

**180810 NYMNPA Residential Appraisals\_v7\_G-L - Version Notes**

| <b>Date</b> | <b>Version</b> | <b>Comments</b> |
|-------------|----------------|-----------------|
| 180810      | v7             |                 |



**Scheme Ref:** G  
**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:            | 50%  |
|                                  | LCHO (Int/Sub-Market etc.): | 50%  |
|                                  |                             | 50.0% % 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%          | 40.0%    | 0.0         | 40%          | 2             |
| 3 bed House                  | 2               | 40.0%         | 2.0        | 40.0%          | 40.0%    | 0.0         | 40%          | 2             |
| 4 bed House                  | 1               | 20.0%         | 1.0        | 20.0%          | 20.0%    | 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             |
| <b>Total number of units</b> | <b>5</b>        | <b>100.0%</b> | <b>5.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>5</b>      |

| 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            |
|                           | <b>450</b>         | <b>4,844</b> | <b>0</b>            | <b>0</b> | <b>450</b>                  | <b>4,844</b> |

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% £ Local Occ | £psm  | 5% £ Principal Res | £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                   |
|                             |                  |       |                 |       |                    |       | <b>1,325,000</b>    |

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

| GROSS DEVELOPMENT VALUE                |                            |   |                                 |         |
|--|----------------------------|---|---------------------------------|---------|
| <b>Affordable Rent GDV -</b>           |                            |   |                                 |         |
|  | (part houses due to % mix) |   |                                 |         |
| 1 bed House                            | 0.0                        | @ | 0                               | -       |
| 2 bed House                            | 1.0                        | @ | 164,000                         | 164,000 |
| 3 bed House                            | 1.0                        | @ | 224,000                         | 224,000 |
| 4 bed House                            | 0.5                        | @ | 284,000                         | 142,000 |
| 5 bed House                            | 0.0                        | @ | 0                               | -       |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -       |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -       |
|  | 2.5                        |   |                                 | 530,000 |
| <b>LCHO GDV -</b>                      |                            |   |                                 |         |
| 1 bed House                            | 0.0                        | @ | 0                               | -       |
| 2 bed House                            | 1.0                        | @ | 133,250                         | 133,250 |
| 3 bed House                            | 1.0                        | @ | 182,000                         | 182,000 |
| 4 bed House                            | 0.5                        | @ | 230,750                         | 115,375 |
| 5 bed House                            | 0.0                        | @ | 0                               | -       |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -       |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -       |
|  | 2.5                        |   |                                 | 430,625 |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                                 |         |
| 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                        |   |                                 | -       |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                                 |         |
| 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                        |   |                                 | -       |
| <b>Sub-total GDV Residential</b>       |                            |   |                                 |         |
|  | 5.0                        |   |                                 | 960,625 |
| AH on-site cost analysis:              |                            |   |                                 |         |
|  | 810 £ psm (total GIA sqm)  |   | £MV less £GDV                   | 364,375 |
|  |                            |   | 72,875 £ per unit (total units) |         |
| <b>AH Grant</b>                        |                            |   |                                 |         |
|  | 5                          | @ | 4,059                           | 20,295  |
| <b>Total GDV</b>                       |                            |   |                                 |         |
|  |                            |   |                                 | 980,920 |

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| DEVELOPMENT COSTS   |                     |                    |                                |
|---|---------------------|--------------------|--------------------------------|
| <b>Initial Payments -</b>                                   |                     |                    |                                |
| 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:      | 0.52% % of GDV     |                                |
| AH Commuted Sum   | 450 sqm (total)     | 0                  | £ psm (-)                      |
|   | Comm. Sum analysis: | 0.00% % of GDV     |                                |
| <b>Construction Costs -</b>                                 |                     |                    |                                |
| 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)                       |
| <b>Professional Fees</b>                                    | 585,000 @           | 6.50%              | (38,025)                       |
| <b>Disposal Costs -</b>                                     |                     |                    |                                |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%              | -                              |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%              | -                              |
| Marketing and Promotion                                     | - OMS @             | 1.00%              | -                              |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm         | (3,340)                        |
| <b>Developers Profit -</b>                                  |                     |                    |                                |
| Margin on AH  | 960,625             | 6.00% on AH values | (57,638)                       |
| Profit on "Market" units                                    | 0                   | 6.00%              | -                              |
|   | Profit analysis:    | 6.66% on costs     | (57,638)                       |
|   |                     | 6.00% blended      | (57,638)                       |
| <b>TOTAL COSTS</b>  |                     |                    | <b>(923,612)</b>               |

