        | 487,603<br>3,250,689                                                                        | 489,265<br>3,261,765                                                                        | 490,926<br>3,272,841                                                                        | 492,588<br>3,283,917                                                                        | 494,249<br>3,294,993                                                                        | 495,910<br>3,306,069                                                                        | 497,572<br>3,317,145                                                                        | 499,233<br>3,328,221                                                                        | 500,895<br>3,339,297                                                                        | 502,556<br>3,350,373                                                                        | 504,217<br>3,361,449                                                                        | 505,879<br>3,372,525                                                                        |
| COSTS                                          | 6                                                     |                                                                                                       |              | 20,031,452                                                                           | 19,446,799                                                                                  | 19,514,917                                                                                  | 19,583,034                                                                                  | 19,651,152                                                                                  | 19,719,269                                                                                  | 19,787,386                                                                                  | 19,855,504                                                                                  | 19,923,621                                                                                  | 19,991,739                                                                                  | 20,059,856                                                                                  | 20,127,973                                                                                  | 20,196,091                                                                                  | 20,264,208                                                                                  | 20,332,326                                                                                  | 20,400,443                                                                                  | 20,468,560                                                                                  | 20,536,678                                                                                  | 20,604,795                                                                                  | 20,672,913                                                                                  | 20,741,030                                                                                  |
| Residual Land                                  | Worth                                                 |                                                                                                       |              | 2,254,548                                                                            | 5,172,701                                                                                   | 5,104,583                                                                                   | 5,036,466                                                                                   | 4,968,348                                                                                   | 4,900,231                                                                                   | 4,832,114                                                                                   | 4,763,996                                                                                   | 4,695,879                                                                                   | 4,627,761                                                                                   | 4,559,644                                                                                   | 4,491,527                                                                                   | 4,423,409                                                                                   | 4,355,292                                                                                   | 4,287,174                                                                                   | 4,219,057                                                                                   | 4,150,940                                                                                   | 4,082,822                                                                                   | 4,014,705                                                                                   | 3,946,587                                                                                   | 3,878,470                                                                                   |
| Existing<br>Benchr<br>Residu                   | g Use Value<br>mark Land Value<br><b>ual Value</b>    | £/ha<br>£/ha<br>£/ha                                                                                  |              | 1,200,000<br>1,440,000<br><b>4,509,096</b>                                           | 1,200,000<br>1,440,000<br><b>10,345,401</b>                                                 | 1,200,000<br>1,440,000<br><b>10,209,167</b>                                                 | 1,200,000<br>1,440,000<br><b>10,072,932</b>                                                 | 1,200,000<br>1,440,000<br>9,936,697                                                         | 1,200,000<br>1,440,000<br><b>9,800,462</b>                                                  | 1,200,000<br>1,440,000<br>9,664,227                                                         | 1,200,000<br>1,440,000<br>9,527,993                                                         | 1,200,000<br>1,440,000<br>9,391,758                                                         | 1,200,000<br>1,440,000<br>9,255,523                                                         | 1,200,000<br>1,440,000<br>9,119,288                                                         | 1,200,000<br>1,440,000<br>8,983,053                                                         | 1,200,000<br>1,440,000<br>8,846,819                                                         | 1,200,000<br>1,440,000<br>8,710,584                                                         | 1,200,000<br>1,440,000<br>8,574,349                                                         | 1,200,000<br>1,440,000<br>8,438,114                                                         | 1,200,000<br>1,440,000<br>8,301,879                                                         | 1,200,000<br>1,440,000<br>8,165,645                                                         | 1,200,000<br>1,440,000<br><b>8,029,410</b>                                                  | 1,200,000<br>1,440,000<br>7,893,175                                                         | 1,200,000<br>1,440,000<br><b>7,756,940</b>                                                  |
| Addition<br>£/m2                               | nal Profit                                            |                                                                                                       |              | 1,534,548<br>637                                                                     | 4,452,701<br>1,608                                                                          | 4,384,583<br>1,583                                                                          | 4,316,466<br>1,559                                                                          | 4,248,348<br>1,534                                                                          | 4,180,231<br>1,510                                                                          | 4,112,114<br>1,485                                                                          | 4,043,996<br>1,460                                                                          | 3,975,879<br>1,436                                                                          | 3,907,761<br>1,411                                                                          | 3,839,644<br>1,387                                                                          | 3,771,527<br>1,362                                                                          | 3,703,409<br>1,337                                                                          | 3,635,292<br>1,313                                                                          | 3,567,174<br>1,288                                                                          | 3,499,057<br>1,264                                                                          | 3,430,940<br>1,239                                                                          | 3,362,822<br>1,214                                                                          | 3,294,705<br>1,190                                                                          | 3,226,587<br>1,165                                                                          | 3,158,470<br>1,141                                                                          |

## Appendix 13 – Appraisals – Non-Residential Development

The pages in this appendix are not numbered.





**HDH Planning and Development** 

Draft assumptions, appraisals and findings

## Non-Residential

**Private and Confidential.** Not for publication, distribution or circulation

This document sets out the methodology used, the key assumptions adopted and early findings. And had been prepared to assist the Councils with the development of CIL and to engage with stakeholders. This is a confidential, internal document for discussion with the Councils prior to the release of any results of findings and recommendations.

The CIL Guidance requires stakeholder engagement – particularly with members of the development industry. At this stage no such stakeholder engagement has taken place so the assumptions have not been tested. It is more than likely that the assumptions will be altered during the consultation process. Following that consultation process individual reports will be prepared for each Charging Authority to set out the appropriate evidence for CIL Examination.

| Offices - | Park |
|-----------|------|
|-----------|------|

|         |                     | Gr          | reenfield  | d Brownfield |            |            |            |            |            |            |            |            |            |            |            |            |
|---------|---------------------|-------------|------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|         |                     | CIL £/m2    | 0          | 20           | 40         | 60         | 80         | 100        | 120        | 0          | 20         | 40         | 60         | 80         | 100        | 120        |
| Income  | m2                  |             | 1000       | 1,000        | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      |
|         | £/m2                |             | 3,000      | 3,000        | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      | 3,000      |
|         | Capital Value       | 90.00%      | 2,700,000  | 2,700,000    | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  |
|         | Buyers Costs        | 4.50%       | 121,500    | 121,500      | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    | 121,500    |
|         | Capital Value       |             | 2,578,500  | 2,578,500    | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  |
| Costs   | Land Used           | Coverage    | 25%        | 25%          | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        | 25%        |
|         |                     | ha          | 0.200      | 0.200        | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      | 0.200      |
|         |                     | £/ha        | 20,000     | 20,000       | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         |                     | Uplift £/ha | 350,000    | 350,000      | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         |                     | 20.00%      | 4,000      | 4,000        | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      |            |            |            |            |            |            |            |
|         |                     | Site Cost   | 74,800     | 74,800       | 74,800     | 74,800     | 74,800     | 74,800     | 74,800     | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    |
|         | Stamp Duty (on VT)  | 4.00%       | 2,992      | 2,992        | 2,992      | 2,992      | 2,992      | 2,992      | 2,992      | 9,600      | 9,600      | 9,600      | 9,600      | 9,600      | 9,600      | 9,600      |
|         | Acquisition         | 1.50%       | 1,122      | 1,122        | 1,122      | 1,122      | 1,122      | 1,122      | 1,122      | 3,600      | 3,600      | 3,600      | 3,600      | 3,600      | 3,600      | 3,600      |
|         | Strategic Promotion |             |            | 0            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | Pre Planning        |             | 10,000     | 10,000       | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Construction        | /m2         | 1 740      | 1 740        | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      | 1 740      |
|         | construction        | , <u>-</u>  | 1.740.000  | 1.740.000    | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  | 1.740.000  |
|         | Infrastructure      | 15.00%      | 261.000    | 261.000      | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    | 261.000    |
|         | Abnormals           | 5.00%       |            |              | . ,        |            |            |            |            | 87.000     | 87.000     | 87.000     | 87.000     | 87.000     | 87.000     | 87.000     |
|         | Fees                | 8.00%       | 160.080    | 160.080      | 160.080    | 160.080    | 160.080    | 160.080    | 160.080    | 167.040    | 167.040    | 167.040    | 167.040    | 167.040    | 167.040    | 167.040    |
|         | S106                |             |            | 0            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | CIL                 |             | 0          | 20,000       | 40,000     | 60,000     | 80,000     | 100,000    | 120,000    | 0          | 20,000     | 40,000     | 60,000     | 80,000     | 100,000    | 120,000    |
|         | Contingency         | 2.5% & 5%   | 50,025     | 50,025       | 50,025     | 50,025     | 50,025     | 50,025     | 50,025     | 104,400    | 104,400    | 104,400    | 104,400    | 104,400    | 104,400    | 104,400    |
|         | Finance Costs       |             | 15,000     | 15,000       | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     | 15,000     |
|         | Sales               | 2.50%       | 33,750     | 33,750       | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     | 33,750     |
|         | Misc. Financial     |             | 10,000     | 10,000       | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Subtotal            |             | 2,283,969  | 2,303,969    | 2,323,969  | 2,343,969  | 2,363,969  | 2,383,969  | 2,403,969  | 2,441,390  | 2,461,390  | 2,481,390  | 2,501,390  | 2,521,390  | 2,541,390  | 2,561,390  |
|         | Interest            | 6.00%       | 68,519     | 69,119       | 69,719     | 70,319     | 70,919     | 71,519     | 72,119     | 73,242     | 73,842     | 74,442     | 75,042     | 75,642     | 76,242     | 76,842     |
|         | Profit % GDC        | 20.00%      | 470,498    | 474,618      | 478,738    | 482,858    | 486,978    | 491,098    | 495,218 0  | 502,926    | 507,046    | 511,166    | 515,286    | 519,406    | 523,526    | 527,646    |
|         | COSTS               |             | 2,822,986  | 2,847,706    | 2,872,426  | 2,897,146  | 2,921,866  | 2,946,586  | 2,971,306  | 3,017,558  | 3,042,278  | 3,066,998  | 3,091,718  | 3,116,438  | 3,141,158  | 3,165,878  |
| Residua | l Land Worth        | Site        | -244,486   | -269,206     | -293,926   | -318,646   | -343,366   | -368,086   | -392,806   | -439,058   | -463,778   | -488,498   | -513,218   | -537,938   | -562,658   | -587,378   |
|         | Eviating Lies Value | C /ba       | 20.000     | 20.000       | 20.000     | 20.000     | 20,000     | 20.000     | 20.000     | 1 200 000  | 1 200 000  | 1 200 000  | 1 200 000  | 1 200 000  | 1 200 000  | 1 200 000  |
|         | Viability Throshold | £/11d       | 20,000     | 20,000       | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         | Residual Value      | £/lia       | -1 222 429 | -1 346 029   | -1 469 629 | -1 593 229 | -1 716 829 | -1 840 429 | -1 964 028 | -2 195 290 | -2 318 800 | -2 442 490 | -2 566 090 | -2 689 690 | -2 813 200 | -2 936 890 |
|         |                     | 2/110       | 1,222,720  | 1,040,020    | 1,405,020  | 1,555,220  | 1,710,020  | 1,040,420  | 1,004,020  | 2,100,200  | 2,510,000  | 2,442,400  | 2,500,050  | 2,005,050  | 2,013,230  | 2,550,050  |
## **Offices - Central**

