

180810 NYMNPA Residential Appraisals_v7_A-F - Version Notes

Date	Version	Comments
180810	v7	



Scheme Ref: A
Number of Units: 5
Location / Value Zone: Western Fringes (A19/A172 corridor)
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			5 Units					
AH Policy requirement (% Target)			100%					
AH tenure split %	Affordable Rent:			100%				
	LCHO (Int/Sub-Market etc.):			0%	0.0% % of total (>10% for HWP (Feb 2017))			
"Market Housing" tenure split %			0%					
	Local Occupancy housing			0%				
	Principal Residency housing			100%				
			100%					
CIL Rate (£ psm)			0.00 £ psm					
Unit mix -	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units
1 bed House	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
2 bed House	2	40.0%	2.0	40.0%	0.0	0.0	40%	2
3 bed House	2	40.0%	2.0	40.0%	0.0	0.0	40%	2
4 bed House	1	20.0%	1.0	20.0%	0.0	0.0	20%	1
5 bed House	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
1 bed Flat	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
2 bed Flat	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
Total number of units	5	100.0%	5.0			0.0	100%	5
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
"Mkt" Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
Total Gross Floor areas -	AH units GIA (sqm)	(sqft)		Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0	0	0	
2 bed House	158	1,701		0	0	158	1,701	
3 bed House	186	2,002		0	0	186	2,002	
4 bed House	106	1,141		0	0	106	1,141	
5 bed House	0	0		0	0	0	0	
1 bed Flat	0	0		0	0	0	0	
2 bed Flat	0	0		0	0	0	0	
	450	4,844		0	0	450	4,844	
AH % by floor area analysis:	100.00% AH % by floor area due to mix							
Affordable Housing values (£) -	Aff. Rent £	£psm		LCHO £	£psm			
1 bed House	0			0				
2 bed House	164,000	2,076		133,250	1,687			
3 bed House	224,000	2,409		182,000	1,957			
4 bed House	284,000	2,679		230,750	2,177			
5 bed House	0			0				
1 bed Flat	0			0				
2 bed Flat	0			0				
"Market" Sales values (£) -	£ OMS (per unit)	£psm	20%	£psm	5%	£psm	total OMV £ (no AH)	
1 bed House	0						0	
2 bed House	205,000	2,595	164,000	2,076	194,750	2,465	410,000	
3 bed House	280,000	3,011	224,000	2,409	266,000	2,860	560,000	
4 bed House	355,000	3,349	284,000	2,679	337,250	3,182	355,000	
5 bed House	0						0	
1 bed Flat	0						0	
2 bed Flat	0						0	
							1,325,000	

Scheme Ref: A
 Number of Units: 5
 Location / Value Zone: Western Fringes (A19/A172 corridor)
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	2.0	@	164,000	328,000
3 bed House	2.0	@	224,000	448,000
4 bed House	1.0	@	284,000	284,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	5.0			1,060,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	133,250	-
3 bed House	0.0	@	182,000	-
4 bed House	0.0	@	230,750	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	164,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	284,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	194,750	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	337,250	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	5.0			1,060,000
AH on-site cost analysis:			EMV less £GDV	265,000
			589 £ psm (total GIA sqm)	
			53,000 £ per unit (total units)	
AH Grant	5	@	0	-
Total GDV				1,060,000

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 Number of Units: 5
 Location / Value Zone: Western Fringes (A19/A172 corridor)
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DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(10,000)
Statutory Planning Fees (Residential)			(2,310)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	5 units @	1,000	per unit (5,000)
	S106 analysis:	0.47% % of GDV	
AH Commuted Sum	450 sqm (total)	0	£ psm (-)
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.35 acres @	0	£ per acre (if brownfield) (-)
1 bed House	- sqm @	1,275	psm (-)
2 bed House	158 sqm @	1,275	psm (201,450)
3 bed House	186 sqm @	1,275	psm (237,150)
4 bed House	106 sqm @	1,275	psm (135,150)
5 bed House	- sqm @	1,275	psm (-)
1 bed Flat	- sqm @	1,200	psm (-)
2 bed Flat	450 - sqm @	1,200	psm (-)
Renewables	5 @	2,250	£per unit (11,250)
External works (on plot)	585,000 @	15.00%	17,550 £per unit (87,750)
Site wide costs	585,000 @	20.00%	23,400 £per unit (117,000)
Contingency	585,000 @	3.00%	(17,550)
Professional Fees	585,000 @	6.50%	(38,025)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(2,414)
Developers Profit -			
Margin on AH	1,060,000	6.00% on AH values	(63,600)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	7.35% on costs	(63,600)
		6.00% blended	(63,600)
TOTAL COSTS			(928,649)

Scheme Ref: A
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 Location / Value Zone: Western Fringes (A19/A172 corridor)
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				131,351
SDLT	131,351 @	5.00%		(6,568)
Acquisition Agent fees	131,351 @	1.00%		(1,314)
Acquisition Legal fees	131,351 @	0.50%		(657)
Interest on Land	131,351 @	6.25%		(8,209)
Residual Land Value				114,604
RLV analysis:	22,921 £ per plot	802,227 £ per ha	324,657 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	35.0 dph			
Site Area (Resi)	0.14 ha	0.35 acres		
Density analysis:	3,150 sqm/ha	13,722 sqft/ac		
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	50,000

BALANCE				
Surplus/(Deficit)	12,921 £ per plot	452,227 £ per ha	183,014 £ per acre	64,604

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 Number of Units: 5
 Location / Value Zone: Western Fringes (A19/A172 corridor)
 Notes: Greenfield

SENSITIVITY ANALYSIS		AH - % on site 100%							
	Balance (RLV - TLV)	40%	50%	60%	70%	80%	90%	100%	
	64,604	10,924	20,346	29,768	39,189	48,611	56,877	64,604	
		41,061	45,460	49,859	54,258	58,657	61,901	64,604	
		71,198	70,574	69,950	69,326	68,703	66,924	64,604	
		101,335	95,689	90,042	84,395	78,748	71,948	64,604	
		131,472	120,803	110,133	99,463	88,794	76,971	64,604	
		161,609	145,917	130,224	114,532	98,840	81,995	64,604	
	Local Occupancy and	191,746	171,031	150,316	129,600	108,885	87,018	64,604	
	Principal Residency Values	221,883	196,145	170,407	144,669	118,931	92,042	64,604	
	100%	252,020	221,259	190,498	159,738	128,977	97,066	64,604	
	(% from base assumption)	282,157	246,374	210,590	174,806	139,022	102,089	64,604	
		312,294	271,488	230,681	189,875	149,068	107,113	64,604	
		342,431	296,602	250,772	204,943	159,114	112,136	64,604	
		372,568	321,716	270,864	220,012	169,159	117,160	64,604	
		402,705	346,830	290,955	235,080	179,205	122,183	64,604	
		432,842	371,945	311,047	250,149	189,251	127,207	64,604	
		462,980	397,059	331,138	265,217	199,296	132,231	64,604	
		493,117	422,173	351,229	280,286	209,342	137,254	64,604	
		523,254	447,287	371,321	295,354	219,388	142,278	64,604	
		553,391	472,401	391,412	310,423	229,433	147,301	64,604	
		583,528	497,515	411,503	325,491	239,479	152,325	64,604	
		613,665	522,630	431,595	340,560	249,525	157,348	64,604	
		AH - % on site 100%							
	Balance (RLV - TLV)	40%	50%	60%	70%	80%	90%	100%	
	64,604	281,360	270,691	260,021	248,841	236,597	223,545	210,198	
		243,888	233,219	222,549	211,879	199,814	187,118	173,872	
		206,416	195,747	185,077	174,407	162,906	150,601	137,544	
		168,944	158,275	147,605	136,935	125,998	113,880	101,113	
		131,472	120,803	110,133	99,463	88,794	76,971	64,604	
	Unit Build Rates	94,000	83,331	72,661	61,991	51,322	40,663	27,938	
	100%	56,528	45,859	35,189	24,519	13,850	3,155	(8,963)	
	(% from base assumption)	19,056	8,387	(2,283)	(12,952)	(23,622)	(34,292)	(45,872)	
		(18,416)	(29,085)	(39,755)	(50,487)	(62,715)	(74,944)	(87,570)	
		(56,748)	(68,977)	(81,206)	(93,434)	(105,663)	(133,839)	(215,435)	
		(99,696)	(111,925)	(153,794)	(235,381)	(316,977)	(398,573)	(480,168)	
		(255,327)	(336,923)	(418,519)	(500,114)	(581,710)	(663,306)	(744,902)	
		(520,060)	(601,656)	(683,252)	(764,848)	(846,444)	(928,040)	(1,009,636)	
		(784,794)	(866,390)	(947,986)	(1,029,582)	(1,111,178)	(1,192,774)	(1,274,370)	
		(1,049,528)	(1,131,124)	(1,212,720)	(1,294,316)	(1,375,912)	(1,457,508)	(1,539,104)	
		(1,314,262)	(1,395,858)	(1,477,454)	(1,559,050)	(1,640,646)	(1,722,242)	(1,803,838)	
		(1,578,996)	(1,660,592)	(1,742,188)	(1,823,784)	(1,905,380)	(1,986,975)	(2,068,571)	
		(1,843,730)	(1,925,325)	(2,006,921)	(2,088,517)	(2,170,113)	(2,251,709)	(2,333,305)	
		(2,108,463)	(2,190,059)	(2,271,655)	(2,353,251)	(2,434,847)	(2,516,443)	(2,598,039)	
		(2,373,197)	(2,454,793)	(2,536,389)	(2,617,985)	(2,699,581)	(2,781,177)	(2,862,773)	
		(2,637,931)	(2,719,527)	(2,801,123)	(2,882,719)	(2,964,315)	(3,045,911)	(3,127,507)	

Scheme Ref: A
 Number of Units: 5
 Location / Value Zone: Western Fringes (A19/A172 corridor)
 Notes: Greenfield