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| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |               |
|-----------------------------|-------------------|------------------|--------------------|---------------|
| Residual Land Value (gross) |                   |                  |                    | 57,308        |
| SDLT                        | 57,308 @          | 5.00%            |                    | (2,865)       |
| Acquisition Agent fees      | 57,308 @          | 1.00%            |                    | (573)         |
| Acquisition Legal fees      | 57,308 @          | 0.50%            |                    | (287)         |
| Interest on Land            | 57,308 @          | 6.25%            |                    | (3,582)       |
| Residual Land Value         |                   |                  |                    | <b>50,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,007 £ per ha | 141,646 £ per acre |               |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |               |
|-----------------------------|-------------------|------------------|--------------------|---------------|
| 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 | <b>50,000</b> |

| <b>BALANCE</b>    |            |            |              |          |
|-------------------|------------|------------|--------------|----------|
| Surplus/(Deficit) | £ per plot | 7 £ per ha | 3 £ per acre | <b>1</b> |

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| SENSITIVITY ANALYSIS   |      | AH - % on site 100% |             |             |             |             |             |             |             |
|--|------|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|  |      | 1                   | 40%         | 50%         | 60%         | 70%         | 80%         | 90%         | 100%        |
| Balance (RLV - TLV)  | 80%  | 1                   | (15,445)    | (12,615)    | (9,786)     | (6,956)     | (4,126)     | (1,490)     | 1           |
|  | 85%  |                     | 14,692      | 12,499      | 10,306      | 8,112       | 5,919       | 3,534       | 1           |
|  | 90%  |                     | 44,829      | 37,613      | 30,397      | 23,181      | 15,965      | 8,557       | 1           |
|  | 95%  |                     | 74,966      | 62,727      | 50,488      | 38,250      | 26,011      | 13,581      | 1           |
|  | 100% |                     | 105,103     | 87,842      | 70,580      | 53,318      | 36,056      | 18,604      | 1           |
|  | 105% |                     | 135,240     | 112,956     | 90,671      | 68,387      | 46,102      | 23,628      | 1           |
|  | 110% |                     | 165,378     | 138,070     | 110,763     | 83,455      | 56,148      | 28,651      | 1           |
|  | 115% |                     | 195,515     | 163,184     | 130,854     | 98,524      | 66,193      | 33,675      | 1           |
|  | 120% |                     | 225,652     | 188,298     | 150,945     | 113,592     | 76,239      | 38,699      | 1           |
|  | 125% |                     | 255,789     | 213,413     | 171,037     | 128,661     | 86,285      | 43,722      | 1           |
|  | 130% |                     | 285,926     | 238,527     | 191,128     | 143,729     | 96,330      | 48,746      | 1           |
|  | 135% |                     | 316,063     | 263,641     | 211,219     | 158,798     | 106,376     | 53,769      | 1           |