|         |                     | Gi          | reenfield  |            |            |            |             |             | E           | Brownfield  |             |              |                                         |             |             |             |
|---------|---------------------|-------------|------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|--------------|-----------------------------------------|-------------|-------------|-------------|
|         |                     | CIL £/m2    | 0          | 20         | 40         | 60         | 80          | 100         | 120         | 0           | 20          | 40           | 60                                      | 80          | 100         | 120         |
| Income  | m2                  |             | 1000       | 1,000      | 1,000      | 1,000      | 1,000       | 1,000       | 1,000       | 1,000       | 1,000       | 1,000        | 1,000                                   | 1,000       | 1,000       | 1,000       |
|         | £/m2                |             | 3,000      | 3,000      | 3,000      | 3,000      | 3,000       | 3,000       | 3,000       | 3,000       | 3,000       | 3,000        | 3,000                                   | 3,000       | 3,000       | 3,000       |
|         | Capital Value       | 90.00%      | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000  | 2,700,000   | 2,700,000   | 2,700,000   | 2,700,000   | 2,700,000   | 2,700,000    | 2,700,000                               | 2,700,000   | 2,700,000   | 2,700,000   |
|         | Buyers Costs        | 4.50%       | 121,500    | 121,500    | 121,500    | 121,500    | 121,500     | 121,500     | 121,500     | 121,500     | 121,500     | 121,500      | 121,500                                 | 121,500     | 121,500     | 121,500     |
|         | Capital Value       |             | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500  | 2,578,500   | 2,578,500   | 2,578,500   | 2,578,500   | 2,578,500   | 2,578,500    | 2,578,500                               | 2,578,500   | 2,578,500   | 2,578,500   |
| Costs   | Land Used           | Coverage    | 75%        | 75%        | 75%        | 75%        | 75%         | 75%         | 75%         | 75%         | 75%         | 75%          | 75%                                     | 75%         | 75%         | 75%         |
|         |                     | ha          | 0.033      | 0.033      | 0.033      | 0.033      | 0.033       | 0.033       | 0.033       | 0.033       | 0.033       | 0.033        | 0.033                                   | 0.033       | 0.033       | 0.033       |
|         |                     | £/ha        | 20,000     | 20,000     | 20,000     | 20,000     | 20,000      | 20,000      | 20,000      | 1,200,000   | 1,200,000   | 1,200,000    | 1,200,000                               | 1,200,000   | 1,200,000   | 1,200,000   |
|         |                     | Uplift £/ha | 350,000    | 350,000    | 350,000    | 350,000    | 350,000     | 350,000     | 350,000     | 0           | 0           | 0            | 0                                       | 0           | 0           | 0           |
|         |                     | 20.00%      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000       | 4,000       | 4,000       |             |             |              |                                         |             |             |             |
|         |                     | Site Cost   | 12,467     | 12,467     | 12,467     | 12,467     | 12,467      | 12,467      | 12,467      | 40,000      | 40,000      | 40,000       | 40,000                                  | 40,000      | 40,000      | 40,000      |
|         | Stamp Duty (on VT)  | 4 00%       | 499        | 499        | 499        | 499        | 499         | 499         | 499         | 1 600       | 1 600       | 1 600        | 1 600                                   | 1 600       | 1 600       | 1 600       |
|         | Acquisition         | 1.50%       | 187        | 187        | 187        | 187        | 187         | 187         | 187         | 600         | 600         | 600          | 600                                     | 600         | 600         | 600         |
|         |                     |             |            |            |            |            |             |             |             |             |             |              |                                         |             |             |             |
|         | Strategic Promotion |             |            | 0          | 0          | 0          | 0           | 0           | 0           | 0           | 0           | 0            | 0                                       | 0           | 0           | 0           |
|         | Pre Planning        |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000      | 10,000      | 10,000      | 10,000      | 10,000      | 10,000       | 10,000                                  | 10,000      | 10,000      | 10,000      |
|         | Construction        | /m2         | 1,740      | 1,740      | 1,740      | 1,740      | 1,740       | 1,740       | 1,740       | 1,740       | 1,740       | 1,740        | 1,740                                   | 1,740       | 1,740       | 1,740       |
|         |                     | £           | 1,740,000  | 1,740,000  | 1,740,000  | 1,740,000  | 1,740,000   | 1,740,000   | 1,740,000   | 1,740,000   | 1,740,000   | 1,740,000    | 1,740,000                               | 1,740,000   | 1,740,000   | 1,740,000   |
|         | Infrastructure      | 15.00%      | 261,000    | 261,000    | 261,000    | 261,000    | 261,000     | 261,000     | 261,000     | 261,000     | 261,000     | 261,000      | 261,000                                 | 261,000     | 261,000     | 261,000     |
|         | Abnormals           | 5.00%       |            |            |            |            |             |             |             | 87,000      | 87,000      | 87,000       | 87,000                                  | 87,000      | 87,000      | 87,000      |
|         | Fees                | 8.00%       | 160,080    | 160,080    | 160,080    | 160,080    | 160,080     | 160,080     | 160,080     | 167,040     | 167,040     | 167,040      | 167,040                                 | 167,040     | 167,040     | 167,040     |
|         | S106                |             |            | 0          | 0          | 0          | 0           | 0           | 0           | 0           | 0           | 0            | 0                                       | 0           | 0           | 0           |
|         | CIL                 |             | 0          | 20,000     | 40,000     | 60,000     | 80,000      | 100,000     | 120,000     | 0           | 20,000      | 40,000       | 60,000                                  | 80,000      | 100,000     | 120,000     |
|         | Contingency         | 2.5% & 5%   | 50,025     | 50,025     | 50,025     | 50,025     | 50,025      | 50,025      | 50,025      | 104,400     | 104,400     | 104,400      | 104,400                                 | 104,400     | 104,400     | 104,400     |
|         | Finance Costs       |             | 15,000     | 15,000     | 15,000     | 15,000     | 15,000      | 15,000      | 15,000      | 15,000      | 15,000      | 15,000       | 15,000                                  | 15,000      | 15,000      | 15,000      |
|         | Sales               | 2.50%       | 33,750     | 33,750     | 33,750     | 33,750     | 33,750      | 33,750      | 33,750      | 33,750      | 33,750      | 33,750       | 33,750                                  | 33,750      | 33,750      | 33,750      |
|         | Misc. Financial     |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000      | 10,000      | 10,000      | 10,000      | 10,000      | 10,000       | 10,000                                  | 10,000      | 10,000      | 10,000      |
|         | Subtotal            |             | 2,280,541  | 2,300,541  | 2,320,541  | 2,340,541  | 2,360,541   | 2,380,541   | 2,400,541   | 2,430,390   | 2,450,390   | 2,470,390    | 2,490,390                               | 2,510,390   | 2,530,390   | 2,550,390   |
|         | Interest            | 6.00%       | 68,416     | 69,016     | 69,616     | 70,216     | 70,816      | 71,416      | 72,016      | 72,912      | 73,512      | 74,112       | 74,712                                  | 75,312      | 75,912      | 76,512      |
|         | Profit % GDC        | 20.00%      | 469,791    | 473,911    | 478,031    | 482,151    | 486,271     | 490,391     | 494,511 0   | 500,660     | 504,780     | 508,900      | 513,020                                 | 517,140     | 521,260     | 525,380     |
|         | COSTS               |             | 2,818,748  | 2,843,468  | 2,868,188  | 2,892,908  | 2,917,628   | 2,942,348   | 2,967,068   | 3,003,962   | 3,028,682   | 3,053,402    | 3,078,122                               | 3,102,842   | 3,127,562   | 3,152,282   |
| Residua | l Land Worth        | Site        | -240,248   | -264,968   | -289,688   | -314,408   | -339,128    | -363,848    | -388,568    | -425,462    | -450,182    | -474,902     | -499,622                                | -524,342    | -549,062    | -573,782    |
|         | Existing Lico Value | £ /ba       | 20.000     | 20.000     | 20.000     | 20.000     | 20.000      | 20.000      | 20,000      | 1 200 000   | 1 200 000   | 1 200 000    | 1 200 000                               | 1 200 000   | 1 200 000   | 1 200 000   |
|         | Viability Threshold | £/11d       | 20,000     | 20,000     | 20,000     | 20,000     | 20,000      | 20,000      | 20,000      | 1 200,000   | 1 200,000   | 1,200,000    | 1 200,000                               | 1,200,000   | 1,200,000   | 1,200,000   |
|         | Residual Value      | f/ha        | -7 207 448 | -7 949 048 | -8 690 648 | -9 432 248 | -10 173 848 | -10 915 448 | -11 657 048 | -12 763 861 | -13 505 461 | -14 247 061  | -14 988 661                             | -15 730 261 | -16 471 861 | -17 213 461 |
|         |                     | -,          | 1,201,110  | 1,5.5,5.0  | 0,000,010  | 5, 152,270 | 10,1,0,0,0  | 10,010, 10  | 11,001,010  | 12,700,001  | 10,000,001  | 1,1,2,1,,001 | 1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 10,700,201  | 10, 1,001   | 17,210,701  |