		AH - % on site 100%						
		40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	64,604							
	15.5%	68,872	68,635	68,399	68,163	67,927	66,538	64,604
	16.0%	65,577	65,890	66,203	66,516	66,829	65,989	64,604
	16.5%	62,282	63,144	64,006	64,868	65,730	65,440	64,604
	17.0%	58,987	60,398	61,810	63,221	64,632	64,890	64,604
Profit on "Market" units	17.5%	55,692	57,653	59,613	61,574	63,534	64,341	64,604
6.00%	18.0%	52,398	54,907	57,417	59,926	62,436	63,792	64,604
(% profit)	18.5%	49,103	52,161	55,220	58,279	61,337	63,243	64,604
	19.0%	45,808	49,416	53,024	56,631	60,239	62,694	64,604
	19.5%	42,513	46,670	50,827	54,984	59,141	62,145	64,604
	20.0%	39,219	43,925	48,631	53,337	58,043	61,596	64,604
	20.5%	35,924	41,179	46,434	51,689	56,944	61,047	64,604
	21.0%	32,629	38,433	44,238	50,042	55,846	60,497	64,604
	21.5%	29,334	35,688	42,041	48,394	54,748	59,948	64,604
	22.0%	26,039	32,942	39,844	46,747	53,650	59,399	64,604
	22.5%	22,745	30,196	37,648	45,100	52,551	58,850	64,604
	23.0%	19,450	27,451	35,451	43,452	51,453	58,301	64,604
	23.5%	16,155	24,705	33,255	41,805	50,355	57,752	64,604
	24.0%	12,860	21,959	31,058	40,157	49,257	57,203	64,604
	24.5%	9,566	19,214	28,862	38,510	48,158	56,654	64,604
	25.0%	6,271	16,468	26,665	36,863	47,060	56,104	64,604
		AH - % on site 100%						
		40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	64,604							
	0	136,107	125,438	114,768	104,099	93,429	81,537	69,123
	500	133,790	123,120	112,451	101,781	91,111	79,254	66,864
	1,000	131,472	120,803	110,133	99,463	88,794	76,971	64,604
Site Specific S106 contributions	1,500	129,155	118,485	107,815	97,146	86,476	74,689	62,344
1,000	2,000	126,837	116,168	105,498	94,828	84,159	72,406	60,084
£ per unit	2,500	124,520	113,850	103,180	92,511	81,841	70,123	57,824
	3,000	122,202	111,532	100,863	90,193	79,524	67,840	55,565
	3,500	119,884	109,215	98,545	87,876	77,206	65,558	53,305
	4,000	117,567	106,897	96,228	85,558	74,888	63,275	51,033
	4,500	115,249	104,580	93,910	83,240	72,571	60,992	48,762
	5,000	112,932	102,262	91,592	80,923	70,253	58,710	46,491
	5,500	110,614	99,944	89,275	78,605	67,936	56,427	44,220
	6,000	108,297	97,627	86,957	76,288	65,618	54,144	41,948
	6,500	105,979	95,309	84,640	73,970	63,301	51,861	39,677
	7,000	103,661	92,992	82,322	71,653	60,983	49,579	37,406
	7,500	101,344	90,674	80,005	69,335	58,665	47,296	35,135

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: B
Number of Units: 10
Location / Value Zone: Western Fringes (A19/A172 corridor)
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10 Units					
AH Policy requirement (% Target)			100%					
AH tenure split %	Affordable Rent:			100%				
	LCHO (Int/Sub-Market etc.):			0%		0.0% % of total (>10% for HWP (Feb 2017))		
"Market Housing" tenure split %			0%					
	Local Occupancy housing			0%				
	Principal Residency housing			100%				
			100%					
CIL Rate (£ psm)			0.00 £ psm					
Unit mix -	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units
1 bed House	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
2 bed House	4	40.0%	4.0	40.0%	4.0	40.0	40%	4
3 bed House	4	40.0%	4.0	40.0%	4.0	40.0	40%	4
4 bed House	2	20.0%	2.0	20.0%	2.0	20.0	20%	2
5 bed House	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
1 bed Flat	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
2 bed Flat	0	0.0%	0.0	0.0%	0.0	0.0	0%	0
Total number of units	10	100.0%	10.0			0.0	100%	10
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
"Mkt" Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
Total Gross Floor areas -	AH units GIA (sqm)	(sqft)		Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0	0	0	
2 bed House	316	3,401		0	0	316	3,401	
3 bed House	372	4,004		0	0	372	4,004	
4 bed House	212	2,282		0	0	212	2,282	
5 bed House	0	0		0	0	0	0	
1 bed Flat	0	0		0	0	0	0	
2 bed Flat	0	0		0	0	0	0	
	900	9,688		0	0	900	9,688	
AH % by floor area analysis:		100.00% AH % by floor area due to mix						
Affordable Housing values (£) -	Aff. Rent £	£psm		LCHO £	£psm			
1 bed House	0			0				
2 bed House	164,000	2,076		133,250	1,687			
3 bed House	224,000	2,409		182,000	1,957			
4 bed House	284,000	2,679		230,750	2,177			
5 bed House	0			0				
1 bed Flat	0			0				
2 bed Flat	0			0				
"Market" Sales values (£) -	£ OMS (per unit)	£psm	20%	£psm	5%	£psm	total OMV £ (no AH)	
1 bed House	0						0	
2 bed House	205,000	2,595	164,000	2,076	194,750	2,465	820,000	
3 bed House	280,000	3,011	224,000	2,409	266,000	2,860	1,120,000	
4 bed House	355,000	3,349	284,000	2,679	337,250	3,182	710,000	
5 bed House	0						0	
1 bed Flat	0						0	
2 bed Flat	0						0	
							2,650,000	

Scheme Ref: **B**
 Number of Units: **10**
 Location / Value Zone: **Western Fringes (A19/A172 corridor)**
 Notes: **Brownfield**

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	4.0	@	164,000	656,000
3 bed House	4.0	@	224,000	896,000
4 bed House	2.0	@	284,000	568,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	10.0			2,120,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	133,250	-
3 bed House	0.0	@	182,000	-
4 bed House	0.0	@	230,750	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	164,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	284,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	194,750	-
3 bed House	0.0	@	266,000	-
4 bed House	0.0	@	337,250	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	10.0			2,120,000
AH on-site cost analysis:			EMV less £GDV	530,000
	589 £ psm (total GIA sqm)		53,000 £ per unit (total units)	
AH Grant	10	@	0	-
Total GDV				2,120,000

Scheme Ref: **B**
 Number of Units: **10**
 Location / Value Zone: **Western Fringes (A19/A172 corridor)**
 Notes: **Brownfield**

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(4,620)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	10 units @	1,000 per unit	(10,000)
	S106 analysis:	0.47% % of GDV	
AH Commuted Sum	900 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.71 acres @	100,000 £ per acre (if brownfield)	(70,600)
1 bed House	- sqm @	1,275 psm	-
2 bed House	316 sqm @	1,275 psm	(402,900)
3 bed House	372 sqm @	1,275 psm	(474,300)
4 bed House	212 sqm @	1,275 psm	(270,300)
5 bed House	- sqm @	1,275 psm	-
1 bed Flat	- sqm @	1,200 psm	-
2 bed Flat	900 - sqm @	1,200 psm	-
Renewables	10 @	2,250 £ per unit	(22,500)
External works (on plot)	1,170,000 @	15.00% 17,550 £ per unit	(175,500)
Site wide costs	1,170,000 @	20.00% 23,400 £ per unit	(234,000)
Contingency	1,170,000 @	3.00%	(35,100)
Professional Fees	1,170,000 @	6.50%	(76,050)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(6,858)
Developers Profit -			
Margin on AH	2,120,000	6.00% on AH values	(127,200)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	7.06% on costs	(127,200)
	2,120,000	6.00% blended	(127,200)
TOTAL COSTS			(1,929,928)

Scheme Ref: **B**
 Number of Units: **10**
 Location / Value Zone: **Western Fringes (A19/A172 corridor)**
 Notes: **Brownfield**

RESIDUAL LAND VALUE				
Residual Land Value (gross)				190,072
SDLT	190,072 @	5.00%	(slabbed)	(9,504)
Acquisition Agent fees	190,072 @	1.00%		(1,901)
Acquisition Legal fees	190,072 @	0.50%		(950)
Interest on Land	190,072 @	6.25%		(11,880)
Residual Land Value				165,838
RLV analysis:	16,584 £ per plot	580,433 £ per ha	234,898 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		35.0 dph		
Site Area (Resi)		0.29 ha	0.71 acres	
Density analysis:		3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	100,000

BALANCE				
Surplus/(Deficit)	6,584 £ per plot	230,433 £ per ha	93,255 £ per acre	65,838

Scheme Ref: **B**
 Number of Units: **10**
 Location / Value Zone: **Western Fringes (A19/A172 corridor)**
 Notes: **Brownfield**

		AH - % on site 100%							
		40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)	65,838								
	80%	(56,254)	(34,939)	(13,625)	7,690	29,004	48,997	65,838	
	85%	4,010	15,280	26,551	37,822	49,092	59,043	65,838	
	90%	64,273	65,500	66,727	67,953	69,180	69,088	65,838	
	95%	124,537	115,720	106,902	98,085	89,268	79,134	65,838	
	100%	184,800	165,939	147,078	128,217	109,356	89,179	65,838	
	105%	245,064	216,159	187,254	158,349	129,444	99,225	65,838	
	110%	305,327	266,378	227,429	188,480	149,531	109,270	65,838	
	Local Occupancy and Principal Residency Values 100% (% from base assumption)	115%	365,591	316,598	267,605	218,612	169,619	119,316	65,838
		120%	425,854	366,818	307,781	248,744	189,707	129,361	65,838
		125%	486,118	417,037	347,956	278,876	209,795	139,407	65,838
		130%	546,381	467,257	388,132	309,007	229,883	149,452	65,838
		135%	606,645	517,476	428,308	339,139	249,971	159,498	65,838
		140%	666,909	567,696	468,483	369,271	270,058	169,543	65,838
		145%	727,172	617,916	508,659	399,403	290,146	179,589	65,838
		150%	787,436	668,135	548,835	429,534	310,234	189,634	65,838
		155%	847,699	718,355	589,011	459,666	330,322	199,680	65,838
		160%	907,963	768,574	629,186	489,798	350,410	209,725	65,838
165%	968,226	818,794	669,362	519,930	370,498	219,771	65,838		
170%	1,028,490	869,014	709,538	550,062	390,585	229,816	65,838		
175%	1,088,753	919,233	749,713	580,193	410,673	239,862	65,838		
180%	1,149,017	969,453	789,889	610,325	430,761	249,907	65,838		
		AH - % on site 100%							
Balance (RLV - TLV)	65,838								
	80%	488,417	469,556	450,695	431,823	409,339	383,835	357,395	
	85%	412,513	393,652	374,791	355,929	335,264	310,870	284,734	
	90%	336,609	317,748	298,886	280,025	260,501	237,597	211,937	
	95%	260,705	241,843	222,982	204,121	185,260	163,826	139,000	
	100%	184,800	165,939	147,078	128,217	109,356	89,179	65,838	
	Unit Build Rates 100% (% from base assumption)	105%	108,896	90,035	71,174	52,313	33,451	14,417	(7,750)
		110%	32,992	14,131	(4,730)	(23,592)	(42,453)	(61,314)	(82,143)
		115%	(42,912)	(61,773)	(80,635)	(99,496)	(121,039)	(142,657)	(165,221)
		120%	(121,566)	(143,183)	(164,801)	(186,418)	(208,036)	(229,992)	(418,210)
		125%	(208,562)	(230,180)	(355,621)	(543,857)	(732,093)	(920,329)	(1,108,564)
		130%	(669,504)	(857,740)	(1,045,976)	(1,234,212)	(1,422,448)	(1,610,683)	(1,798,919)
		135%	(1,359,859)	(1,548,095)	(1,736,331)	(1,924,567)	(2,112,802)	(2,301,038)	(2,489,274)
		140%	(2,050,214)	(2,238,450)	(2,426,685)	(2,614,921)	(2,803,157)	(2,991,393)	(3,179,629)
		145%	(2,740,569)	(2,928,804)	(3,117,040)	(3,305,276)	(3,493,512)	(3,681,748)	(3,869,984)
		150%	(3,430,923)	(3,619,159)	(3,807,395)	(3,995,631)	(4,183,867)	(4,372,103)	(4,560,339)
	155%	(4,121,278)	(4,309,514)	(4,497,750)	(4,685,986)	(4,874,222)	(5,062,458)	(5,250,694)	
	160%	(4,811,633)	(4,999,869)	(5,188,105)	(5,376,341)	(5,564,577)	(5,752,813)	(5,941,049)	
165%	(5,501,988)	(5,690,224)	(5,878,460)	(6,066,696)	(6,254,932)	(6,443,168)	(6,631,404)		
170%	(6,192,343)	(6,380,579)	(6,568,815)	(6,757,051)	(6,945,287)	(7,133,523)	(7,321,759)		
175%	(6,882,698)	(7,070,934)	(7,259,170)	(7,447,406)	(7,635,642)	(7,823,877)	(8,012,113)		
180%	(7,573,053)	(7,761,289)	(7,949,525)	(8,137,761)	(8,325,996)	(8,514,232)	(8,702,468)		