|  | 140% |                     | 346,200     | 288,755     | 231,311     | 173,866     | 116,422     | 58,793      | 1           |
|  | 145% |                     | 376,337     | 313,869     | 251,402     | 188,935     | 126,467     | 63,816      | 1           |
|  | 150% |                     | 406,474     | 338,983     | 271,493     | 204,003     | 136,513     | 68,840      | 1           |
|  | 155% |                     | 436,611     | 364,098     | 291,585     | 219,072     | 146,559     | 73,864      | 1           |
|  | 160% |                     | 466,748     | 389,212     | 311,676     | 234,140     | 156,604     | 78,887      | 1           |
| 165%   |      | 496,885             | 414,326     | 331,767     | 249,209     | 166,650     | 83,911      | 1           |             |
| 170%   |      | 527,022             | 439,440     | 351,859     | 264,277     | 176,696     | 88,934      | 1           |             |
| 175%   |      | 557,159             | 464,554     | 371,950     | 279,346     | 186,741     | 93,958      | 1           |             |
| 180%   |      | 587,296             | 489,669     | 392,041     | 294,414     | 196,787     | 98,981      | 1           |             |
| Local Occupancy and Principal Residency Values<br>100%<br>(% from base assumption) | 80%  | 1                   | 254,991     | 237,730     | 220,468     | 203,206     | 184,841     | 165,860     | 146,253     |
|  | 85%  |                     | 217,519     | 200,258     | 182,996     | 165,734     | 147,933     | 129,262     | 109,880     |
|  | 90%  |                     | 180,047     | 162,786     | 145,524     | 128,262     | 111,000     | 92,421      | 73,434      |
|  | 95%  |                     | 142,575     | 125,314     | 108,052     | 90,790      | 73,528      | 55,513      | 36,834      |
|  | 100% |                     | 105,103     | 87,842      | 70,580      | 53,318      | 36,056      | 18,604      | 1           |
|  | 105% |                     | 67,631      | 50,370      | 33,108      | 15,846      | (1,416)     | (18,678)    | (36,907)    |
|  | 110% |                     | 30,159      | 12,898      | (4,364)     | (21,626)    | (38,888)    | (57,048)    | (77,296)    |
|  | 115% |                     | (7,312)     | (24,574)    | (41,836)    | (60,427)    | (80,212)    | (99,996)    | (182,487)   |
|  | 120% |                     | (44,784)    | (63,807)    | (83,591)    | (103,375)   | (184,725)   | (315,973)   | (447,221)   |
|  | 125% |                     | (86,970)    | (106,754)   | (186,963)   | (318,211)   | (449,459)   | (580,707)   | (711,955)   |
|  | 130% |                     | (189,201)   | (320,449)   | (451,697)   | (582,945)   | (714,193)   | (845,441)   | (976,689)   |
|  | 135% |                     | (453,935)   | (585,183)   | (716,431)   | (847,679)   | (978,926)   | (1,110,174) | (1,241,422) |
|  | 140% |                     | (718,668)   | (849,916)   | (981,164)   | (1,112,412) | (1,243,660) | (1,374,908) | (1,506,156) |
|  | 145% |                     | (983,402)   | (1,114,650) | (1,245,898) | (1,377,146) | (1,508,394) | (1,639,642) | (1,770,890) |
|  | 150% |                     | (1,248,136) | (1,379,384) | (1,510,632) | (1,641,880) | (1,773,128) | (1,904,376) | (2,035,624) |
|  | 155% |                     | (1,512,870) | (1,644,118) | (1,775,366) | (1,906,614) | (2,037,862) | (2,169,110) | (2,300,358) |
|  | 160% |                     | (1,777,604) | (1,908,852) | (2,040,100) | (2,171,348) | (2,302,596) | (2,433,844) | (2,565,091) |