## Large Industrial

| -       |                     | Gr          | eenfield   |            |            |            |            |            | В          | rownfield  |            |            |            |            |            |            |
|---------|---------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|         |                     | CIL £/m2    | 0          | 20         | 40         | 60         | 80         | 100        | 120        | 0          | 20         | 40         | 60         | 80         | 100        | 120        |
| Income  | m2                  |             | 2000       | 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                |             | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      |
|         | Capital Value       | 95.00%      | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  | 1,900,000  |
|         | Buyers Costs        | 4.50%       | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     | 85,500     |
|         | Capital Value       |             | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  | 1,814,500  |
|         |                     |             |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Costs   | Land Used           | Coverage    | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        | 40%        |
|         |                     | ha          | 0.500      | 0.500      | 0.500      | 0.500      | 0.500      | 0.500      | 0.500 #    | 0.500      | 0.500      | 0.500      | 0.500      | 0.500      | 0.500      | 0.500      |
|         |                     | £/ha        | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         |                     | Uplift £/ha | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         |                     | 20.00%      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      |            |            |            |            |            |            |            |
|         |                     | Site Cost   | 187,000    | 187,000    | 187,000    | 187,000    | 187,000    | 187,000    | 187,000    | 600,000    | 600,000    | 600,000    | 600,000    | 600,000    | 600,000    | 600,000    |
|         | Stamp Duty (on VT)  | 4.00%       | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 24,000     | 24,000     | 24,000     | 24,000     | 24,000     | 24,000     | 24,000     |
|         | Acquisition         | 1.50%       | 2,805      | 2,805      | 2,805      | 2,805      | 2,805      | 2,805      | 2,805      | 9,000      | 9,000      | 9,000      | 9,000      | 9,000      | 9,000      | 9,000      |
|         |                     |             |            |            |            |            | _          | _          | _          |            |            |            |            |            | _          |            |
|         | Strategic Promotion |             |            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | Pre Planning        |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Construction        | /m2         | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        |
|         |                     | £           | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  | 1,790,000  |
|         | Infrastructure      | 15.00%      | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    | 268,500    |
|         | Abnormals           | 5.00%       |            |            |            |            |            |            |            | 89,500     | 89,500     | 89,500     | 89,500     | 89,500     | 89,500     | 89,500     |
|         | Fees                | 8.00%       | 164,680    | 164,680    | 164,680    | 164,680    | 164,680    | 164,680    | 164,680    | 171,840    | 171,840    | 171,840    | 171,840    | 171,840    | 171,840    | 171,840    |
|         | S106                |             |            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | CIL                 |             | 0          | 40,000     | 80,000     | 120,000    | 160,000    | 200,000    | 240,000    | 0          | 40,000     | 80,000     | 120,000    | 160,000    | 200,000    | 240,000    |
|         | Contingency         | 2.5% & 5%   | 51,463     | 51,463     | 51,463     | 51,463     | 51,463     | 51,463     | 51,463     | 107,400    | 107,400    | 107,400    | 107,400    | 107,400    | 107,400    | 107,400    |
|         | Einance Costs       |             | 10.000     | 10,000     | 10.000     | 10.000     | 10,000     | 10.000     | 10.000     | 10,000     | 10.000     | 10.000     | 10.000     | 10.000     | 10,000     | 10.000     |
|         | Sales               | 2 50%       | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     | 22 750     |
|         | Misc Financial      | 2.5078      | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10 000     | 10 000     | 10,000     | 10,000     | 10,000     | 10 000     | 10 000     |
|         | Wilse. I manelai    |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Subtotal            |             | 2,338,678  | 2,378,678  | 2,418,678  | 2,458,678  | 2,498,678  | 2,538,678  | 2,578,678  | 2,513,990  | 2,553,990  | 2,593,990  | 2,633,990  | 2,673,990  | 2,713,990  | 2,753,990  |
|         | Interest            | 6.00%       | 70.160     | 71.360     | 72.560     | 73.760     | 74.960     | 76.160     | 77.360     | 75.420     | 76.620     | 77.820     | 79.020     | 80.220     | 81.420     | 82.620     |
|         | Profit % GDC        | 20.00%      | 481,768    | 490,008    | 498,248    | 506,488    | 514,728    | 522,968    | 531,208 0  | 517,882    | 526,122    | 534,362    | 542,602    | 550,842    | 559,082    | 567,322    |
|         |                     |             |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
|         | COSTS               |             | 2,890,605  | 2,940,045  | 2,989,485  | 3,038,925  | 3,088,365  | 3,137,805  | 3,187,245  | 3,107,292  | 3,156,732  | 3,206,172  | 3,255,612  | 3,305,052  | 3,354,492  | 3,403,932  |
| Residua | l Land Worth        | Site        | -1,076,105 | -1,125,545 | -1,174,985 | -1,224,425 | -1,273,865 | -1,323,305 | -1,372,745 | -1,292,792 | -1,342,232 | -1,391,672 | -1,441,112 | -1,490,552 | -1,539,992 | -1,589,432 |
|         |                     |             |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
|         | Existing Use Value  | £/ha        | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         | Viability Threshold | £/ha        | 374,000    | 374,000    | 374,000    | 374,000    | 374,000    | 374,000    | 374,000    | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         | Residual Value      | £/ha        | -2,152,211 | -2,251,091 | -2,349,971 | -2,448,851 | -2,547,731 | -2,646,611 | -2,745,491 | -2,585,583 | -2,684,463 | -2,783,343 | -2,882,223 | -2,981,103 | -3,079,983 | -3,178,863 |