Scheme Ref: **B**
 Number of Units: **10**
 Location / Value Zone: **Western Fringes (A19/A172 corridor)**
 Notes: **Brownfield**

		AH - % on site 100%						
		40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	65,838							
	15.5%	59,599	61,605	63,610	65,616	67,622	68,312	65,838
	16.0%	53,009	56,113	59,217	62,321	65,425	67,214	65,838
	16.5%	46,420	50,622	54,824	59,027	63,229	66,116	65,838
	17.0%	39,830	45,131	50,431	55,732	61,032	65,018	65,838
Profit on "Market" units	17.5%	33,241	39,639	46,038	52,437	58,836	63,919	65,838
	6.00%	26,651	34,148	41,645	49,142	56,639	62,821	65,838
(% profit)	18.5%	20,061	28,657	37,252	45,847	54,443	61,723	65,838
	19.0%	13,472	23,165	32,859	42,553	52,246	60,625	65,838
	19.5%	6,882	17,674	28,466	39,258	50,050	59,526	65,838
	20.0%	293	12,183	24,073	35,963	47,853	58,428	65,838
	20.5%	(6,297)	6,692	19,680	32,668	45,657	57,330	65,838
	21.0%	(12,886)	1,200	15,287	29,374	43,460	56,232	65,838
	21.5%	(19,476)	(4,291)	10,894	26,079	41,264	55,133	65,838
	22.0%	(26,065)	(9,782)	6,501	22,784	39,067	54,035	65,838
	22.5%	(32,655)	(15,274)	2,108	19,489	36,871	52,937	65,838
	23.0%	(39,245)	(20,765)	(2,285)	16,194	34,674	51,839	65,838
	23.5%	(45,834)	(26,256)	(6,678)	12,900	32,478	50,740	65,838
	24.0%	(52,424)	(31,748)	(11,071)	9,605	30,281	49,642	65,838
	24.5%	(59,013)	(37,239)	(15,464)	6,310	28,084	48,544	65,838
	25.0%	(65,603)	(42,730)	(19,857)	3,015	25,888	47,446	65,838
		AH - % on site 100%						
		40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	65,838							
	0	194,356	175,495	156,634	137,772	118,911	98,591	75,026
	500	189,578	170,717	151,856	132,995	114,133	93,885	70,437
	1,000	184,800	165,939	147,078	128,217	109,356	89,179	65,838
Site Specific S106 contributions	1,500	180,023	161,161	142,300	123,439	104,578	84,473	61,226
	1,000	175,245	156,384	137,522	118,661	99,800	79,767	56,614
£ per unit	2,500	170,467	151,606	132,745	113,883	95,022	75,062	52,002
	3,000	165,689	146,828	127,967	109,106	90,244	70,356	47,391
	3,500	160,911	142,050	123,189	104,328	85,467	65,650	42,779
	4,000	156,133	137,272	118,411	99,550	80,689	60,944	38,167
	4,500	151,356	132,495	113,633	94,772	75,911	56,238	33,539
	5,000	146,578	127,717	108,856	89,994	71,133	51,532	28,904
	5,500	141,800	122,939	104,078	85,217	66,355	46,826	24,268
	6,000	137,022	118,161	99,300	80,439	61,578	42,120	19,633
	6,500	132,244	113,383	94,522	75,661	56,800	37,414	14,998
	7,000	127,467	108,605	89,744	70,883	52,022	32,708	10,363
	7,500	122,689	103,828	84,966	66,105	47,244	28,002	5,728

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme	10 Units							
AH Policy requirement (% Target)	100%							
AH tenure split %	Affordable Rent:	100%						
	LCHO (Int/Sub-Market etc.):	0%						
	0.0% % of total (>10% for HWP (Feb 2017))							
"Market Housing" tenure split %	0%							
	Local Occupancy housing	0%						
	Principal Residency housing	100%						
	100%							
CIL Rate (£ psm)	0.00 £ psm							
Unit mix -	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units
1 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
3 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
4 bed House	2	20.0%	2.0	20.0%	20.0%	2.0	20%	2
5 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
1 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
Total number of units	10	100.0%	10.0			10.0	100%	10
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
"Mkt" Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
Total Gross Floor areas -	AH units GIA (sqm)	(sqft)		Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0	0	0	
2 bed House	316	3,401		0	0	316	3,401	
3 bed House	372	4,004		0	0	372	4,004	
4 bed House	212	2,282		0	0	212	2,282	
5 bed House	0	0		0	0	0	0	
1 bed Flat	0	0		0	0	0	0	
2 bed Flat	0	0		0	0	0	0	
	900	9,688		0	0	900	9,688	
AH % by floor area analysis: 100.00% AH % by floor area due to mix								
Affordable Housing values (£) -	Aff. Rent £	£psm		LCHO £	£psm			
1 bed House	0			0				
2 bed House	84,000	1,063		68,250	864			
3 bed House	120,000	1,290		97,500	1,048			
4 bed House	152,000	1,434		123,500	1,165			
5 bed House	0			0				
1 bed Flat	0			0				
2 bed Flat	0			0				
"Market" Sales values (£) -	£ OMS (per unit)	£psm	20%	£psm	5%	£psm	total OMV £ (no AH)	
1 bed House	0						0	
2 bed House	105,000	1,329	84,000	1,063	99,750	1,263	420,000	
3 bed House	150,000	1,613	120,000	1,290	142,500	1,532	600,000	
4 bed House	190,000	1,792	152,000	1,434	180,500	1,703	380,000	
5 bed House	0						0	
1 bed Flat	0						0	
2 bed Flat	0						0	
							1,400,000	

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	4.0	@	84,000	336,000
3 bed House	4.0	@	120,000	480,000
4 bed House	2.0	@	152,000	304,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	10.0			1,120,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	68,250	-
3 bed House	0.0	@	97,500	-
4 bed House	0.0	@	123,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	84,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	152,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	99,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	180,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	10.0			1,120,000
AH on-site cost analysis:			EMV less EGDV	280,000
	311 £ psm (total GIA sqm)		28,000 £ per unit (total units)	
AH Grant	10	@	79,300	792,996
Total GDV				1,912,996

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(4,620)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	10 units @	1,000 per unit	(10,000)
	S106 analysis:	0.89% % of GDV	
AH Commuted Sum	900 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.71 acres @	0 £ per acre (if brownfield)	-
1 bed House	- sqm @	1,275 psm	-
2 bed House	316 sqm @	1,275 psm	(402,900)
3 bed House	372 sqm @	1,275 psm	(474,300)
4 bed House	212 sqm @	1,275 psm	(270,300)
5 bed House	- sqm @	1,275 psm	-
1 bed Flat	- sqm @	1,200 psm	-
2 bed Flat	900 - sqm @	1,200 psm	-
Renewables	10 @	2,250 £per unit	(22,500)
External works (on plot)	1,170,000 @	15.00% 17,550 £per unit	(175,500)
Site wide costs	1,170,000 @	20.00% 23,400 £per unit	(234,000)
Contingency	1,170,000 @	3.00%	(35,100)
Professional Fees	1,170,000 @	6.50%	(76,050)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(5,912)
Developers Profit -			
Margin on AH	1,120,000	6.00% on AH values	(67,200)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	3.88% on costs	(67,200)
		6.00% blended	(67,200)
TOTAL COSTS			(1,798,382)

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				114,614
SDLT	114,614 @	5.00%		(5,731)
Acquisition Agent fees	114,614 @	1.00%		(1,146)
Acquisition Legal fees	114,614 @	0.50%		(573)
Interest on Land	114,614 @	6.25%		(7,163)
Residual Land Value				100,001
RLV analysis:	10,000 £ per plot	350,004 £ per ha	141,644 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		35.0 dph		
Site Area (Resi)		0.29 ha	0.71 acres	
Density analysis:		3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	100,000

BALANCE				
Surplus/(Deficit)	£ per plot	3 £ per ha	1 £ per acre	1

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

SENSITIVITY ANALYSIS		AH - % on site 100%						
Balance (RLV - TLV)	1	40%	50%	60%	70%	80%	90%	100%
80%		(546,408)	(452,728)	(359,049)	(265,369)	(171,690)	(80,814)	1
85%		(509,914)	(422,317)	(334,720)	(247,123)	(159,525)	(75,507)	1
90%		(473,420)	(391,906)	(310,391)	(228,876)	(147,361)	(70,201)	1
95%		(436,927)	(361,494)	(286,062)	(210,629)	(135,196)	(64,894)	1
100%		(400,433)	(331,083)	(261,732)	(192,382)	(123,032)	(59,587)	1
105%		(363,940)	(300,671)	(237,403)	(174,135)	(110,867)	(54,280)	1
Local Occupancy and	110%	(327,446)	(270,260)	(213,074)	(155,888)	(98,868)	(48,973)	1
Principal Residency Values	115%	(290,952)	(239,849)	(188,745)	(137,642)	(88,254)	(43,667)	1
100%	120%	(254,459)	(209,437)	(164,416)	(119,395)	(77,641)	(38,360)	1
(% from base assumption)	125%	(217,965)	(179,026)	(140,087)	(101,148)	(67,027)	(33,053)	1
	130%	(181,471)	(148,614)	(115,758)	(85,081)	(56,414)	(27,746)	1
	135%	(144,978)	(118,203)	(92,522)	(69,161)	(45,800)	(22,439)	1
	140%	(108,484)	(89,348)	(71,294)	(53,240)	(35,187)	(17,133)	1
	145%	(75,561)	(62,814)	(50,067)	(37,320)	(24,573)	(11,826)	1
	150%	(43,721)	(36,280)	(28,840)	(21,400)	(13,959)	(6,519)	1
	155%	(11,880)	(9,746)	(7,613)	(5,479)	(3,346)	(1,212)	1
	160%	19,961	16,787	13,614	10,441	7,268	4,094	1
	165%	51,801	43,321	34,841	26,361	17,881	9,401	1
	170%	83,642	69,855	56,068	42,282	28,495	14,708	1
	175%	115,483	96,389	77,296	58,202	39,108	20,015	1
	180%	147,324	122,923	98,523	74,122	49,722	25,322	1