| 165%   |      | (2,042,338)         | (2,173,586) | (2,304,833) | (2,436,081) | (2,567,329) | (2,698,577) | (2,829,825) |             |
| 170%   |      | (2,307,071)         | (2,438,319) | (2,569,567) | (2,700,815) | (2,832,063) | (2,963,311) | (3,094,559) |             |
| 175%   |      | (2,571,805)         | (2,703,053) | (2,834,301) | (2,965,549) | (3,096,797) | (3,228,045) | (3,359,293) |             |
| 180%   |      | (2,836,539)         | (2,967,787) | (3,099,035) | (3,230,283) | (3,361,531) | (3,492,779) | (3,624,027) |             |
| Unit Build Rates<br>100%<br>(% from base assumption)                               | 80%  | 1                   | 254,991     | 237,730     | 220,468     | 203,206     | 184,841     | 165,860     | 146,253     |
|  | 85%  |                     | 217,519     | 200,258     | 182,996     | 165,734     | 147,933     | 129,262     | 109,880     |
|  | 90%  |                     | 180,047     | 162,786     | 145,524     | 128,262     | 111,000     | 92,421      | 73,434      |
|  | 95%  |                     | 142,575     | 125,314     | 108,052     | 90,790      | 73,528      | 55,513      | 36,834      |
|  | 100% |                     | 105,103     | 87,842      | 70,580      | 53,318      | 36,056      | 18,604      | 1           |
|  | 105% |                     | 67,631      | 50,370      | 33,108      | 15,846      | (1,416)     | (18,678)    | (36,907)    |
|  | 110% |                     | 30,159      | 12,898      | (4,364)     | (21,626)    | (38,888)    | (57,048)    | (77,296)    |
|  | 115% |                     | (7,312)     | (24,574)    | (41,836)    | (60,427)    | (80,212)    | (99,996)    | (182,487)   |
|  | 120% |                     | (44,784)    | (63,807)    | (83,591)    | (103,375)   | (184,725)   | (315,973)   | (447,221)   |
|  | 125% |                     | (86,970)    | (106,754)   | (186,963)   | (318,211)   | (449,459)   | (580,707)   | (711,955)   |
|  | 130% |                     | (189,201)   | (320,449)   | (451,697)   | (582,945)   | (714,193)   | (845,441)   | (976,689)   |
|  | 135% |                     | (453,935)   | (585,183)   | (716,431)   | (847,679)   | (978,926)   | (1,110,174) | (1,241,422) |
|  | 140% |                     | (718,668)   | (849,916)   | (981,164)   | (1,112,412) | (1,243,660) | (1,374,908) | (1,506,156) |
|  | 145% |                     | (983,402)   | (1,114,650) | (1,245,898) | (1,377,146) | (1,508,394) | (1,639,642) | (1,770,890) |
|  | 150% |                     | (1,248,136) | (1,379,384) | (1,510,632) | (1,641,880) | (1,773,128) | (1,904,376) | (2,035,624) |
|  | 155% |                     | (1,512,870) | (1,644,118) | (1,775,366) | (1,906,614) | (2,037,862) | (2,169,110) | (2,300,358) |
|  | 160% |                     | (1,777,604) | (1,908,852) | (2,040,100) | (2,171,348) | (2,302,596) | (2,433,844) | (2,565,091) |
| 165%   |      | (2,042,338)         | (2,173,586) | (2,304,833) | (2,436,081) | (2,567,329) | (2,698,577) | (2,829,825) |             |
| 170%   |      | (2,307,071)         | (2,438,319) | (2,569,567) | (2,700,815) | (2,832,063) | (2,963,311) | (3,094,559) |             |
| 175%   |      | (2,571,805)         | (2,703,053) | (2,834,301) | (2,965,549) | (3,096,797) | (3,228,045) | (3,359,293) |             |
| 180%   |      | (2,836,539)         | (2,967,787) | (3,099,035) | (3,230,283) | (3,361,531) | (3,492,779) | (3,624,027) |             |