## Small Industrial

|         |                     | G           | reenfield  |            |            |            |            |            | Br         | ownfield   |            |            |            |            |            |            |
|---------|---------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|         |                     | CIL £/m2    | 0          | 20         | 40         | 60         | 80         | 100        | 120        | 0          | 20         | 40         | 60         | 80         | 100        | 120        |
| Income  | m2                  |             | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        | 400        |
|         | £/m2                |             | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      | 1,000      |
|         | Capital Value       | 95.00%      | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    | 380,000    |
|         | Buyers Costs        | 4.50%       | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     | 17,100     |
|         | Capital Value       |             | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    | 362,900    |
|         |                     | _           |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Costs   | Land Used           | Coverage    | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        | 50%        |
|         |                     | ha          | 0.080      | 0.080      | 0.080      | 0.080      | 0.080      | 0.080      | 0.080 #    | 0.080      | 0.080      | 0.080      | 0.080      | 0.080      | 0.080      | 0.080      |
|         |                     | £/ha        | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  | 1,200,000  |
|         |                     | Uplift £/ha | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         |                     | 20.00%      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      |            |            |            |            |            |            |            |
|         |                     | Site Cost   | 29,920     | 29,920     | 29,920     | 29,920     | 29,920     | 29,920     | 29,920     | 96,000     | 96,000     | 96,000     | 96,000     | 96,000     | 96,000     | 96,000     |
|         | Stamp Duty (on VT)  | 4.00%       | 1 197      | 1 197      | 1 197      | 1 197      | 1 197      | 1 197      | 1 197      | 3 840      | 3 840      | 3 840      | 3 840      | 3 840      | 3 840      | 3 840      |
|         | Acquisition         | 1 50%       | 449        | 449        | 449        | 449        | 449        | 449        | 449        | 1 440      | 1 440      | 1 440      | 1 440      | 1 440      | 1 440      | 1 440      |
|         | requisition         | 1.5076      |            | 115        | 115        |            | 115        | 115        | 115        | 2,110      | 2,110      | 2,110      | 2,110      | 2,110      | 2)110      | 2,110      |
|         | Strategic Promotion |             |            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | Pre Planning        |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | -                   | _           |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
|         | Construction        | /m2         | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        | 895        |
|         |                     | £           | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    | 358,000    |
|         | Infrastructure      | 15.00%      | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     | 53,700     |
|         | Abnormals           | 5.00%       |            |            |            |            |            |            |            | 17,900     | 17,900     | 17,900     | 17,900     | 17,900     | 17,900     | 17,900     |
|         | Fees                | 8.00%       | 32,936     | 32,936     | 32,936     | 32,936     | 32,936     | 32,936     | 32,936     | 34,368     | 34,368     | 34,368     | 34,368     | 34,368     | 34,368     | 34,368     |
|         | S106                |             |            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|         | CIL                 |             | 0          | 8,000      | 16,000     | 24,000     | 32,000     | 40,000     | 48,000     | 0          | 8,000      | 16,000     | 24,000     | 32,000     | 40,000     | 48,000     |
|         | Contingency         | 2.5% & 5%   | 10,293     | 10,293     | 10,293     | 10,293     | 10,293     | 10,293     | 10,293     | 21,480     | 21,480     | 21,480     | 21,480     | 21,480     | 21,480     | 21,480     |
|         | Einanco Costs       |             | 10.000     | 10,000     | 10,000     | 10.000     | 10.000     | 10.000     | 10,000     | 10,000     | 10.000     | 10.000     | 10.000     | 10.000     | 10.000     | 10,000     |
|         | Finance Costs       | 2 50%       | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 4 750      | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Miss Einansial      | 2.50%       | 4,750      | 4,730      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      | 4,750      |
|         | WISC. FILIAIICIAI   |             | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     |
|         | Subtotal            |             | 491,324    | 499,324    | 507,324    | 515,324    | 523,324    | 531,324    | 539,324    | 525,478    | 533,478    | 541,478    | 549,478    | 557,478    | 565,478    | 573,478    |
|         | Interest            | 6.00%       | 14,740     | 14,980     | 15.220     | 15,460     | 15,700     | 15,940     | 16.180     | 15.764     | 16.004     | 16.244     | 16.484     | 16.724     | 16.964     | 17.204     |
|         | Profit % GDC        | 20.00%      | 101.213    | 102.861    | 104,509    | 106.157    | 107.805    | 109.453    | 111.101 0  | 108.248    | 109.896    | 111.544    | 113,192    | 114.840    | 116.488    | 118.136    |
|         |                     | 2010070     | 101,210    | 102,001    | 10 1,505   | 100,107    | 107,000    | 100,100    | 111,101 0  | 100,210    | 100,000    | 111,011    | 110,152    | 11,010     | 110,100    | 110,100    |
|         | COSTS               |             | 607,277    | 617,165    | 627,053    | 636,941    | 646,829    | 656,717    | 666,605    | 649,491    | 659,379    | 669,267    | 679,155    | 689,043    | 698,931    | 708,819    |
| Desid.  | Li di Maranta       | <b>C</b> 14 | 244.255    | 254.265    | 204 452    | 274.045    | 202.025    | 202.04-    | 202 705    | 200 501    | 200 470    | 200 207    | 246 255    | 226.442    | 226.021    | 245.010    |
| Residua | i Land Worth        | Site        | -244,377   | -254,265   | -264,153   | -274,041   | -283,929   | -293,817   | -303,705   | -286,591   | -296,479   | -306,367   | -316,255   | -326,143   | -336,031   | -345,919   |
|         | Existing Use Value  | £/ha        | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 1.200.000  | 1.200.000  | 1.200.000  | 1.200.000  | 1.200.000  | 1.200.000  | 1.200.000  |
|         | Viability Threshold | £/ha        | 374,000    | 374.000    | 374.000    | 374,000    | 374.000    | 374,000    | 374.000    | 1,200,000  | 1.200.000  | 1,200,000  | 1.200.000  | 1,200,000  | 1.200.000  | 1,200,000  |
|         | Residual Value      | £/ha        | -3,054,707 | -3,178,307 | -3,301,907 | -3,425,507 | -3,549,107 | -3,672,707 | -3,796,307 | -3,582,385 | -3,705,985 | -3,829,585 | -3,953,185 | -4,076,785 | -4,200,385 | -4,323,985 |