SENSITIVITY ANALYSIS		AH - % on site 100%						
Balance (RLV - TLV)	1	40%	50%	60%	70%	80%	90%	100%
80%		(61,563)	(1,055)	59,453	119,961	179,893	236,731	292,169
85%		(142,068)	(76,196)	(15,688)	44,820	105,137	163,661	219,523
90%		(228,190)	(158,840)	(90,829)	(30,321)	30,187	89,955	146,710
95%		(314,312)	(244,961)	(175,611)	(106,260)	(44,954)	15,246	73,637
100%		(400,433)	(331,083)	(261,732)	(192,382)	(123,032)	(59,587)	1
Unit Build Rates	105%	(486,555)	(417,204)	(347,854)	(278,504)	(209,153)	(139,803)	(74,645)
100%	110%	(572,676)	(503,326)	(433,976)	(364,625)	(295,275)	(225,925)	(156,628)
(% from base assumption)	115%	(658,798)	(589,448)	(520,097)	(450,747)	(381,397)	(312,046)	(242,696)
	120%	(744,920)	(675,569)	(606,219)	(536,869)	(467,518)	(398,168)	(328,817)
	125%	(831,041)	(761,691)	(692,341)	(622,990)	(553,640)	(484,289)	(414,939)
	130%	(917,163)	(847,813)	(778,462)	(709,112)	(639,761)	(570,411)	(501,061)
	135%	(1,003,284)	(933,934)	(864,584)	(795,233)	(725,883)	(656,533)	(587,182)
	140%	(1,089,406)	(1,020,056)	(950,705)	(881,355)	(812,005)	(742,654)	(673,304)
	145%	(1,175,528)	(1,106,177)	(1,036,827)	(967,477)	(898,126)	(828,776)	(759,426)
	150%	(1,261,649)	(1,192,299)	(1,122,949)	(1,053,598)	(984,248)	(914,898)	(845,547)
	155%	(1,347,771)	(1,278,421)	(1,209,070)	(1,139,720)	(1,070,370)	(1,001,019)	(931,669)
	160%	(1,433,893)	(1,364,542)	(1,295,192)	(1,225,841)	(1,156,491)	(1,087,141)	(1,017,790)
	165%	(1,520,014)	(1,450,664)	(1,381,313)	(1,311,963)	(1,242,613)	(1,173,262)	(1,103,912)
	170%	(1,606,136)	(1,536,785)	(1,467,435)	(1,398,085)	(1,328,734)	(1,259,384)	(1,190,034)
	175%	(1,692,257)	(1,622,907)	(1,553,557)	(1,484,206)	(1,414,856)	(1,345,506)	(1,276,155)
	180%	(1,778,379)	(1,709,029)	(1,639,678)	(1,570,328)	(1,500,978)	(1,431,627)	(1,362,277)

Scheme Ref: C
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Greenfield

		AH - % on site 100%							
		40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)	1								
	15.5%	(476,243)	(394,258)	(312,272)	(230,287)	(148,302)	(70,611)	1	
	16.0%	(480,233)	(397,583)	(314,932)	(232,282)	(149,632)	(71,191)	1	
	16.5%	(484,223)	(400,908)	(317,592)	(234,277)	(150,962)	(71,771)	1	
	17.0%	(488,213)	(404,233)	(320,252)	(236,272)	(152,292)	(72,352)	1	
	Profit on "Market" units	17.5%	(492,203)	(407,558)	(322,912)	(238,267)	(153,622)	(72,932)	1
		18.0%	(496,193)	(410,883)	(325,572)	(240,262)	(154,952)	(73,512)	1
		18.5%	(500,183)	(414,208)	(328,232)	(242,257)	(156,282)	(74,092)	1
		19.0%	(504,173)	(417,533)	(330,892)	(244,252)	(157,612)	(74,673)	1
		19.5%	(508,163)	(420,858)	(333,552)	(246,247)	(158,942)	(75,253)	1
		20.0%	(512,153)	(424,183)	(336,212)	(248,242)	(160,272)	(75,833)	1
		20.5%	(516,143)	(427,508)	(338,872)	(250,237)	(161,602)	(76,413)	1
		21.0%	(520,133)	(430,833)	(341,532)	(252,232)	(162,932)	(76,993)	1
		21.5%	(524,123)	(434,158)	(344,192)	(254,227)	(164,262)	(77,574)	1
		22.0%	(528,113)	(437,483)	(346,852)	(256,222)	(165,592)	(78,154)	1
	6.00% (% profit)	22.5%	(532,103)	(440,808)	(349,512)	(258,217)	(166,922)	(78,734)	1
23.0%		(536,093)	(444,133)	(352,172)	(260,212)	(168,252)	(79,314)	1	
23.5%		(540,083)	(447,458)	(354,832)	(262,207)	(169,582)	(79,894)	1	
24.0%		(544,073)	(450,783)	(357,492)	(264,202)	(170,912)	(80,475)	1	
24.5%		(548,063)	(454,108)	(360,152)	(266,197)	(172,242)	(81,055)	1	
25.0%		(552,053)	(457,433)	(362,812)	(268,192)	(173,572)	(81,635)	1	
		AH - % on site 100%							
		40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)		1							
	0	(389,591)	(320,241)	(250,891)	(181,540)	(112,190)	(50,127)	9,318	
	500	(395,012)	(325,662)	(256,311)	(186,961)	(117,611)	(54,857)	4,660	
	1,000	(400,433)	(331,083)	(261,732)	(192,382)	(123,032)	(59,587)	1	
	1,500	(405,854)	(336,504)	(267,153)	(197,803)	(128,453)	(64,317)	(4,664)	
	Site Specific S106 contributions	2,000	(411,275)	(341,925)	(272,574)	(203,224)	(133,874)	(69,047)	(9,346)
		2,500	(416,696)	(347,346)	(277,995)	(208,645)	(139,295)	(73,776)	(14,029)
		3,000	(422,117)	(352,767)	(283,416)	(214,066)	(144,716)	(78,506)	(18,711)
		3,500	(427,538)	(358,188)	(288,837)	(219,487)	(150,136)	(83,236)	(23,413)
		4,000	(432,959)	(363,608)	(294,258)	(224,908)	(155,557)	(87,966)	(28,118)
		4,500	(438,380)	(369,029)	(299,679)	(230,329)	(160,978)	(92,695)	(32,824)
		5,000	(443,801)	(374,450)	(305,100)	(235,750)	(166,399)	(97,425)	(37,530)
		5,500	(449,222)	(379,871)	(310,521)	(241,171)	(171,820)	(102,470)	(42,236)
		6,000	(454,643)	(385,292)	(315,942)	(246,592)	(177,241)	(107,891)	(46,942)
		6,500	(460,064)	(390,713)	(321,363)	(252,013)	(182,662)	(113,312)	(51,648)
	7,000	(465,485)	(396,134)	(326,784)	(257,433)	(188,083)	(118,733)	(56,354)	
7,500	(470,905)	(401,555)	(332,205)	(262,854)	(193,504)	(124,154)	(61,060)		

NOTES

Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells

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

Scheme Ref: **D**
 Number of Units: **10**
 Location / Value Zone: **North East Zone**
 Notes: **Brownfield**

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10 Units					
AH Policy requirement (% Target)			100%					
AH tenure split %	Affordable Rent:			100%				
	LCHO (Int/Sub-Market etc.):			0%		0.0% % of total (>10% for HWP (Feb 2017))		
"Market Housing" tenure split %			0%					
	Local Occupancy housing			0%				
	Principal Residency housing			100%				
			100%					
CIL Rate (£ psm)			0.00		£ psm			
Unit mix -	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units
1 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
3 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
4 bed House	2	20.0%	2.0	20.0%	20.0%	2.0	20%	2
5 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
1 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
Total number of units	10	100.0%	10.0			10.0	100%	10
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
"Mkt" Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	0.0	0				0.0	0	
2 bed House	79.0	850				79.0	850	
3 bed House	93.0	1,001				93.0	1,001	
4 bed House	106.0	1,141				106.0	1,141	
5 bed House	0.0	0				0.0	0	
1 bed Flat	0.0	0		85.0%		0.0	0	
2 bed Flat	0.0	0		85.0%		0.0	0	
Total Gross Floor areas -	AH units GIA (sqm)	(sqft)		Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0	0	0	
2 bed House	316	3,401		0	0	316	3,401	
3 bed House	372	4,004		0	0	372	4,004	
4 bed House	212	2,282		0	0	212	2,282	
5 bed House	0	0		0	0	0	0	
1 bed Flat	0	0		0	0	0	0	
2 bed Flat	0	0		0	0	0	0	
	900	9,688		0	0	900	9,688	
AH % by floor area analysis:		100.00% AH % by floor area due to mix						
Affordable Housing values (£) -	Aff. Rent £	£psm		LCHO £	£psm			
1 bed House	0			0				
2 bed House	84,000	1,063		68,250	864			
3 bed House	120,000	1,290		97,500	1,048			
4 bed House	152,000	1,434		123,500	1,165			
5 bed House	0			0				
1 bed Flat	0			0				
2 bed Flat	0			0				
"Market" Sales values (£) -	£ OMS (per unit)	£psm	20%	£psm	5%	£psm	total OMV £ (no AH)	
1 bed House	0						0	
2 bed House	105,000	1,329	84,000	1,063	99,750	1,263	420,000	
3 bed House	150,000	1,613	120,000	1,290	142,500	1,532	600,000	
4 bed House	190,000	1,792	152,000	1,434	180,500	1,703	380,000	
5 bed House	0						0	
1 bed Flat	0						0	
2 bed Flat	0						0	
							1,400,000	

Scheme Ref: D
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	4.0	@	84,000	336,000
3 bed House	4.0	@	120,000	480,000
4 bed House	2.0	@	152,000	304,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	10.0			1,120,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	68,250	-
3 bed House	0.0	@	97,500	-
4 bed House	0.0	@	123,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	84,000	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	152,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	99,750	-
3 bed House	0.0	@	142,500	-
4 bed House	0.0	@	180,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	10.0			1,120,000
AH on-site cost analysis:			EMV less £GDV	280,000
	311 £ psm (total GIA sqm)		28,000 £ per unit (total units)	
AH Grant	10	@	86,663	866,633
Total GDV				1,986,633

Scheme Ref: D
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Brownfield

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(4,620)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	10 units @	1,000 per unit	(10,000)
	S106 analysis:	0.89% % of GDV	
AH Commuted Sum	900 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.71 acres @	100,000 £ per acre (if brownfield)	(70,600)
1 bed House	- sqm @	1,275 psm	-
2 bed House	316 sqm @	1,275 psm	(402,900)
3 bed House	372 sqm @	1,275 psm	(474,300)
4 bed House	212 sqm @	1,275 psm	(270,300)
5 bed House	- sqm @	1,275 psm	-
1 bed Flat	- sqm @	1,200 psm	-
2 bed Flat	900 - sqm @	1,200 psm	-
Renewables	10 @	2,250 £ per unit	(22,500)
External works (on plot)	1,170,000 @	15.00% 17,550 £ per unit	(175,500)
Site wide costs	1,170,000 @	20.00% 23,400 £ per unit	(234,000)
Contingency	1,170,000 @	3.00%	(35,100)
Professional Fees	1,170,000 @	6.50%	(76,050)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(8,949)
Developers Profit -			
Margin on AH	1,120,000	6.00% on AH values	(67,200)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	3.72% on costs	(67,200)
		6.00% blended	(67,200)
TOTAL COSTS			(1,872,019)

Scheme Ref: D
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				114,614
SDLT	114,614 @	5.00%		(5,731)
Acquisition Agent fees	114,614 @	1.00%		(1,146)
Acquisition Legal fees	114,614 @	0.50%		(573)
Interest on Land	114,614 @	6.25%		(7,163)
Residual Land Value				100,001
RLV analysis:	10,000 £ per plot	350,004 £ per ha	141,644 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		35.0 dph		
Site Area (Resi)		0.29 ha	0.71 acres	
Density analysis:		3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	100,000