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

|                                  |            | AH - % on site 100% |                     |          |          |         |         |         |          |          |
|----------------------------------|------------|---------------------|---------------------|----------|----------|---------|---------|---------|----------|----------|
|                                  |            | 1                   | 40%                 | 50%      | 60%      | 70%     | 80%     | 90%     | 100%     |          |
| Balance (RLV - TLV)              |            | 15.5%               | 42,503              | 35,674   | 28,846   | 22,018  | 15,189  | 8,171   | 1        |          |
|                                  |            | 16.0%               | 39,208              | 32,929   | 26,649   | 20,370  | 14,091  | 7,622   | 1        |          |
|                                  |            | 16.5%               | 35,913              | 30,183   | 24,453   | 18,723  | 12,993  | 7,073   | 1        |          |
|                                  |            | 17.0%               | 32,618              | 27,437   | 22,256   | 17,075  | 11,895  | 6,523   | 1        |          |
| Profit on "Market" units         |            | 17.5%               | 29,324              | 24,692   | 20,060   | 15,428  | 10,796  | 5,974   | 1        |          |
|                                  | 6.00%      | 18.0%               | 26,029              | 21,946   | 17,863   | 13,781  | 9,698   | 5,425   | 1        |          |
| (% profit)                       |            | 18.5%               | 22,734              | 19,200   | 15,667   | 12,133  | 8,600   | 4,876   | 1        |          |
|                                  |            | 19.0%               | 19,439              | 16,455   | 13,470   | 10,486  | 7,501   | 4,327   | 1        |          |
|                                  |            | 19.5%               | 16,144              | 13,709   | 11,274   | 8,839   | 6,403   | 3,778   | 1        |          |
|                                  |            | 20.0%               | 12,850              | 10,963   | 9,077    | 7,191   | 5,305   | 3,229   | 1        |          |
|                                  |            | 20.5%               | 9,555               | 8,218    | 6,881    | 5,544   | 4,207   | 2,680   | 1        |          |
|                                  |            | 21.0%               | 6,260               | 5,472    | 4,684    | 3,896   | 3,108   | 2,130   | 1        |          |
|                                  |            | 21.5%               | 2,965               | 2,727    | 2,488    | 2,249   | 2,010   | 1,581   | 1        |          |
|                                  |            | 22.0%               | (329)               | (19)     | 291      | 602     | 912     | 1,032   | 1        |          |
|                                  |            | 22.5%               | (3,624)             | (2,765)  | (1,905)  | (1,046) | (186)   | 483     | 1        |          |
|                                  |            | 23.0%               | (6,919)             | (5,510)  | (4,102)  | (2,693) | (1,285) | (66)    | 1        |          |
|                                  |            | 23.5%               | (10,214)            | (8,256)  | (6,298)  | (4,341) | (2,383) | (615)   | 1        |          |
|                                  |            | 24.0%               | (13,509)            | (11,002) | (8,495)  | (5,988) | (3,481) | (1,164) | 1        |          |
|                                  |            | 24.5%               | (16,803)            | (13,747) | (10,691) | (7,635) | (4,579) | (1,713) | 1        |          |
|                                  |            | 25.0%               | (20,098)            | (16,493) | (12,888) | (9,283) | (5,678) | (2,263) | 1        |          |
|                                  |            |                     | AH - % on site 100% |          |          |         |         |         |          |          |
|                                  |            | 1                   | 40%                 | 50%      | 60%      | 70%     | 80%     | 90%     | 100%     |          |
| Balance (RLV - TLV)              |            | 0                   | 109,739             | 92,477   | 75,215   | 57,953  | 40,691  | 23,170  | 4,566    |          |
|                                  |            | 500                 | 107,421             | 90,159   | 72,897   | 55,636  | 38,374  | 20,887  | 2,284    |          |
| Site Specific S106 contributions |            | 1,000               | 105,103             | 87,842   | 70,580   | 53,318  | 36,056  | 18,604  | 1        |          |
|                                  |            | 1,500               | 102,786             | 85,524   | 68,262   | 51,000  | 33,739  | 16,322  | (2,282)  |          |
|                                  |            | 2,000               | 100,468             | 83,206   | 65,945   | 48,683  | 31,421  | 14,039  | (4,564)  |          |
|                                  | £ per unit |                     | 2,500               | 98,151   | 80,889   | 63,627  | 46,365  | 29,103  | 11,756   | (6,847)  |
|                                  |            |                     | 3,000               | 95,833   | 78,571   | 61,310  | 44,048  | 26,786  | 9,473    | (9,130)  |
|                                  |            |                     | 3,500               | 93,516   | 76,254   | 58,992  | 41,730  | 24,468  | 7,191    | (11,413) |
|                                  |            |                     | 4,000               | 91,198   | 73,936   | 56,674  | 39,413  | 22,151  | 4,889    | (13,695) |
|                                  |            |                     | 4,500               | 88,880   | 71,619   | 54,357  | 37,095  | 19,833  | 2,571    | (15,978) |
|                                  |            |                     | 5,000               | 86,563   | 69,301   | 52,039  | 34,777  | 17,516  | 254      | (18,261) |
|                                  |            |                     | 5,500               | 84,245   | 66,983   | 49,722  | 32,460  | 15,198  | (2,064)  | (20,543) |
|                                  |            |                     | 6,000               | 81,928   | 64,666   | 47,404  | 30,142  | 12,880  | (4,381)  | (22,826) |
|                                  |            |                     | 6,500               | 79,610   | 62,348   | 45,086  | 27,825  | 10,563  | (6,699)  | (25,109) |
|                                  |            |                     | 7,000               | 77,293   | 60,031   | 42,769  | 25,507  | 8,245   | (9,017)  | (27,392) |
|                                  |            |                     | 7,500               | 74,975   | 57,713   | 40,451  | 23,190  | 5,928   | (11,334) | (29,674) |