| Sho  | ns - | Central |
|------|------|---------|
| 3110 | ມວ - | Central |

| Shops - Central                                                                                                                                                                                                                                                                                                                                                                                      |             |                   |                   |                   |                   |                   |                   |            |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |               |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------|
| Greenheid Brownlied   CL £/m2 120 40 60 90 120 140 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 150 < |             |                   |                   |                   |                   |                   |                   |            |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |               |
|                                                                                                                                                                                                                                                                                                                                                                                                      | CIL £/m2    | 125               | 20                | 40                | 60                | 80                | 100               | 120        | 140               | 160               | 180               | 200               | 125               | 20                | 40                | 60                | 80                | 100               | 120               | 140               | 160               | 180               | 2             |
| Income m2                                                                                                                                                                                                                                                                                                                                                                                            |             | 150               | 150               | 150               | 150               | 150               | 150               | 150        | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               | 150               |               |
| £/m2                                                                                                                                                                                                                                                                                                                                                                                                 | 400.000/    | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600      | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,600             | 4,6           |
| Capital Value                                                                                                                                                                                                                                                                                                                                                                                        | 100.00%     | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000    | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,000           | 690,0         |
| Capital Value                                                                                                                                                                                                                                                                                                                                                                                        | 4.50%       | 31,050<br>658,950 | 31,050<br>658,950 | 31,050<br>658,950 | 31,050<br>658,950 | 31,050<br>658,950 | 31,050<br>658,950 | 658,950    | 31,050<br>658,950 | 31,0<br>658,9 |
| sts Land Used                                                                                                                                                                                                                                                                                                                                                                                        | Coverage    | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%        | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 80%               | 8             |
|                                                                                                                                                                                                                                                                                                                                                                                                      | ha          | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019      | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.019             | 0.0           |
|                                                                                                                                                                                                                                                                                                                                                                                                      | £/ha        | 20,000            | 20,000            | 20,000            | 20,000            | 20,000            | 20,000            | 20,000     | 20,000            | 20,000            | 20,000            | 20,000            | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,0       |
|                                                                                                                                                                                                                                                                                                                                                                                                      | Uplift £/ha | 350,000           | 350,000           | 350,000           | 350,000           | 350,000           | 350,000           | 350,000    | 350,000           | 350,000           | 350,000           | 350,000           | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 |               |
|                                                                                                                                                                                                                                                                                                                                                                                                      | 20.00%      | 4.000             | 4.000             | 4.000             | 4.000             | 4.000             | 4,000             | 4.000      | 4.000             | 4.000             | 4,000             | 4.000             | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.000           | 800.0         |
|                                                                                                                                                                                                                                                                                                                                                                                                      | Site Cost   | 7,013             | 7,013             | 7,013             | 7,013             | 7,013             | 7,013             | 7,013      | 7,013             | 7,013             | 7,013             | 7,013             | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,000            | 90,00         |
| Stamp Duty (on VT)                                                                                                                                                                                                                                                                                                                                                                                   | 4.00%       | 281               | 281               | 281               | 281               | 281               | 281               | 281        | 281               | 281               | 281               | 281               | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,600             | 3,61          |
| Acquisition                                                                                                                                                                                                                                                                                                                                                                                          | 1.50%       | 105               | 105               | 105               | 105               | 105               | 105               | 105        | 105               | 105               | 105               | 105               | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,350             | 1,35          |
| Strategic Promotion                                                                                                                                                                                                                                                                                                                                                                                  |             |                   | 0                 | 0                 | 0                 | 0                 | 0                 | 0          | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 | 0                 |               |
| Pre Planning                                                                                                                                                                                                                                                                                                                                                                                         |             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000      | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,000             | 5,00          |
| Construction                                                                                                                                                                                                                                                                                                                                                                                         | /m2         | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096      | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,096             | 1,09          |
|                                                                                                                                                                                                                                                                                                                                                                                                      | 1 AF 000/   | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400    | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,400           | 164,40        |
| Intrastructure                                                                                                                                                                                                                                                                                                                                                                                       | 15.00%      | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660     | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,660            | 24,6          |
| Abhormais                                                                                                                                                                                                                                                                                                                                                                                            | 5.00%       | 15 135            | 15 135            | 15 135            | 15 135            | 15 135            | 15 135            | 15 135     | 15 135            | 15 135            | 15 135            | 15 135            | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,220             | 8,2           |
| rees<br>stoc                                                                                                                                                                                                                                                                                                                                                                                         | 8.00%       | 13,123            | 13,123            | 15,125            | 15,125            | 15,125            | 15,125            | 13,123     | 15,125            | 15,125            | 15,125            | 13,123            | 15,762            | 15,782            | 15,762            | 15,782            | 15,782            | 15,782            | 15,782            | 15,782            | 15,762            | 15,762            | 15,7          |
| 3108                                                                                                                                                                                                                                                                                                                                                                                                 |             | 19 750            | 2 000             | 6.000             | 9.000             | 12 000            | 15.000            | 18.000     | 21.000            | 24.000            | 27.000            | 20,000            | 19 750            | 2 000             | 6.000             | 9.000             | 12 000            | 15.000            | 18.000            | 21.000            | 24.000            | 27.000            | 20.0          |
| Contingency                                                                                                                                                                                                                                                                                                                                                                                          | 2.5% & 5%   | 4,727             | 4,727             | 4,727             | 4,727             | 4,727             | 4,727             | 4,727      | 4,727             | 4,727             | 4,727             | 4,727             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,864             | 9,8           |
| Finance Costs                                                                                                                                                                                                                                                                                                                                                                                        |             | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000     | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,0          |
| Sales                                                                                                                                                                                                                                                                                                                                                                                                | 2.50%       | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625      | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,625             | 8,6           |
| Misc. Financial                                                                                                                                                                                                                                                                                                                                                                                      |             | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000     | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,000            | 10,0          |
| Subtotal                                                                                                                                                                                                                                                                                                                                                                                             |             | 261,672           | 245,922           | 248,922           | 251,922           | 254,922           | 257,922           | 260,922    | 263,922           | 266,922           | 269,922           | 272,922           | 280,251           | 264,501           | 267,501           | 270,501           | 273,501           | 276,501           | 279,501           | 282,501           | 285,501           | 288,501           | 291,50        |
| Interest                                                                                                                                                                                                                                                                                                                                                                                             | 6.00%       | 7,850             | 7,378             | 7,468             | 7,558             | 7,648             | 7,738             | 7,828      | 7,918             | 8,008             | 8,098             | 8,188             | 8,408             | 7,935             | 8,025             | 8,115             | 8,205             | 8,295             | 8,385             | 8,475             | 8,565             | 8,655             | 8,7           |
| Profit % GDC                                                                                                                                                                                                                                                                                                                                                                                         | 20.00%      | 53,904            | 50,660            | 51,278            | 51,896            | 52,514            | 53,132            | 53,750     | 54,368            | 54,986            | 55,604            | 56,222            | 57,732            | 54,487            | 55,105            | 55,723            | 56,341            | 56,959            | 57,577            | 58,195            | 58,813            | 59,431            | 60,04         |
| COSTS                                                                                                                                                                                                                                                                                                                                                                                                |             | 323,427           | 303,960           | 307,668           | 311,376           | 315,084           | 318,792           | 322,500    | 326,208           | 329,916           | 333,624           | 337,332           | 346,391           | 326,924           | 330,632           | 334,340           | 338,048           | 341,756           | 345,464           | 349,172           | 352,880           | 356,588           | 360,2         |
| esidual Land Worth                                                                                                                                                                                                                                                                                                                                                                                   | Site        | 335,523           | 354,990           | 351,282           | 347,574           | 343,866           | 340,158           | 336,450    | 332,742           | 329,034           | 325,326           | 321,618           | 312,559           | 332,026           | 328,318           | 324,610           | 320,902           | 317,194           | 313,486           | 309,778           | 306,070           | 302,362           | 298,6         |
| Existing Use Value                                                                                                                                                                                                                                                                                                                                                                                   | £/ha        | 20,000            | 20,000            | 20,000            | 20,000            | 20,000            | 20,000            | 20,000     | 20,000            | 20,000            | 20,000            | 20,000            | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,000         | 4,000,0       |
| Viability Threshold                                                                                                                                                                                                                                                                                                                                                                                  | £/ha        | 374,000           | 374,000           | 374,000           | 374,000           | 374,000           | 374,000           | 374,000    | 374,000           | 374,000           | 374,000           | 374,000           | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,000         | 4,800,00      |
| Residual Value                                                                                                                                                                                                                                                                                                                                                                                       | £/ha        | 17,894,583        | 18,932,823        | 18,735,063        | 18,537,303        | 18,339,543        | 18,141,783        | 17,944,023 | 17,746,263        | 17,548,503        | 17,350,743        | 17,152,983        | 16,669,828        | 17,708,068        | 17,510,308        | 17,312,548        | 17,114,788        | 16,917,028        | 16,719,268        | 16,521,508        | 16,323,748        | 16,125,988        | 15,928,22     |
|                                                                                                                                                                                                                                                                                                                                                                                                      |             |                   |                   | .,,               | .,,               |                   | ., ,              |            | , ,,              | ,,                | ,,                |                   |                   |                   | ,,                | ,. ,              |                   |                   |                   |                   |                   |                   |               |

| Shops - C       | Other          |             |            |           |           |           |           |           |           |           |           |           |           |            |           |           |           |           |           |           |           |           |           |           |
|-----------------|----------------|-------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                 | <b>C</b> 11    | u c/m2      | Greenfield | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 190       | 200       | Brownfield | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 190       | 200       |
| Income m2       | CI             |             | 125        | 150       | 150       | 150       | 150       | 150       | 120       | 140       | 150       | 150       | 150       | 123        | 150       | 150       | 150       | 150       | 150       | 120       | 140       | 150       | 150       | 150       |
| f/m2            |                |             | 2.700      | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700      | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2,700     | 2.700     | 2.700     |
| Capita          | al Value       | 100.00%     | 405,000    | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000    | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   | 405,000   |
| Buyer           | 's Costs       | 4.50%       | 18,225     | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225     | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    | 18,225    |
| Capita          | al Value       |             | 386,775    | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775    | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   | 386,775   |
| Costs Land      | Used           | Coverage    | 80%        | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%        | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       | 80%       |
|                 |                | ha          | 0.019      | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019      | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     | 0.019     |
|                 |                | £/ha        | 20,000     | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
|                 |                | Uplift £/ha | 350,000    | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|                 |                | 20.00%      | 4,000      | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 240,000    | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   |
|                 |                | Site Cost   | 7,013      | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 7,013     | 27,000     | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    | 27,000    |
| Stamp           | p Duty (on VT) | 4.00%       | 281        | 281       | 281       | 281       | 281       | 281       | 281       | 281       | 281       | 281       | 281       | 1,080      | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     | 1,080     |
| Acqui           | isition        | 1.50%       | 105        | 105       | 105       | 105       | 105       | 105       | 105       | 105       | 105       | 105       | 105       | 405        | 405       | 405       | 405       | 405       | 405       | 405       | 405       | 405       | 405       | 405       |
| Strate          | egic Promotion |             |            | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Pre Pl          | lanning        |             | 5,000      | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000      | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     |
| Const           | ruction        | /m2         | 1,096      | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096      | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     | 1,096     |
|                 |                | £           | 164,400    | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400    | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   | 164,400   |
| Infras          | tructure       | 15.00%      | 24,660     | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660     | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    | 24,660    |
| Abnor           | rmals          | 5.00%       |            |           |           |           |           |           |           |           |           |           |           | 8,220      | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     | 8,220     |
| Fees            |                | 8.00%       | 15,125     | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,125    | 15,782     | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    | 15,782    |
| \$106           |                | _           |            | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| CIL             |                | 2 50/ 8 50/ | 18,/50     | 3,000     | 6,000     | 9,000     | 12,000    | 15,000    | 18,000    | 21,000    | 24,000    | 27,000    | 30,000    | 18,/50     | 3,000     | 6,000     | 9,000     | 12,000    | 15,000    | 18,000    | 21,000    | 24,000    | 27,000    | 30,000    |
| Contin          | ngency         | 2.5% & 5%   | 4,727      | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 4,727     | 9,864      | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     | 9,864     |
| Finan           | ce Costs       |             | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    |
| Sales           |                | 2.50%       | 5,063      | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063      | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     | 5,063     |
| Misc.           | Financial      |             | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    |
| Subto           | otal           |             | 258,109    | 242,359   | 245,359   | 248,359   | 251,359   | 254,359   | 257,359   | 260,359   | 263,359   | 266,359   | 269,359   | 273,224    | 257,474   | 260,474   | 263,474   | 266,474   | 269,474   | 272,474   | 275,474   | 278,474   | 281,474   | 284,474   |
| Intere          | est            | 6.00%       | 7,743      | 7,271     | 7,361     | 7,451     | 7,541     | 7,631     | 7,721     | 7,811     | 7,901     | 7,991     | 8,081     | 8,197      | 7,724     | 7,814     | 7,904     | 7,994     | 8,084     | 8,174     | 8,264     | 8,354     | 8,444     | 8,534     |
| Profit          | % GDC          | 20.00%      | 53,171     | 49,926    | 50,544    | 51,162    | 51,780    | 52,398    | 53,016    | 53,634    | 54,252    | 54,870    | 55,488    | 56,284     | 53,040    | 53,658    | 54,276    | 54,894    | 55,512    | 56,130    | 56,748    | 57,366    | 57,984    | 58,602    |
| COST            | s              |             | 319,023    | 299,556   | 303,264   | 306,972   | 310,680   | 314,388   | 318,096   | 321,804   | 325,512   | 329,220   | 332,928   | 337,705    | 318,238   | 321,946   | 325,654   | 329,362   | 333,070   | 336,778   | 340,486   | 344,194   | 347,902   | 351,610   |
| Residual Land V | Worth          | Site        | 67,752     | 87,219    | 83,511    | 79,803    | 76,095    | 72,387    | 68,679    | 64,971    | 61,263    | 57,555    | 53,847    | 49,070     | 68,537    | 64,829    | 61,121    | 57,413    | 53,705    | 49,997    | 46,289    | 42,581    | 38,873    | 35,165    |
| Existir         | ng Use Value   | £/ha        | 20,000     | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
| Viabil          | ity Threshold  | £/ha        | 374,000    | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 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 |
| Residu          | ual Value      | £/ha        | 3,613,423  | 4,651,663 | 4,453,903 | 4,256,143 | 4,058,383 | 3,860,623 | 3,662,863 | 3,465,103 | 3,267,343 | 3,069,583 | 2,871,823 | 2,617,081  | 3,655,321 | 3,457,561 | 3,259,801 | 3,062,041 | 2,864,281 | 2,666,521 | 2,468,761 | 2,271,001 | 2,073,241 | 1,875,481 |
|                 |                |             |            |           |           |           |           |           |           |           |           |           |           |            |           |           |           |           |           |           |           |           |           |           |