BALANCE				
Surplus/(Deficit)	£ per plot	4 £ per ha	1 £ per acre	1

Scheme Ref: D
 Number of Units: 10
 Location / Value Zone: North East Zone
 Notes: Brownfield

SENSITIVITY ANALYSIS		AH - % on site 100%						
	1	40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	80%	(592,123)	(490,833)	(389,543)	(288,253)	(186,962)	(87,499)	1
	85%	(555,629)	(460,422)	(365,214)	(270,006)	(174,798)	(82,192)	1
	90%	(519,136)	(430,010)	(340,885)	(251,759)	(162,633)	(76,885)	1
	95%	(482,642)	(399,599)	(316,555)	(233,512)	(150,469)	(71,579)	1
	100%	(446,148)	(369,187)	(292,226)	(215,265)	(138,304)	(66,272)	1
	105%	(409,655)	(338,776)	(267,897)	(197,018)	(126,140)	(60,965)	1
	110%	(373,161)	(308,365)	(243,568)	(178,772)	(113,975)	(55,658)	1
	115%	(336,667)	(277,953)	(219,239)	(160,525)	(101,810)	(50,351)	1
	120%	(300,174)	(247,542)	(194,910)	(142,278)	(90,966)	(45,045)	1
	125%	(263,680)	(217,130)	(170,581)	(124,031)	(80,353)	(39,738)	1
	130%	(227,186)	(186,719)	(146,252)	(105,784)	(69,739)	(34,431)	1
	135%	(190,693)	(156,308)	(121,923)	(89,126)	(59,125)	(29,124)	1
	140%	(154,199)	(125,896)	(97,900)	(73,206)	(48,512)	(23,818)	1
	145%	(117,705)	(96,061)	(76,673)	(57,286)	(37,898)	(18,511)	1
	150%	(83,607)	(69,527)	(55,446)	(41,365)	(27,285)	(13,204)	1
	155%	(51,767)	(42,993)	(34,219)	(25,445)	(16,671)	(7,897)	1
	160%	(19,926)	(16,459)	(12,992)	(9,525)	(6,058)	(2,590)	1
165%	11,915	10,075	8,235	6,396	4,556	2,716	1	
170%	43,756	36,609	29,463	22,316	15,170	8,023	1	
175%	75,596	63,143	50,690	38,236	25,783	13,330	1	
180%	107,437	89,677	71,917	54,157	36,397	18,637	1	
Local Occupancy and Principal Residency Values 100% (% from base assumption)	80%	(101,662)	(34,302)	32,847	99,996	166,641	230,737	293,025
	85%	(187,784)	(110,822)	(42,294)	24,854	91,879	157,388	220,211
	90%	(273,905)	(196,944)	(119,983)	(50,287)	16,862	83,357	147,196
	95%	(360,027)	(283,066)	(206,105)	(129,144)	(58,279)	8,595	73,885
	100%	(446,148)	(369,187)	(292,226)	(215,265)	(138,304)	(66,272)	1
	105%	(532,270)	(455,309)	(378,348)	(301,387)	(224,426)	(147,465)	(74,690)
	110%	(618,392)	(541,431)	(464,470)	(387,508)	(310,547)	(233,586)	(156,679)
	115%	(704,513)	(627,552)	(550,591)	(473,630)	(396,669)	(319,708)	(242,747)
	120%	(790,635)	(713,674)	(636,713)	(559,752)	(482,791)	(405,830)	(328,869)
	125%	(876,756)	(799,795)	(722,834)	(645,873)	(568,912)	(491,951)	(414,990)
	130%	(962,878)	(885,917)	(808,956)	(731,995)	(655,034)	(578,073)	(501,112)
	135%	(1,049,000)	(972,039)	(895,078)	(818,117)	(741,155)	(664,194)	(587,233)
	140%	(1,135,121)	(1,058,160)	(981,199)	(904,238)	(827,277)	(750,316)	(673,355)
	145%	(1,221,243)	(1,144,282)	(1,067,321)	(990,360)	(913,399)	(836,438)	(759,477)
	150%	(1,307,365)	(1,230,404)	(1,153,442)	(1,076,481)	(999,520)	(922,559)	(845,598)
	155%	(1,393,486)	(1,316,525)	(1,239,564)	(1,162,603)	(1,085,642)	(1,008,681)	(931,720)
	160%	(1,479,608)	(1,402,647)	(1,325,686)	(1,248,725)	(1,171,764)	(1,094,803)	(1,017,841)
165%	(1,565,729)	(1,488,768)	(1,411,807)	(1,334,846)	(1,257,885)	(1,180,924)	(1,103,963)	
170%	(1,651,851)	(1,574,890)	(1,497,929)	(1,420,968)	(1,344,007)	(1,267,046)	(1,190,085)	
175%	(1,737,973)	(1,661,012)	(1,584,051)	(1,507,089)	(1,430,128)	(1,353,167)	(1,276,206)	
180%	(1,824,094)	(1,747,133)	(1,670,172)	(1,593,211)	(1,516,250)	(1,439,289)	(1,362,328)	
Unit Build Rates 100% (% from base assumption)	80%	(101,662)	(34,302)	32,847	99,996	166,641	230,737	293,025
	85%	(187,784)	(110,822)	(42,294)	24,854	91,879	157,388	220,211
	90%	(273,905)	(196,944)	(119,983)	(50,287)	16,862	83,357	147,196
	95%	(360,027)	(283,066)	(206,105)	(129,144)	(58,279)	8,595	73,885
	100%	(446,148)	(369,187)	(292,226)	(215,265)	(138,304)	(66,272)	1
	105%	(532,270)	(455,309)	(378,348)	(301,387)	(224,426)	(147,465)	(74,690)
	110%	(618,392)	(541,431)	(464,470)	(387,508)	(310,547)	(233,586)	(156,679)
	115%	(704,513)	(627,552)	(550,591)	(473,630)	(396,669)	(319,708)	(242,747)
	120%	(790,635)	(713,674)	(636,713)	(559,752)	(482,791)	(405,830)	(328,869)
	125%	(876,756)	(799,795)	(722,834)	(645,873)	(568,912)	(491,951)	(414,990)
	130%	(962,878)	(885,917)	(808,956)	(731,995)	(655,034)	(578,073)	(501,112)
	135%	(1,049,000)	(972,039)	(895,078)	(818,117)	(741,155)	(664,194)	(587,233)
	140%	(1,135,121)	(1,058,160)	(981,199)	(904,238)	(827,277)	(750,316)	(673,355)
	145%	(1,221,243)	(1,144,282)	(1,067,321)	(990,360)	(913,399)	(836,438)	(759,477)
	150%	(1,307,365)	(1,230,404)	(1,153,442)	(1,076,481)	(999,520)	(922,559)	(845,598)
	155%	(1,393,486)	(1,316,525)	(1,239,564)	(1,162,603)	(1,085,642)	(1,008,681)	(931,720)
	160%	(1,479,608)	(1,402,647)	(1,325,686)	(1,248,725)	(1,171,764)	(1,094,803)	(1,017,841)
165%	(1,565,729)	(1,488,768)	(1,411,807)	(1,334,846)	(1,257,885)	(1,180,924)	(1,103,963)	
170%	(1,651,851)	(1,574,890)	(1,497,929)	(1,420,968)	(1,344,007)	(1,267,046)	(1,190,085)	
175%	(1,737,973)	(1,661,012)	(1,584,051)	(1,507,089)	(1,430,128)	(1,353,167)	(1,276,206)	
180%	(1,824,094)	(1,747,133)	(1,670,172)	(1,593,211)	(1,516,250)	(1,439,289)	(1,362,328)	

Scheme Ref: **D**
 Number of Units: **10**
 Location / Value Zone: **North East Zone**
 Notes: **Brownfield**

		AH - % on site 100%								
		40%	50%	60%	70%	80%	90%	100%		
Balance (RLV - TLV)	1									
	15.5%	(521,958)	(432,362)	(342,766)	(253,170)	(163,574)	(77,296)	1		
	16.0%	(525,948)	(435,687)	(345,426)	(255,165)	(164,904)	(77,876)	1		
	16.5%	(529,938)	(439,012)	(348,086)	(257,160)	(166,234)	(78,456)	1		
	17.0%	(533,928)	(442,337)	(350,746)	(259,155)	(167,564)	(79,037)	1		
	Profit on "Market" units	17.5%	(537,918)	(445,662)	(353,406)	(261,150)	(168,894)	(79,617)	1	
		18.0%	(541,908)	(448,987)	(356,066)	(263,145)	(170,224)	(80,197)	1	
		6.00%	(545,898)	(452,312)	(358,726)	(265,140)	(171,554)	(80,777)	1	
		(% profit)	19.0%	(549,888)	(455,637)	(361,386)	(267,135)	(172,884)	(81,357)	1
			19.5%	(553,878)	(458,962)	(364,046)	(269,130)	(174,214)	(81,938)	1
			20.0%	(557,868)	(462,287)	(366,706)	(271,125)	(175,544)	(82,518)	1
			20.5%	(561,858)	(465,612)	(369,366)	(273,120)	(176,874)	(83,098)	1
			21.0%	(565,848)	(468,937)	(372,026)	(275,115)	(178,204)	(83,678)	1
			21.5%	(569,838)	(472,262)	(374,686)	(277,110)	(179,534)	(84,258)	1
			22.0%	(573,828)	(475,587)	(377,346)	(279,105)	(180,864)	(84,839)	1
	22.5%		(577,818)	(478,912)	(380,006)	(281,100)	(182,194)	(85,419)	1	
	23.0%	(581,808)	(482,237)	(382,666)	(283,095)	(183,524)	(85,999)	1		
23.5%	(585,798)	(485,562)	(385,326)	(285,090)	(184,854)	(86,579)	1			
24.0%	(589,788)	(488,887)	(387,986)	(287,085)	(186,184)	(87,160)	1			
24.5%	(593,778)	(492,212)	(390,646)	(289,080)	(187,514)	(87,740)	1			
25.0%	(597,768)	(495,537)	(393,306)	(291,075)	(188,844)	(88,320)	1			
		AH - % on site 100%								
		40%	50%	60%	70%	80%	90%	100%		
Balance (RLV - TLV)	1									
	0	(435,307)	(358,345)	(281,384)	(204,423)	(127,462)	(56,812)	9,355		
	500	(440,727)	(363,766)	(286,805)	(209,844)	(132,883)	(61,542)	4,683		
	1,000	(446,148)	(369,187)	(292,226)	(215,265)	(138,304)	(66,272)	1		
	Site Specific S106 contributions	1,500	(451,569)	(374,608)	(297,647)	(220,686)	(143,725)	(71,002)	(4,681)	
		1,000	(456,990)	(380,029)	(303,068)	(226,107)	(149,146)	(75,731)	(9,363)	
		£ per unit	2,500	(462,411)	(385,450)	(308,489)	(231,528)	(154,567)	(80,461)	(14,046)
			3,000	(467,832)	(390,871)	(313,910)	(236,949)	(159,988)	(85,191)	(18,751)
			3,500	(473,253)	(396,292)	(319,331)	(242,370)	(165,409)	(89,921)	(23,457)
			4,000	(478,674)	(401,713)	(324,752)	(247,791)	(170,830)	(94,651)	(28,163)
			4,500	(484,095)	(407,134)	(330,173)	(253,212)	(176,251)	(99,380)	(32,869)
			5,000	(489,516)	(412,555)	(335,594)	(258,633)	(181,672)	(104,711)	(37,575)
			5,500	(494,937)	(417,976)	(341,015)	(264,054)	(187,093)	(110,132)	(42,281)
			6,000	(500,358)	(423,397)	(346,436)	(269,475)	(192,514)	(115,553)	(46,987)
	6,500	(505,779)	(428,818)	(351,857)	(274,896)	(197,935)	(120,974)	(51,693)		
	7,000	(511,200)	(434,239)	(357,278)	(280,317)	(203,356)	(126,394)	(56,398)		
	7,500	(516,621)	(439,660)	(362,699)	(285,738)	(208,776)	(131,815)	(61,104)		