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

**Scheme Ref:** H  
**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: 50%                       |
|                                  | LCHO (Int/Sub-Market etc.): 50%            |
|                                  | 50.0% % 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%          | 0.0      | 4.0         | 40%          | 4             |
| 3 bed House                  | 4               | 40.0%         | 4.0         | 40.0%          | 0.0      | 4.0         | 40%          | 4             |
| 4 bed House                  | 2               | 20.0%         | 2.0         | 20.0%          | 0.0      | 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             |
| <b>Total number of units</b> | <b>10</b>       | <b>100.0%</b> | <b>10.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>10</b>     |

| 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            |
|                           | <b>900</b>         | <b>9,688</b> | <b>0</b>            | <b>0</b> | <b>900</b>                  | <b>9,688</b> |

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  | £ Local Occ | £psm  | £ Principal Res | £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                   |
|                             |                  |       |             |       |                 |       | <b>2,650,000</b>    |



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

| GROSS DEVELOPMENT VALUE                |                            |   |                                 |                  |
|--|----------------------------|---|---------------------------------|------------------|
| <b>Affordable Rent GDV -</b>           |                            |   |                                 |                  |
|  | (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        |
| <b>LCHO GDV -</b>                      |                            |   |                                 |                  |
| 1 bed House                            | 0.0                        | @ | 0                               | -                |
| 2 bed House                            | 2.0                        | @ | 133,250                         | 266,500          |
| 3 bed House                            | 2.0                        | @ | 182,000                         | 364,000          |
| 4 bed House                            | 1.0                        | @ | 230,750                         | 230,750          |
| 5 bed House                            | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -                |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -                |
|  | 5.0                        |   |                                 | 861,250          |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                                 |                  |
| 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                        |   |                                 | -                |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                                 |                  |
| 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                        |   |                                 | -                |
| <b>Sub-total GDV Residential</b>       | <b>10.0</b>                |   |                                 | <b>1,921,250</b> |
| AH on-site cost analysis:              |                            |   | EMV less £GDV                   | 728,750          |
|  | 810 £ psm (total GIA sqm)  |   | 72,875 £ per unit (total units) |                  |
| <b>AH Grant</b>                        | 10                         | @ | 11,252                          | 112,525          |
| <b>Total GDV</b>                       |                            |   |                                 | <b>2,033,775</b> |