| Supermarkets        | _           |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |
|---------------------|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                     | 0           | Freenfield |            |            |            |            |            |            |            |            |            |            | Brownfield |            |            |            |            |            |            |            |            |            |            |
| Incomo m2           | CIL £/m2    | 200        | 20         | 40         | 60         | 80         | 100        | 120        | 140        | 160        | 180        | 200        | 200        | 20         | 40         | 60         | 4 000      | 100        | 120        | 140        | 160        | 180        | 200        |
| f/m2                |             | 4000       | 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      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      |
| Capital Value       | 100.00%     | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18,000,000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 | 18.000.000 |
| Buyers Costs        | 4.50%       | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    | 810.000    |
| Capital Value       |             | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 | 17,190,000 |
| Costs Land Used     | Coverage    | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        | 30%        |
|                     | ha          | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      | 1.333      |
|                     | £/ha        | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 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  |
|                     | Uplift £/ha | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 350,000    | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
|                     | 20.00%      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 4,000      | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    | 240,000    |
|                     | Site Cost   | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 498,667    | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  | 1,920,000  |
| Stamp Duty (on VT)  | 4.00%       | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 19,947     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     | 76,800     |
| Acquisition         | 1.50%       | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 7,480      | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     | 28,800     |
| Strategic Promotion |             |            | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Pre Planning        |             | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     | 20,000     |
| Construction        | /m2         | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      | 1,469      |
|                     | £           | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  | 5,876,000  |
| Infrastructure      | 15.00%      | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    | 881,400    |
| Abnormals           | 5.00%       |            |            |            |            |            |            |            |            |            |            |            | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    | 293,800    |
| Fees                | 8.00%       | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 540,592    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    | 564,096    |
| 5106                |             | 000.000    | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 720.000    | 0          |
| Contingency         | 2.5% & 5%   | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 168,935    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    | 352,560    |
| Finance Costs       |             | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     | 50.000     |
| Sales               | 2.50%       | 225.000    | 225,000    | 225.000    | 225.000    | 225.000    | 225.000    | 225,000    | 225.000    | 225.000    | 225.000    | 225.000    | 225.000    | 225.000    | 225,000    | 225.000    | 225,000    | 225.000    | 225,000    | 225.000    | 225.000    | 225.000    | 225.000    |
| Misc. Financial     |             | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     |
| Subtotal            |             | 8,614,354  | 7,894,354  | 7,974,354  | 8,054,354  | 8,134,354  | 8,214,354  | 8,294,354  | 8,374,354  | 8,454,354  | 8,534,354  | 8,614,354  | 9,193,456  | 8,473,456  | 8,553,456  | 8,633,456  | 8,713,456  | 8,793,456  | 8,873,456  | 8,953,456  | 9,033,456  | 9,113,456  | 9,193,456  |
| Interest            | 6.00%       | 258,431    | 236,831    | 239,231    | 241,631    | 244,031    | 246,431    | 248,831    | 251,231    | 253,631    | 256,031    | 258,431    | 275,804    | 254,204    | 256,604    | 259,004    | 261,404    | 263,804    | 266,204    | 268,604    | 271,004    | 273,404    | 275,804    |
| Profit % GDC        | 20.00%      | 1,774,557  | 1,626,237  | 1,642,717  | 1,659,197  | 1,675,677  | 1,692,157  | 1,708,637  | 1,725,117  | 1,741,597  | 1,758,077  | 1,774,557  | 1,893,852  | 1,745,532  | 1,762,012  | 1,778,492  | 1,794,972  | 1,811,452  | 1,827,932  | 1,844,412  | 1,860,892  | 1,877,372  | 1,893,852  |
| COSTS               |             | 10,647,341 | 9,757,421  | 9,856,301  | 9,955,181  | 10,054,061 | 10,152,941 | 10,251,821 | 10,350,701 | 10,449,581 | 10,548,461 | 10,647,341 | 11,363,112 | 10,473,192 | 10,572,072 | 10,670,952 | 10,769,832 | 10,868,712 | 10,967,592 | 11,066,472 | 11,165,352 | 11,264,232 | 11,363,112 |
| Residual Land Worth | Site        | 6,542,659  | 7,432,579  | 7,333,699  | 7,234,819  | 7,135,939  | 7,037,059  | 6,938,179  | 6,839,299  | 6,740,419  | 6,641,539  | 6,542,659  | 5,826,888  | 6,716,808  | 6,617,928  | 6,519,048  | 6,420,168  | 6,321,288  | 6,222,408  | 6,123,528  | 6,024,648  | 5,925,768  | 5,826,888  |
| Existing Use Value  | £/ha        | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 20.000     | 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  |
| Viability Threshold | £/ha        | 374.000    | 374.000    | 374.000    | 374.000    | 374.000    | 374.000    | 374.000    | 374.000    | 374,000    | 374.000    | 374.000    | 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  |
| Residual Value      | £/ha        | 4,906,994  | 5,574,434  | 5,500,274  | 5,426,114  | 5,351,954  | 5,277,794  | 5,203,634  | 5,129,474  | 5,055,314  | 4,981,154  | 4,906,994  | 4,370,166  | 5,037,606  | 4,963,446  | 4,889,286  | 4,815,126  | 4,740,966  | 4,666,806  | 4,592,646  | 4,518,486  | 4,444,326  | 4,370,166  |
|                     |             |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |            |