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: E
Number of Units: 10
Location / Value Zone: Central National Park e.g. Esk Valley
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		10 Units							
AH Policy requirement (% Target)		100%							
AH tenure split %		Affordable Rent:		100%					
		LCHO (Int/Sub-Market etc.):		0%		0.0% % of total (>10% for HWP (Feb 2017))			
"Market Housing" tenure split %		Local Occupancy housing		0%					
		Principal Residency housing		0%					
				100%					
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -									
	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units	
1 bed House	0	0.0%	0.0	0.0	0.0%	0.0	0%	0	
2 bed House	4	40.0%	4.0	4.0	40.0%	4.0	40%	4	
3 bed House	4	40.0%	4.0	4.0	40.0%	4.0	40%	4	
4 bed House	2	20.0%	2.0	2.0	20.0%	2.0	20%	2	
5 bed House	0	0.0%	0.0	0.0	0.0%	0.0	0%	0	
1 bed Flat	0	0.0%	0.0	0.0	0.0%	0.0	0%	0	
2 bed Flat	0	0.0%	0.0	0.0	0.0%	0.0	0%	0	
Total number of units	10	100.0%	10.0			0.0	100%	10	
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	79.0	850				79.0	850		
3 bed House	93.0	1,001				93.0	1,001		
4 bed House	106.0	1,141				106.0	1,141		
5 bed House	0.0	0				0.0	0		
1 bed Flat	0.0	0		85.0%		0.0	0		
2 bed Flat	0.0	0		85.0%		0.0	0		
"Mkt" Unit Floor areas -									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	79.0	850				79.0	850		
3 bed House	93.0	1,001				93.0	1,001		
4 bed House	106.0	1,141				106.0	1,141		
5 bed House	0.0	0				0.0	0		
1 bed Flat	0.0	0		85.0%		0.0	0		
2 bed Flat	0.0	0		85.0%		0.0	0		
Total Gross Floor areas -									
	AH units GIA (sqm)	(sqft)		Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	316	3,401		0	0	316	3,401		
3 bed House	372	4,004		0	0	372	4,004		
4 bed House	212	2,282		0	0	212	2,282		
5 bed House	0	0		0	0	0	0		
1 bed Flat	0	0		0	0	0	0		
2 bed Flat	0	0		0	0	0	0		
	900	9,688		0	0	900	9,688		
AH % by floor area analysis: 100.00% AH % by floor area due to mix									
Affordable Housing values (£) -									
	Aff. Rent £	£psm		LCHO £	£psm				
1 bed House	0			0					
2 bed House	144,000	1,823		117,000	1,481				
3 bed House	164,000	1,763		133,250	1,433				
4 bed House	196,000	1,849		159,250	1,502				
5 bed House	0			0					
1 bed Flat	0			0					
2 bed Flat	0			0					
"Market" Sales values (£) -									
	£ OMS (per unit)	£psm	20%	£ Local Occ	£psm	5%	£ Principal Res	£psm	total OMV £ (no AH)
1 bed House	0								0
2 bed House	180,000	2,278		144,000	1,823		171,000	2,165	720,000
3 bed House	205,000	2,204		164,000	1,763		194,750	2,094	820,000
4 bed House	245,000	2,311		196,000	1,849		232,750	2,196	490,000
5 bed House	0								0
1 bed Flat	0								0
2 bed Flat	0								0
									2,030,000

Scheme Ref: E
 Number of Units: 10
 Location / Value Zone: Central National Park e.g. Esk Valley
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	4.0	@	144,000	576,000
3 bed House	4.0	@	164,000	656,000
4 bed House	2.0	@	196,000	392,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	10.0			1,624,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	117,000	-
3 bed House	0.0	@	133,250	-
4 bed House	0.0	@	159,250	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	164,000	-
4 bed House	0.0	@	196,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	171,000	-
3 bed House	0.0	@	194,750	-
4 bed House	0.0	@	232,750	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	10.0			1,624,000
AH on-site cost analysis:			EMV less EGDV	406,000
	451 £ psm (total GIA sqm)		40,600 £ per unit (total units)	
AH Grant	10	@	31,871	318,705
Total GDV				1,942,705

Scheme Ref: E
 Number of Units: 10
 Location / Value Zone: Central National Park e.g. Esk Valley
 Notes: Greenfield

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(4,620)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	10 units @	1,000 per unit	(10,000)
	S106 analysis:	0.62% % of GDV	
AH Commuted Sum	900 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.71 acres @	0 £ per acre (if brownfield)	-
1 bed House	- sqm @	1,275 psm	-
2 bed House	316 sqm @	1,275 psm	(402,900)
3 bed House	372 sqm @	1,275 psm	(474,300)
4 bed House	212 sqm @	1,275 psm	(270,300)
5 bed House	- sqm @	1,275 psm	-
1 bed Flat	- sqm @	1,200 psm	-
2 bed Flat	900 - sqm @	1,200 psm	-
Renewables	10 @	2,250 £per unit	(22,500)
External works (on plot)	1,170,000 @	15.00% 17,550 £per unit	(175,500)
Site wide costs	1,170,000 @	20.00% 23,400 £per unit	(234,000)
Contingency	1,170,000 @	3.00%	(35,100)
Professional Fees	1,170,000 @	6.50%	(76,050)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(5,381)
Developers Profit -			
Margin on AH	1,624,000	6.00% on AH values	(97,440)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	5.63% on costs	(97,440)
		6.00% blended	(97,440)
TOTAL COSTS			(1,828,091)

Scheme Ref: E
 Number of Units: 10
 Location / Value Zone: Central National Park e.g. Esk Valley
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				114,614
SDLT	114,614 @	5.00%		(5,731)
Acquisition Agent fees	114,614 @	1.00%		(1,146)
Acquisition Legal fees	114,614 @	0.50%		(573)
Interest on Land	114,614 @	6.25%		(7,163)
Residual Land Value				100,001
RLV analysis:	10,000 £ per plot	350,004 £ per ha	141,644 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		35.0 dph		
Site Area (Resi)		0.29 ha	0.71 acres	
Density analysis:		3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	100,000

BALANCE				
Surplus/(Deficit)	£ per plot	4 £ per ha	1 £ per acre	1

Scheme Ref: E
 Number of Units: 10
 Location / Value Zone: Central National Park e.g. Esk Valley
 Notes: Greenfield

SENSITIVITY ANALYSIS		AH - % on site 100%						
	1	40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	80%	(980,411)	(564,579)	(189,647)	(137,659)	(87,499)	(42,290)	1
	85%	(536,435)	(197,543)	(154,374)	(111,204)	(72,111)	(34,595)	1
	90%	(187,802)	(153,451)	(119,100)	(86,694)	(56,722)	(26,899)	1
	95%	(134,892)	(109,359)	(85,889)	(63,612)	(41,334)	(19,204)	1
	100%	(84,279)	(69,696)	(55,113)	(40,530)	(25,946)	(11,509)	1
	105%	(38,115)	(31,226)	(24,337)	(17,448)	(10,558)	(3,814)	1
	110%	8,049	7,244	6,439	5,635	4,830	3,882	1
	115%	54,213	45,714	37,215	28,717	20,218	11,577	1
	120%	100,377	84,184	67,992	51,799	35,606	19,272	1
	125%	146,541	122,655	98,768	74,881	50,994	26,967	1
Local Occupancy and Principal Residency Values 100% (% from base assumption)	130%	192,706	161,125	129,544	97,963	66,382	34,662	1
	135%	238,870	199,595	160,320	121,045	81,770	42,358	1
	140%	285,034	238,065	191,096	144,127	97,158	50,053	1
	145%	331,198	276,535	221,872	167,209	112,546	57,748	1
	150%	377,362	315,005	252,648	190,291	127,934	65,443	1
	155%	423,526	353,475	283,424	213,373	143,322	73,138	1
	160%	469,690	391,945	314,200	236,455	158,710	80,834	1
	165%	515,855	430,415	344,976	259,537	174,098	88,529	1
	170%	562,019	468,886	375,752	282,619	189,486	96,224	1
	175%	608,183	507,356	406,529	305,701	204,874	103,919	1
180%	654,347	545,826	437,305	328,783	220,262	111,615	1	
Balance (RLV - TLV)	1	40%	50%	60%	70%	80%	90%	100%
	80%	219,338	233,921	248,504	263,087	275,512	284,191	291,772
	85%	143,433	158,017	172,600	187,183	200,881	211,225	219,129
	90%	67,529	82,112	96,696	111,279	125,862	137,775	146,372
	95%	(8,375)	6,208	20,791	35,375	49,958	63,254	73,406
	100%	(84,279)	(69,696)	(55,113)	(40,530)	(25,946)	(11,509)	1
	105%	(168,978)	(152,264)	(135,550)	(118,835)	(102,121)	(87,267)	(74,374)
	110%	(585,216)	(465,367)	(345,519)	(225,699)	(189,117)	(172,403)	(156,317)
	115%	(1,275,571)	(1,155,722)	(1,035,874)	(916,025)	(796,176)	(676,328)	(556,479)
	120%	(1,965,926)	(1,846,077)	(1,726,228)	(1,606,380)	(1,486,531)	(1,366,683)	(1,246,834)
Unit Build Rates 100% (% from base assumption)	125%	(2,656,281)	(2,536,432)	(2,416,583)	(2,296,735)	(2,176,886)	(2,057,038)	(1,937,189)
	130%	(3,346,635)	(3,226,787)	(3,106,938)	(2,987,090)	(2,867,241)	(2,747,392)	(2,627,544)
	135%	(4,036,990)	(3,917,142)	(3,797,293)	(3,677,445)	(3,557,596)	(3,437,747)	(3,317,899)
	140%	(4,727,345)	(4,607,497)	(4,487,648)	(4,367,799)	(4,247,951)	(4,128,102)	(4,008,254)
	145%	(5,417,700)	(5,297,851)	(5,178,003)	(5,058,154)	(4,938,306)	(4,818,457)	(4,698,608)
	150%	(6,108,055)	(5,988,206)	(5,868,358)	(5,748,509)	(5,628,661)	(5,508,812)	(5,388,963)
	155%	(6,798,410)	(6,678,561)	(6,558,713)	(6,438,864)	(6,319,015)	(6,199,167)	(6,079,318)
	160%	(7,488,765)	(7,368,916)	(7,249,068)	(7,129,219)	(7,009,370)	(6,889,522)	(6,769,673)
	165%	(8,179,120)	(8,059,271)	(7,939,422)	(7,819,574)	(7,699,725)	(7,579,877)	(7,460,028)
	170%	(8,869,475)	(8,749,626)	(8,629,777)	(8,509,929)	(8,390,080)	(8,270,232)	(8,150,383)
175%	(9,559,829)	(9,439,981)	(9,320,132)	(9,200,284)	(9,080,435)	(8,960,586)	(8,840,738)	
180%	(10,250,184)	(10,130,336)	(10,010,487)	(9,890,639)	(9,770,790)	(9,650,941)	(9,531,093)	