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

| DEVELOPMENT COSTS   |                     |                                    |                            |
|---|---------------------|------------------------------------|----------------------------|
| <b>Initial Payments -</b>                                   |                     |                                    |                            |
| 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:      | 0.52% % of GDV                     |                            |
| AH Commuted Sum   | 900 sqm (total)     | 0 £ psm                            | -                          |
|   | Comm. Sum analysis: | 0.00% % of GDV                     |                            |
| <b>Construction Costs -</b>                                 |                     |                                    |                            |
| 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%<br>17,550 £ per unit        | (175,500)                  |
| Site wide costs   | 1,170,000 @         | 20.00%<br>23,400 £ per unit        | (234,000)                  |
| Contingency   | 1,170,000 @         | 3.00%                              | (35,100)                   |
| <b>Professional Fees</b>                                    | 1,170,000 @         | 6.50%                              | (76,050)                   |
| <b>Disposal Costs -</b>                                     |                     |                                    |                            |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%                              | -                          |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%                              | -                          |
| Marketing and Promotion                                     | - OMS @             | 1.00%                              | -                          |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm                         | (8,015)                    |
| <b>Developers Profit -</b>                                  |                     |                                    |                            |
| Margin on AH  | 1,921,250           | 6.00% on AH values                 | (115,275)                  |
| Profit on "Market" units                                    | 0                   | 6.00%                              | -                          |
|   | Profit analysis:    | 6.39% on costs                     | (115,275)                  |
|   |                     | 6.00% blended                      | (115,275)                  |
| <b>TOTAL COSTS</b>  |                     |                                    | <b>(1,919,160)</b>         |

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

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| Residual Land Value (gross) |                   |                  |                    | 114,614        |
| SDLT                        | 114,614 @         | 5.00% (slabbed)  |                    | (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         |                   |                  |                    | <b>100,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,004 £ per ha | 141,644 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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 | <b>100,000</b> |

| <b>BALANCE</b>    |            |            |              |          |
|-------------------|------------|------------|--------------|----------|
| Surplus/(Deficit) | £ per plot | 4 £ per ha | 1 £ per acre | <b>1</b> |