| Sma                                                                                                                                                                                                                                                                                                                                                      | ller Supermar       | rkets       |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Brownfield   CIL @r/z 200 20 40 6 800 1000000   Income m2 1200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 1,200 |                     |             |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|                                                                                                                                                                                                                                                                                                                                                          |                     | CIL £/m2    | 200       | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       | 200       | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       |
| Income                                                                                                                                                                                                                                                                                                                                                   | e m2<br>£/m7        |             | 2 700     | 2,200     | 2,200     | 2,200     | 2,200     | 2,200     | 1,200     | 2,200     | 2 700     | 2 700     | 1,200     | 1,200     | 2 700     | 1,200     | 2 700     | 2,200     | 2,200     | 1,200     | 1,200     | 2,200     | 2 700     | 1,200     |
|                                                                                                                                                                                                                                                                                                                                                          | Canital Value       | 100.00%     | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 | 4 440 000 |
|                                                                                                                                                                                                                                                                                                                                                          | Buyers Costs        | 4.50%       | 199.800   | 199.800   | 199.800   | 199.800   | 199.800   | 199.800   | 199,800   | 199.800   | 199.800   | 199.800   | 199.800   | 199,800   | 199.800   | 199.800   | 199.800   | 199,800   | 199.800   | 199,800   | 199.800   | 199.800   | 199.800   | 199.800   |
|                                                                                                                                                                                                                                                                                                                                                          | Capital Value       |             | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 | 4,240,200 |
| Costs                                                                                                                                                                                                                                                                                                                                                    | Land Used           | Coverage    | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       | 30%       |
|                                                                                                                                                                                                                                                                                                                                                          |                     | ha          | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     | 0.400     |
|                                                                                                                                                                                                                                                                                                                                                          |                     | £/ha        | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
|                                                                                                                                                                                                                                                                                                                                                          |                     | Uplift £/ha | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|                                                                                                                                                                                                                                                                                                                                                          |                     | 20.00%      | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   |
|                                                                                                                                                                                                                                                                                                                                                          |                     | Site Cost   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 149,600   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   | 576,000   |
|                                                                                                                                                                                                                                                                                                                                                          | Stamp Duty (on VT)  | 4.00%       | 5.984     | 5.984     | 5,984     | 5,984     | 5.984     | 5.984     | 5.984     | 5.984     | 5.984     | 5.984     | 5.984     | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    | 23.040    |
|                                                                                                                                                                                                                                                                                                                                                          | Acquisition         | 1.50%       | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 2,244     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     | 8,640     |
|                                                                                                                                                                                                                                                                                                                                                          | Strategic Promotion |             |           | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|                                                                                                                                                                                                                                                                                                                                                          | Pre Planning        |             | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    |
|                                                                                                                                                                                                                                                                                                                                                          | Construction        | /m2         | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     | 1,469     |
|                                                                                                                                                                                                                                                                                                                                                          |                     | £           | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 | 1,762,800 |
|                                                                                                                                                                                                                                                                                                                                                          | Infrastructure      | 15.00%      | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   | 264,420   |
|                                                                                                                                                                                                                                                                                                                                                          | Abnormals           | 5.00%       | 462.470   | 162 170   | 462.470   | 462.470   | 462.470   | 462.470   | 462.470   | 462.470   | 463.470   | 162 170   | 462.470   | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    | 88,140    |
|                                                                                                                                                                                                                                                                                                                                                          | Fees                | 8.00%       | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 162,178   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   | 169,229   |
|                                                                                                                                                                                                                                                                                                                                                          | 3106                |             | 240.000   | 24.000    | 48.000    | 72.000    | 96,000    | 120.000   | 144.000   | 168.000   | 192.000   | 216.000   | 240.000   | 240.000   | 24.000    | 48.000    | 72.000    | 96.000    | 120.000   | 144.000   | 168.000   | 192.000   | 216.000   | 240.000   |
|                                                                                                                                                                                                                                                                                                                                                          | Contingency         | 2.5% & 5%   | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 50,681    | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   | 105,768   |
|                                                                                                                                                                                                                                                                                                                                                          | Finance Costs       |             | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   | 100,000   |
|                                                                                                                                                                                                                                                                                                                                                          | Sales               | 2.50%       | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    | 55,500    |
|                                                                                                                                                                                                                                                                                                                                                          | Misc. Financial     |             | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    |
|                                                                                                                                                                                                                                                                                                                                                          | Subtotal            |             | 2,688,806 | 2,472,806 | 2,496,806 | 2,520,806 | 2,544,806 | 2,568,806 | 2,592,806 | 2,616,806 | 2,640,806 | 2,664,806 | 2,688,806 | 2,862,537 | 2,646,537 | 2,670,537 | 2,694,537 | 2,718,537 | 2,742,537 | 2,766,537 | 2,790,537 | 2,814,537 | 2,838,537 | 2,862,537 |
|                                                                                                                                                                                                                                                                                                                                                          | Interest            | 6.00%       | 80,664    | 74,184    | 74,904    | 75,624    | 76,344    | 77,064    | 77,784    | 78,504    | 79,224    | 79,944    | 80,664    | 85,876    | 79,396    | 80,116    | 80,836    | 81,556    | 82,276    | 82,996    | 83,716    | 84,436    | 85,156    | 85,876    |
|                                                                                                                                                                                                                                                                                                                                                          | Profit % GDC        | 20.00%      | 553,894   | 509,398   | 514,342   | 519,286   | 524,230   | 529,174   | 534,118   | 539,062   | 544,006   | 548,950   | 553,894   | 589,683   | 545,187   | 550,131   | 555,075   | 560,019   | 564,963   | 569,907   | 574,851   | 579,795   | 584,739   | 589,683   |
|                                                                                                                                                                                                                                                                                                                                                          | COSTS               |             | 3,323,364 | 3,056,388 | 3,086,052 | 3,115,716 | 3,145,380 | 3,175,044 | 3,204,708 | 3,234,372 | 3,264,036 | 3,293,700 | 3,323,364 | 3,538,095 | 3,271,119 | 3,300,783 | 3,330,447 | 3,360,111 | 3,389,775 | 3,419,439 | 3,449,103 | 3,478,767 | 3,508,431 | 3,538,095 |
| Residu                                                                                                                                                                                                                                                                                                                                                   | al Land Worth       | Site        | 916,836   | 1,183,812 | 1,154,148 | 1,124,484 | 1,094,820 | 1,065,156 | 1,035,492 | 1,005,828 | 976,164   | 946,500   | 916,836   | 702,105   | 969,081   | 939,417   | 909,753   | 880,089   | 850,425   | 820,761   | 791,097   | 761,433   | 731,769   | 702,105   |
|                                                                                                                                                                                                                                                                                                                                                          | Existing Use Value  | £/ha        | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
|                                                                                                                                                                                                                                                                                                                                                          | Viability Threshold | £/ha        | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 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 |
|                                                                                                                                                                                                                                                                                                                                                          | Residual Value      | £/ha        | 2,292,089 | 2,959,529 | 2,885,369 | 2,811,209 | 2,737,049 | 2,662,889 | 2,588,729 | 2,514,569 | 2,440,409 | 2,366,249 | 2,292,089 | 1,755,261 | 2,422,701 | 2,348,541 | 2,274,381 | 2,200,221 | 2,126,061 | 2,051,901 | 1,977,741 | 1,903,581 | 1,829,421 | 1,755,261 |

| Retail | warenouse |  |
|--------|-----------|--|

| notui    | marchouse           | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|----------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|          |                     | Greenfield Brownfield Brownf |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|          | C                   | CIL £/m2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 125       | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       | 125       | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       |
| Income   | m2                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 2500      | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2,500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     | 2.500     |
|          | £/m2                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     | 3.325     |
|          | Canital Value       | 100.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 | 8 312 500 |
|          | Duniers Costs       | 4.50%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 374.063   | 374.063   | 374.063   | 374.063   | 274.062   | 374.063   | 274.062   | 374.063   | 374.063   | 274.062   | 274.062   | 374.063   | 374.063   | 274.062   | 374.063   | 374.063   | 374.063   | 374.063   | 374.063   | 274.062   | 374.063   | 274.062   |
|          | Buyers Costs        | 4.50%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 374,005   | 374,005   | 574,005   | 574,005   | 374,005   | 374,005   | 574,005   | 574,005   | 574,005   | 374,005   | 374,005   | 574,005   | 374,005   | 374,005   | 374,005   | 574,005   | 374,005   | 574,005   | 374,005   | 374,005   | 374,005   | 574,005   |
|          | Capital Value       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 | 7,938,438 |
| Costs    | Land Used           | Coverage                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       | 50%       |
|          |                     | ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     | 0.500     |
|          |                     | £/ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
|          |                     | Uplift £/ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|          |                     | 20.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   |
|          |                     | Site Cost                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 187,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   | 720,000   |
|          | Stamp Duty (on VT)  | 4 00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7 480     | 7 480     | 7 480     | 7.480     | 7 480     | 7 480     | 7.480     | 7 480     | 7 480     | 7 480     | 7.480     | 28 800    | 28 800    | 78 800    | 78 800    | 78 800    | 78 800    | 78 800    | 78 800    | 28 800    | 28 800    | 28 800    |
|          | Acquisition         | 1.50%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2 805     | 2 905     | 2 805     | 2 905     | 2 905     | 2 805     | 2 905     | 2 905     | 2 805     | 2 905     | 7,400     | 10,000    | 10,800    | 10,800    | 10,900    | 10,800    | 10,800    | 10,000    | 10,800    | 10,800    | 10,800    | 10,000    |
|          | Acquisition         | 1.50%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,005     | 2,805     | 2,805     | 2,805     | 2,005     | 2,005     | 2,005     | 2,005     | 2,805     | 2,005     | 2,005     | 10,000    | 10,000    | 10,000    | 10,800    | 10,000    | 10,800    | 10,000    | 10,800    | 10,000    | 10,800    | 10,000    |
|          | Strategic Promotion |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|          | Pre Planning        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    |
|          |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|          | Construction        | /m2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       | 797       |
|          |                     | £                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 | 1,992,500 |
|          | Infrastructure      | 15.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   | 298,875   |
|          | Abnormals           | 5.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |           |           |           |           |           |           |           |           |           |           |           | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    | 99.625    |
|          | Fees                | 8.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 183.310   | 183.310   | 183,310   | 183.310   | 183,310   | 183,310   | 183 310   | 183.310   | 183,310   | 183,310   | 183,310   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   | 191,280   |
|          | \$106               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |           |           |           | ,         |           | ,0        |           |           |           |           | ,0        |           | ,0        | 0         | ,         | ,         | ,         | ,         | ,         | 0         | ,0        |
|          | CII                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 312 500   | 50.000    | 100.000   | 150.000   | 200.000   | 250.000   | 300.000   | 350.000   | 400.000   | 450.000   | 500.000   | 312 500   | 50.000    | 100.000   | 150.000   | 200.000   | 250.000   | 300.000   | 350.000   | 400.000   | 450.000   | 500.000   |
|          | Contingency         | 2 5% & 5%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 57 284    | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   | 119 550   |
|          | contingency         | 2.576 4 576                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 57,204    | 115,550   | 115,550   | 115,550   | 115,550   | 115,550   | 115,550   | 115,550   | 115,550   | 119,990   | 115,550   | 110,000   |
|          | Finance Costs       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    | 80,000    |
|          | Sales               | 2.50%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   | 103,906   |
|          | Misc. Financial     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    | 25,000    |
|          | Subtotal            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 3.083.661 | 2.821.161 | 2.871.161 | 2.921.161 | 2.971.161 | 3.021.161 | 3.071.161 | 3,121,161 | 3,171,161 | 3.221.161 | 3.271.161 | 3,282,836 | 3.020.336 | 3.070.336 | 3.120.336 | 3,170,336 | 3,220,336 | 3,270,336 | 3.320.336 | 3,370,336 | 3.420.336 | 3.470.336 |
|          |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |           |           |           |           |           |           |           |           | .,,,      | ., ,      | ., , .    | ., . ,    |           |           |           | ., .,     | -, -,     | ., ., .,  |           |           | ., .,     | ., .,     |
|          | Interest            | 6.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 92,510    | 84,635    | 86,135    | 87,635    | 89,135    | 90,635    | 92,135    | 93,635    | 95,135    | 96,635    | 98,135    | 98,485    | 90,610    | 92,110    | 93,610    | 95,110    | 96,610    | 98,110    | 99,610    | 101,110   | 102,610   | 104,110   |
|          | Profit % GDC        | 20.00%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 635,234   | 581,159   | 591,459   | 601,759   | 612,059   | 622,359   | 632,659   | 642,959   | 653,259   | 663,559   | 673,859   | 676,264   | 622,189   | 632,489   | 642,789   | 653,089   | 663,389   | 673,689   | 683,989   | 694,289   | 704,589   | 714,889   |
|          | COSTS               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 3.811.405 | 3.486.955 | 3.548.755 | 3.610.555 | 3.672.355 | 3.734.155 | 3.795.955 | 3.857.755 | 3.919.555 | 3.981.355 | 4.043.155 | 4.057.586 | 3.733.136 | 3.794.936 | 3.856.736 | 3.918.536 | 3.980.336 | 4.042.136 | 4.103.936 | 4.165.736 | 4.227.536 | 4.289.336 |
|          |                     | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |           | ., ,      | .,,       |           |           | ., . ,    |           |           | -,        | .,.,.     |           |           | ., ,      | ., . ,    |           |           |           |           |           |           | , ,       | ,         |
| Residual | Land Worth          | Site                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 4,127,033 | 4,451,483 | 4,389,683 | 4,327,883 | 4,266,083 | 4,204,283 | 4,142,483 | 4,080,683 | 4,018,883 | 3,957,083 | 3,895,283 | 3,880,852 | 4,205,302 | 4,143,502 | 4,081,702 | 4,019,902 | 3,958,102 | 3,896,302 | 3,834,502 | 3,772,702 | 3,710,902 | 3,649,102 |
|          | Existing Lise Value | £/ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 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 |
|          | Viability Threshold | C/ha                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 23,000    | 274,000   | 20,000    | 20,000    | 23,000    | 20,000    | 1,200,000 | 1,230,000 | 1,440,000 | 1,230,000 | 1,230,000 | 1,230,000 | 1,200,000 | 1,200,000 | 1,440,000 | 1,440,000 | 1,440,000 |
|          | viaunity infestiold | I/IId                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 574,000   | 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 |
|          | Residual Value      | ±/na                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 8,254,066 | 8,902,966 | 8,779,366 | 8,655,766 | 8,532,166 | 8,408,566 | 8,284,966 | 8,161,366 | 8,037,766 | 7,914,166 | 7,790,566 | 7,761,704 | 8,410,604 | 8,287,004 | 8,163,404 | 8,039,804 | 7,916,204 | 7,792,604 | 7,669,004 | 7,545,404 | 7,421,804 | 7,298,204 |