Scheme Ref: **E**
 Number of Units: **10**
 Location / Value Zone: **Central National Park e.g. Esk Valley**
 Notes: **Greenfield**

		AH - % on site 100%							
		1	40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	15.5%		(191,906)	(156,871)	(121,836)	(88,484)	(57,916)	(27,494)	1
	16.0%		(197,692)	(161,693)	(125,693)	(91,008)	(59,599)	(28,335)	1
	16.5%		(203,477)	(166,514)	(129,550)	(93,532)	(61,281)	(29,176)	1
	17.0%		(209,263)	(171,335)	(133,407)	(96,056)	(62,964)	(30,018)	1
	17.5%		(215,048)	(176,156)	(137,264)	(98,580)	(64,647)	(30,859)	1
	18.0%		(220,834)	(180,978)	(141,121)	(101,265)	(66,329)	(31,700)	1
	18.5%		(226,619)	(185,799)	(144,978)	(104,158)	(68,012)	(32,542)	1
	19.0%		(232,405)	(190,620)	(148,835)	(107,051)	(69,694)	(33,383)	1
	19.5%		(238,190)	(195,441)	(152,692)	(109,943)	(71,377)	(34,224)	1
	20.0%		(243,976)	(200,263)	(156,549)	(112,836)	(73,060)	(35,066)	1
	20.5%		(249,761)	(205,084)	(160,406)	(115,729)	(74,742)	(35,907)	1
	21.0%		(255,547)	(209,905)	(164,263)	(118,622)	(76,425)	(36,748)	1
	21.5%		(261,332)	(214,726)	(168,120)	(121,514)	(78,107)	(37,589)	1
	22.0%		(267,118)	(219,548)	(171,977)	(124,407)	(79,790)	(38,431)	1
	22.5%		(272,903)	(224,369)	(175,834)	(127,300)	(81,473)	(39,272)	1
	23.0%		(278,689)	(229,190)	(179,691)	(130,193)	(83,155)	(40,113)	1
23.5%		(284,474)	(234,011)	(183,548)	(133,085)	(84,838)	(40,955)	1	
24.0%		(290,260)	(238,833)	(187,405)	(135,978)	(86,521)	(41,796)	1	
24.5%		(296,045)	(243,654)	(191,262)	(138,871)	(88,203)	(42,637)	1	
25.0%		(301,831)	(248,475)	(195,119)	(141,764)	(89,886)	(43,479)	1	
		AH - % on site 100%							
		1	40%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)	0		(74,724)	(60,140)	(45,557)	(30,974)	(16,391)	(2,097)	9,271
	500		(79,501)	(64,918)	(50,335)	(35,752)	(21,169)	(6,803)	4,636
	1,000		(84,279)	(69,696)	(55,113)	(40,530)	(25,946)	(11,509)	1
	1,500		(89,057)	(74,474)	(59,891)	(45,307)	(30,724)	(16,215)	(4,634)
	2,000		(93,835)	(79,252)	(64,668)	(50,085)	(35,502)	(20,921)	(9,280)
	2,500		(98,613)	(84,029)	(69,446)	(54,863)	(40,280)	(25,697)	(13,939)
	3,000		(103,391)	(88,807)	(74,224)	(59,641)	(45,058)	(30,474)	(18,598)
	3,500		(109,362)	(93,585)	(79,002)	(64,419)	(49,835)	(35,252)	(23,256)
	4,000		(114,838)	(98,363)	(83,780)	(69,196)	(54,613)	(40,030)	(27,927)
	4,500		(120,314)	(103,600)	(88,557)	(73,974)	(59,391)	(44,808)	(32,610)
	5,000		(125,790)	(109,076)	(93,335)	(78,752)	(64,169)	(49,586)	(37,292)
	5,500		(131,266)	(114,552)	(98,113)	(83,530)	(68,947)	(54,363)	(41,974)
	6,000		(136,742)	(120,028)	(103,313)	(88,308)	(73,724)	(59,141)	(46,671)
	6,500		(142,218)	(125,504)	(108,789)	(93,085)	(78,502)	(63,919)	(51,377)
	7,000		(147,694)	(130,980)	(114,265)	(97,863)	(83,280)	(68,697)	(56,083)
	7,500		(153,170)	(136,456)	(119,741)	(103,027)	(88,058)	(73,475)	(60,789)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: F
Number of Units: 10
Location / Value Zone: Southern Zone (A170/A64 Corridor)
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	10 Units
AH Policy requirement (% Target)	100%
AH tenure split %	Affordable Rent: 100%
	LCHO (Int/Sub-Market etc.): 0%
	0.0% % of total (>10% for HWP (Feb 2017))
"Market Housing" tenure split %	0%
	Local Occupancy housing: 0%
	Principal Residency housing: 100%
	100%

CIL Rate (£ psm) 0.00 £ psm

Unit mix -	AH baseline mix	AH mix%	AH # units	"Mkt" base mix	Mkt mix%	Mkt # units	Overall mix%	Total # units
1 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
3 bed House	4	40.0%	4.0	40.0%	40.0%	4.0	40%	4
4 bed House	2	20.0%	2.0	20.0%	20.0%	2.0	20%	2
5 bed House	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
1 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
2 bed Flat	0	0.0%	0.0	0.0%	0.0%	0.0	0%	0
Total number of units	10	100.0%	10.0			0.0	100%	10

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0		0.0	0
2 bed House	79.0	850		79.0	850
3 bed House	93.0	1,001		93.0	1,001
4 bed House	106.0	1,141		106.0	1,141
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

"Mkt" Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	0.0	0		0.0	0
2 bed House	79.0	850		79.0	850
3 bed House	93.0	1,001		93.0	1,001
4 bed House	106.0	1,141		106.0	1,141
5 bed House	0.0	0		0.0	0
1 bed Flat	0.0	0	85.0%	0.0	0
2 bed Flat	0.0	0	85.0%	0.0	0

Total Gross Floor areas -	AH units GIA (sqm)	(sqft)	Mkt Units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	316	3,401	0	0	316	3,401
3 bed House	372	4,004	0	0	372	4,004
4 bed House	212	2,282	0	0	212	2,282
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	900	9,688	0	0	900	9,688

AH % by floor area analysis: 100.00% AH % by floor area due to mix

Affordable Housing values (£) -	Aff. Rent £	£psm	LCHO £	£psm
1 bed House	0		0	
2 bed House	168,000	2,127	136,500	1,728
3 bed House	172,000	1,849	139,750	1,503
4 bed House	216,000	2,038	175,500	1,656
5 bed House	0		0	
1 bed Flat	0		0	
2 bed Flat	0		0	

"Market" Sales values (£) -	£ OMS (per unit)	£psm	£ Local Occ	£psm	£ Principal Res	£psm	total OMV £ (no AH)
1 bed House	0						0
2 bed House	210,000	2,658	168,000	2,127	199,500	2,525	840,000
3 bed House	215,000	2,312	172,000	1,849	204,250	2,196	860,000
4 bed House	270,000	2,547	216,000	2,038	256,500	2,420	540,000
5 bed House	0						0
1 bed Flat	0						0
2 bed Flat	0						0
							2,240,000

Scheme Ref: F
 Number of Units: 10
 Location / Value Zone: Southern Zone (A170/A64 Corridor)
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
Affordable Rent GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	4.0	@	168,000	672,000
3 bed House	4.0	@	172,000	688,000
4 bed House	2.0	@	216,000	432,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	10.0			1,792,000
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	136,500	-
3 bed House	0.0	@	139,750	-
4 bed House	0.0	@	175,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Local Occupancy "Mtk" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	168,000	-
3 bed House	0.0	@	172,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Principal Residence "Mkt" GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	199,500	-
3 bed House	0.0	@	204,250	-
4 bed House	0.0	@	256,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Sub-total GDV Residential	10.0			1,792,000
AH on-site cost analysis:			EMV less EGDV	448,000
	498 £ psm (total GIA sqm)		44,800 £ per unit (total units)	
AH Grant	10	@	23,415	234,150
Total GDV				2,026,150

Scheme Ref: F
 Number of Units: 10
 Location / Value Zone: Southern Zone (A170/A64 Corridor)
 Notes: Brownfield

DEVELOPMENT COSTS			
Initial Payments -			
Planning Application Professional Fees, Surveys and reports			(20,000)
Statutory Planning Fees (Residential)			(4,620)
CIL (Market units only)	0 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)
Site Specific S106 Contributions	10 units @	1,000 per unit	(10,000)
	S106 analysis:	0.56% % of GDV	
AH Commuted Sum	900 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV	
Construction Costs -			
Site Clearance and Demolition	0.71 acres @	100,000 £ per acre (if brownfield)	(70,600)
1 bed House	- sqm @	1,275 psm	-
2 bed House	316 sqm @	1,275 psm	(402,900)
3 bed House	372 sqm @	1,275 psm	(474,300)
4 bed House	212 sqm @	1,275 psm	(270,300)
5 bed House	- sqm @	1,275 psm	-
1 bed Flat	- sqm @	1,200 psm	-
2 bed Flat	900 - sqm @	1,200 psm	-
Renewables	10 @	2,250 £ per unit	(22,500)
External works (on plot)	1,170,000 @	15.00% 17,550 £ per unit	(175,500)
Site wide costs	1,170,000 @	20.00% 23,400 £ per unit	(234,000)
Contingency	1,170,000 @	3.00%	(35,100)
Professional Fees	1,170,000 @	6.50%	(76,050)
Disposal Costs -			
Residential Sales Agent Costs	- OMS @	1.00%	-
Residential Sales Legal Costs	- OMS @	0.50%	-
Marketing and Promotion	- OMS @	1.00%	-
Interest (on Development Costs) -	6.25% APR	0.506% pcm	(8,146)
Developers Profit -			
Margin on AH	1,792,000	6.00% on AH values	(107,520)
Profit on "Market" units	0	6.00%	-
	Profit analysis:	5.96% on costs	(107,520)
		6.00% blended	(107,520)
TOTAL COSTS			(1,911,536)

Scheme Ref: F
 Number of Units: 10
 Location / Value Zone: Southern Zone (A170/A64 Corridor)
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				114,614
SDLT	114,614 @	5.00%		(5,731)
Acquisition Agent fees	114,614 @	1.00%		(1,146)
Acquisition Legal fees	114,614 @	0.50%		(573)
Interest on Land	114,614 @	6.25%		(7,163)
Residual Land Value				100,001
RLV analysis:	10,000 £ per plot	350,004 £ per ha	141,644 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		35.0 dph		
Site Area (Resi)		0.29 ha	0.71 acres	
Density analysis:		3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	10,000 £ per plot	350,000 £ per ha	141,643 £ per acre	100,000

BALANCE				
Surplus/(Deficit)	£ per plot	4 £ per ha	1 £ per acre	1

Scheme Ref: F
 Number of Units: 10
 Location / Value Zone: Southern Zone (A170/A64 Corridor)
 Notes: Brownfield