| Hotel                   |             |            |           |           |           |           |           |           |           |           |           |           |            |           |           |           |           |           |           |           |           |           |           |
|-------------------------|-------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                         | (           | Greenfield |           |           |           |           |           |           |           |           |           |           | Brownfield |           |           |           |           |           |           |           |           |           |           |
|                         | CIL £/m2    | 0          | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       | 0          | 20        | 40        | 60        | 80        | 100       | 120       | 140       | 160       | 180       | 200       |
| Income m2               |             | 1824       | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824      | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     | 1,824     |
| E/III2<br>Capital Value |             | 5,000      | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000      | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     | 5,000     |
| Buyers Costs            | 4 50%       | 246 240    | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240    | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   | 246 240   |
| Capital Value           | 4.50%       | 5,225,760  | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760  | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 | 5,225,760 |
| Costs Land Used         | Coverage    | 40%        | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%        | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       | 40%       |
|                         | ha          | 0.456      | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456      | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     | 0.456     |
|                         | £/ha        | 20,000     | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    | 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 |
|                         | Uplift £/ha | 350,000    | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 350,000   | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
|                         | 20.00%      | 4,000      | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 4,000     | 240,000    | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   | 240,000   |
|                         | Site Cost   | 170,544    | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 170,544   | 656,640    | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   | 656,640   |
| Stamp Duty (on VT)      | 4.00%       | 6,822      | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 6,822     | 26,266     | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    | 26,266    |
| Acquisition             | 1.50%       | 2,558      | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 2,558     | 9,850      | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     | 9,850     |
| Strategic Promotion     |             |            | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Pre Planning            |             | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    | 10,000    |
| Construction            | /m2         | 1,331      | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331      | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     | 1,331     |
| Information and an      | ±           | 2,427,744  | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744  | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 | 2,427,744 |
| Abnormals               | 15.00%      | 364,162    | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162   | 364,162    | 364,162   | 304,102   | 364,162   | 304,102   | 364,162   | 364,162   | 364,162   | 364,162   | 304,102   | 364,162   |
| Fees                    | 8.00%       | 223,352    | 223,352   | 223.352   | 223.352   | 223,352   | 223.352   | 223 352   | 223,352   | 223.352   | 223.352   | 223.352   | 233.063    | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   | 233.063   |
| \$106                   |             | ,          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| CIL                     |             | 0          | 36,480    | 72,960    | 109,440   | 145,920   | 182,400   | 218,880   | 255,360   | 291,840   | 328,320   | 364,800   | 0          | 36,480    | 72,960    | 109,440   | 145,920   | 182,400   | 218,880   | 255,360   | 291,840   | 328,320   | 364,800   |
| Contingency             | 2.5% & 5%   | 69,798     | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 69,798    | 145,665    | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   | 145,665   |
| Finance Costs           |             | 30,000     | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000     | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    | 30,000    |
| Sales                   | 2.50%       | 68,400     | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400     | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    | 68,400    |
| MISC. FINANCIAI         |             | 15,000     | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000     | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    |
| Subtotal                |             | 3,217,836  | 3,254,316 | 3,290,796 | 3,327,276 | 3,363,756 | 3,400,236 | 3,436,716 | 3,473,196 | 3,509,676 | 3,546,156 | 3,582,636 | 3,451,536  | 3,488,016 | 3,524,496 | 3,560,976 | 3,597,456 | 3,633,936 | 3,670,416 | 3,706,896 | 3,743,376 | 3,779,856 | 3,816,336 |
| Interest                | 6.00%       | 96,535     | 97,629    | 98,724    | 99,818    | 100,913   | 102,007   | 103,101   | 104,196   | 105,290   | 106,385   | 107,479   | 103,546    | 104,640   | 105,735   | 106,829   | 107,924   | 109,018   | 110,112   | 111,207   | 112,301   | 113,396   | 114,490   |
| Profit % GDC            | 20.00%      | 662,874    | 670,389   | 677,904   | 685,419   | 692,934   | 700,449   | 707,963   | 715,478   | 722,993   | 730,508   | 738,023   | 711,016    | 718,531   | 726,046   | 733,561   | 741,076   | 748,591   | 756,106   | 763,621   | 771,135   | 778,650   | 786,165   |
| COSTS                   |             | 3,977,245  | 4,022,334 | 4,067,423 | 4,112,513 | 4,157,602 | 4,202,691 | 4,247,780 | 4,292,870 | 4,337,959 | 4,383,048 | 4,428,138 | 4,266,099  | 4,311,188 | 4,356,277 | 4,401,366 | 4,446,456 | 4,491,545 | 4,536,634 | 4,581,724 | 4,626,813 | 4,671,902 | 4,716,991 |
| Residual Land Worth     | Site        | 1,248,515  | 1,203,426 | 1,158,337 | 1,113,247 | 1,068,158 | 1,023,069 | 977,980   | 932,890   | 887,801   | 842,712   | 797,622   | 959,661    | 914,572   | 869,483   | 824,394   | 779,304   | 734,215   | 689,126   | 644,036   | 598,947   | 553,858   | 508,769   |
| Existing Use Value      | £/ha        | 20.000     | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 20.000    | 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 |
| Viability Threshold     | £/ha        | 374,000    | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 374,000   | 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 |
| Residual Value          | £/ha        | 2,737,972  | 2,639,092 | 2,540,212 | 2,441,332 | 2,342,452 | 2,243,572 | 2,144,692 | 2,045,812 | 1,946,932 | 1,848,052 | 1,749,172 | 2,104,521  | 2,005,641 | 1,906,761 | 1,807,881 | 1,709,001 | 1,610,121 | 1,511,241 | 1,412,361 | 1,313,481 | 1,214,601 | 1,115,721 |
|                         |             |            |           |           |           |           |           |           |           |           |           |           |            |           |           |           |           |           |           |           |           |           |           |

**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.

## HDH Planning and Development Ltd

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