SENSITIVITY ANALYSIS		AH - % on site 100%							
	1	40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)	80%	(241,575)	(198,622)	(155,670)	(112,717)	(73,620)	(36,200)	1	
	85%	(183,185)	(149,964)	(116,743)	(85,623)	(56,638)	(27,709)	1	
	90%	(124,795)	(101,306)	(80,645)	(60,151)	(39,656)	(19,217)	1	
	95%	(70,689)	(58,685)	(46,682)	(34,678)	(22,675)	(10,726)	1	
	100%	(19,744)	(16,231)	(12,718)	(9,206)	(5,693)	(2,235)	1	
	105%	31,202	26,223	21,245	16,267	11,289	6,257	1	
	110%	82,147	68,678	55,209	41,740	28,270	14,748	1	
	Local Occupancy and Principal Residency Values 100% (% from base assumption)	115%	133,092	111,132	89,172	67,212	45,252	23,239	1
		120%	184,037	153,586	123,135	92,685	62,234	31,730	1
		125%	234,982	196,041	157,099	118,157	79,216	40,222	1
		130%	285,927	238,495	191,062	143,630	96,197	48,713	1
		135%	336,872	280,949	225,026	169,102	113,179	57,204	1
		140%	387,818	323,403	258,989	194,575	130,161	65,695	1
		145%	438,763	365,858	292,953	220,048	147,143	74,187	1
		150%	489,708	408,312	326,916	245,520	164,124	82,678	1
		155%	540,653	450,766	360,880	270,993	181,106	91,169	1
		160%	591,598	493,221	394,843	296,465	198,088	99,661	1
165%	642,543	535,675	428,806	321,938	215,069	108,152	1		
170%	693,488	578,129	462,770	347,410	232,051	116,643	1		
175%	744,434	620,583	496,733	372,883	249,033	125,134	1		
180%	795,379	663,038	530,697	398,356	266,015	133,626	1		
Balance (RLV - TLV)	80%	280,821	284,334	287,846	291,359	294,187	294,050	292,471	
	85%	205,680	209,192	212,705	216,218	219,469	220,834	219,673	
	90%	130,539	134,051	137,564	141,077	144,589	147,120	146,748	
	95%	55,398	58,910	62,423	65,936	69,448	72,528	73,595	
	100%	(19,744)	(16,231)	(12,718)	(9,206)	(5,693)	(2,235)	1	
	105%	(94,885)	(91,372)	(87,859)	(84,347)	(80,834)	(77,321)	(74,413)	
	110%	(180,259)	(176,233)	(172,207)	(168,181)	(164,155)	(160,129)	(156,362)	
	Unit Build Rates 100% (% from base assumption)	115%	(266,380)	(262,354)	(258,328)	(254,302)	(250,277)	(246,251)	(242,225)
		120%	(352,502)	(348,476)	(344,450)	(340,424)	(336,398)	(332,372)	(328,346)
		125%	(438,624)	(434,598)	(430,572)	(426,546)	(422,520)	(418,494)	(414,468)
		130%	(524,745)	(520,719)	(516,693)	(512,667)	(508,641)	(504,615)	(500,589)
		135%	(610,867)	(606,841)	(602,815)	(598,789)	(594,763)	(590,737)	(586,711)
		140%	(696,988)	(692,963)	(688,937)	(684,911)	(680,885)	(676,859)	(672,833)
		145%	(783,110)	(779,084)	(775,058)	(771,032)	(767,006)	(762,980)	(758,954)
		150%	(869,232)	(865,206)	(861,180)	(857,154)	(853,128)	(849,102)	(845,076)
		155%	(955,353)	(951,327)	(947,301)	(943,275)	(939,249)	(935,223)	(931,198)
		160%	(1,041,475)	(1,037,449)	(1,033,423)	(1,029,397)	(1,025,371)	(1,021,345)	(1,017,319)
165%	(1,127,597)	(1,123,571)	(1,119,545)	(1,115,519)	(1,111,493)	(1,107,467)	(1,103,441)		
170%	(1,213,718)	(1,209,692)	(1,205,666)	(1,201,640)	(1,197,614)	(1,193,588)	(1,189,562)		
175%	(1,299,840)	(1,295,814)	(1,291,788)	(1,287,762)	(1,283,736)	(1,279,710)	(1,275,684)		
180%	(1,385,961)	(1,381,935)	(1,377,909)	(1,373,884)	(1,369,858)	(1,365,832)	(1,361,806)		

Scheme Ref: **F**
 Number of Units: **10**
 Location / Value Zone: **Southern Zone (A170/A64 Corridor)**
 Notes: **Brownfield**

		AH - % on site 100%								
		1	40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)	15.5%		(129,312)	(105,070)	(83,272)	(62,121)	(40,970)	(19,873)	1	
	16.0%		(135,696)	(110,390)	(86,985)	(64,906)	(42,827)	(20,802)	1	
	16.5%		(142,080)	(115,710)	(90,699)	(67,691)	(44,683)	(21,730)	1	
	17.0%		(148,464)	(121,030)	(94,412)	(70,476)	(46,540)	(22,658)	1	
	Profit on "Market" units	17.5%		(154,848)	(126,350)	(98,126)	(73,261)	(48,397)	(23,587)	1
	6.00%	18.0%		(161,232)	(131,670)	(102,108)	(76,046)	(50,253)	(24,515)	1
	(% profit)	18.5%		(167,616)	(136,990)	(106,364)	(78,831)	(52,110)	(25,443)	1
		19.0%		(174,000)	(142,310)	(110,620)	(81,616)	(53,967)	(26,372)	1
		19.5%		(180,384)	(147,630)	(114,876)	(84,401)	(55,823)	(27,300)	1
		20.0%		(186,768)	(152,950)	(119,132)	(87,186)	(57,680)	(28,228)	1
		20.5%		(193,152)	(158,270)	(123,388)	(89,971)	(59,537)	(29,157)	1
		21.0%		(199,536)	(163,590)	(127,644)	(92,756)	(61,393)	(30,085)	1
		21.5%		(205,920)	(168,910)	(131,900)	(95,541)	(63,250)	(31,013)	1
		22.0%		(212,304)	(174,230)	(136,156)	(98,326)	(65,107)	(31,942)	1
		22.5%		(218,688)	(179,550)	(140,412)	(101,274)	(66,963)	(32,870)	1
	23.0%		(225,072)	(184,870)	(144,668)	(104,466)	(68,820)	(33,798)	1	
	23.5%		(231,456)	(190,190)	(148,924)	(107,658)	(70,677)	(34,727)	1	
	24.0%		(237,840)	(195,510)	(153,180)	(110,850)	(72,533)	(35,655)	1	
	24.5%		(244,224)	(200,830)	(157,436)	(114,042)	(74,390)	(36,583)	1	
	25.0%		(250,608)	(206,150)	(161,692)	(117,234)	(76,247)	(37,512)	1	
		AH - % on site 100%								
		1	40%	50%	60%	70%	80%	90%	100%	
Balance (RLV - TLV)	0		(10,284)	(6,771)	(3,259)	254	3,767	7,177	9,283	
	500		(15,014)	(11,501)	(7,988)	(4,476)	(963)	2,471	4,648	
	1,000		(19,744)	(16,231)	(12,718)	(9,206)	(5,693)	(2,235)	1	
	Site Specific S106 contributions	1,500		(24,473)	(20,961)	(17,448)	(13,935)	(10,423)	(6,941)	(4,658)
	1,000	2,000		(29,203)	(25,690)	(22,178)	(18,665)	(15,152)	(11,647)	(9,316)
	£ per unit	2,500		(33,933)	(30,420)	(26,908)	(23,395)	(19,882)	(16,370)	(13,975)
		3,000		(38,663)	(35,150)	(31,637)	(28,125)	(24,612)	(21,099)	(18,634)
		3,500		(43,392)	(39,880)	(36,367)	(32,854)	(29,342)	(25,829)	(23,298)
		4,000		(48,122)	(44,610)	(41,097)	(37,584)	(34,072)	(30,559)	(27,980)
		4,500		(52,852)	(49,339)	(45,827)	(42,314)	(38,801)	(35,289)	(32,663)
		5,000		(57,582)	(54,069)	(50,556)	(47,044)	(43,531)	(40,018)	(37,345)
		5,500		(62,312)	(58,799)	(55,286)	(51,774)	(48,261)	(44,748)	(42,027)
		6,000		(67,041)	(63,529)	(60,016)	(56,503)	(52,991)	(49,478)	(46,710)
		6,500		(71,771)	(68,258)	(64,746)	(61,233)	(57,720)	(54,208)	(51,416)
		7,000		(76,501)	(72,988)	(69,476)	(65,963)	(62,450)	(58,938)	(56,122)
	7,500		(81,231)	(77,718)	(74,205)	(70,693)	(67,180)	(63,667)	(60,828)	

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

180810 NYMNP Residential Appraisals_v7_A-F - Summary Table

Scheme Ref:	A	B	C	D	E	F	Comments
Number of Units:	5	10	10	10	10	10	
Location / Value Zone:	Western Fringes (A19/A172 corridor)	Western Fringes (A19/A172 corridor)	North East Zone	North East Zone	Central National Park e.g. Esk Valley	Southern Zone (A170/A64 Corridor)	
Notes:	Greenfield	Brownfield	Greenfield	Brownfield	Greenfield	Brownfield	
Total GDV (£)	1,060,000	2,120,000	1,912,996	1,986,633	1,942,705	2,026,150	
AH %	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100% Affordable Rent
AH Grant (£/unit)	-	-	79,300	86,663	31,871	23,415	Including Grant
AH Grant (£)	-	-	792,996	866,633	318,705	234,150	
Site Specific S106 (£/unit)	1,000	1,000	1,000	1,000	1,000	1,000	
Site Specific S106 (£)	5,000	10,000	10,000	10,000	10,000	10,000	
Total Developers Profit (£)	63,600	127,200	67,200	67,200	97,440	107,520	
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	
Developers Profit (% on 'MKT')	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	
Developers Profit (% blended)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	
Developers Profit (% on costs)	7.4%	7.1%	3.9%	3.7%	5.6%	6.0%	
RLV (£ net)	114,604	165,838	100,001	100,001	100,001	100,001	
RLV (£/acre)	324,657	234,898	141,644	141,644	141,644	141,644	
RLV (£/ha)	802,227	580,433	350,004	350,004	350,004	350,004	
RLV (£/plot)	22,921	16,584	10,000	10,000	10,000	10,000	
Threshold Land Value (TLV):		-	-	-	-	-	
TLV (£ net)	50,000	100,000	100,000	100,000	100,000	100,000	
TLV (£/acre)	141,643	141,643	141,643	141,643	141,643	141,643	
TLV (£/ha)	350,000	350,000	350,000	350,000	350,000	350,000	
TLV (£/plot)	10,000	10,000	10,000	10,000	10,000	10,000	
Balance for Plan VA:		-	-	-	-	-	
Surplus/Deficit	64,604	65,838	1	1	1	1	Grant calculated to balance
Surplus/Deficit (£/acre)	183,014	93,255	1	1	1	1	
Surplus/Deficit (£/ha)	452,227	230,433	3	4	4	4	
Surplus/Deficit (£/plot)	12,921	6,584					
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	