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

| SENSITIVITY ANALYSIS   |             | AH - % on site 100% |             |             |             |             |             |             |
|--|-------------|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|  | 1           | 40%                 | 50%         | 60%         | 70%         | 80%         | 90%         | 100%        |
| Balance (RLV - TLV)  | 80%         | (83,510)            | (69,009)    | (54,509)    | (40,008)    | (25,508)    | (11,265)    | 1           |
|  | 85%         | (23,246)            | (18,790)    | (14,333)    | (9,877)     | (5,420)     | (1,220)     | 1           |
|  | 90%         | 37,017              | 31,430      | 25,843      | 20,255      | 14,668      | 8,826       | 1           |
|  | 95%         | 97,281              | 81,650      | 66,018      | 50,387      | 34,756      | 18,871      | 1           |
|  | 100%        | 157,544             | 131,869     | 106,194     | 80,519      | 54,844      | 28,917      | 1           |
|  | 105%        | 217,808             | 182,089     | 146,370     | 110,651     | 74,931      | 38,962      | 1           |
|  | 110%        | 278,071             | 232,308     | 186,545     | 140,782     | 95,019      | 49,008      | 1           |
|  | 115%        | 338,335             | 282,528     | 226,721     | 170,914     | 115,107     | 59,053      | 1           |
|  | 120%        | 398,598             | 332,748     | 266,897     | 201,046     | 135,195     | 69,098      | 1           |
|  | 125%        | 458,862             | 382,967     | 307,072     | 231,178     | 155,283     | 79,144      | 1           |
| Local Occupancy and Principal Residency Values 100% (% from base assumption) | 130%        | 519,125             | 433,187     | 347,248     | 261,309     | 175,371     | 89,189      | 1           |
|  | 135%        | 579,389             | 483,406     | 387,424     | 291,441     | 195,458     | 99,235      | 1           |
|  | 140%        | 639,652             | 533,626     | 427,599     | 321,573     | 215,546     | 109,280     | 1           |
|  | 145%        | 699,916             | 583,846     | 467,775     | 351,705     | 235,634     | 119,326     | 1           |
|  | 150%        | 760,180             | 634,065     | 507,951     | 381,836     | 255,722     | 129,371     | 1           |
|  | 155%        | 820,443             | 684,285     | 548,126     | 411,968     | 275,810     | 139,417     | 1           |
|  | 160%        | 880,707             | 734,504     | 588,302     | 442,100     | 295,898     | 149,462     | 1           |
|  | 165%        | 940,970             | 784,724     | 628,478     | 472,232     | 315,986     | 159,508     | 1           |
|  | 170%        | 1,001,234           | 834,944     | 668,653     | 502,363     | 336,073     | 169,553     | 1           |
|  | 175%        | 1,061,497           | 885,163     | 708,829     | 532,495     | 356,161     | 179,599     | 1           |
| 180%   | 1,121,761   | 935,383             | 749,005     | 562,627     | 376,249     | 189,644     | 1           |             |
| Balance (RLV - TLV)  | 1           | 461,161             | 435,486     | 409,811     | 384,136     | 356,393     | 325,077     | 292,377     |
|  | 85%         | 385,257             | 359,582     | 333,907     | 308,231     | 281,697     | 251,893     | 219,588     |
|  | 90%         | 309,353             | 283,678     | 258,002     | 232,327     | 206,652     | 178,219     | 146,676     |
|  | 95%         | 233,448             | 207,773     | 182,098     | 156,423     | 130,748     | 103,679     | 73,549      |
|  | 100%        | 157,544             | 131,869     | 106,194     | 80,519      | 54,844      | 28,917      | 1           |
|  | 105%        | 81,640              | 55,965      | 30,290      | 4,615       | (21,061)    | (46,736)    | (74,339)    |
|  | 110%        | 5,736               | (19,939)    | (45,614)    | (71,290)    | (96,965)    | (125,948)   | (156,277)   |
|  | 115%        | (70,168)            | (95,843)    | (124,663)   | (154,090)   | (183,517)   | (212,945)   | (243,300)   |
|  | 120%        | (152,805)           | (182,232)   | (211,659)   | (241,086)   | (270,513)   | (300,000)   | (329,427)   |
|  | 125%        | (260,226)           | (318,608)   | (377,088)   | (435,568)   | (494,049)   | (552,529)   | (611,010)   |
| Unit Build Rates 100% (% from base assumption)                               | 130%        | (950,482)           | (1,208,962) | (1,467,443) | (1,725,923) | (1,984,404) | (2,242,884) | (2,501,365) |
|  | 135%        | (1,640,837)         | (1,899,317) | (2,157,798) | (2,416,278) | (2,674,759) | (2,933,239) | (3,191,720) |
|  | 140%        | (2,331,192)         | (2,589,672) | (2,848,153) | (3,106,633) | (3,365,114) | (3,623,594) | (3,882,075) |
|  | 145%        | (3,021,547)         | (3,280,027) | (3,538,508) | (3,796,988) | (4,055,469) | (4,313,949) | (4,572,429) |
|  | 150%        | (3,711,902)         | (3,970,382) | (4,228,862) | (4,487,343) | (4,745,823) | (5,004,304) | (5,262,784) |
|  | 155%        | (4,402,256)         | (4,660,737) | (4,919,217) | (5,177,698) | (5,436,178) | (5,694,659) | (5,953,139) |
|  | 160%        | (5,092,611)         | (5,351,092) | (5,609,572) | (5,868,053) | (6,126,533) | (6,385,014) | (6,643,494) |
|  | 165%        | (5,782,966)         | (6,041,447) | (6,299,927) | (6,558,408) | (6,816,888) | (7,075,369) | (7,333,849) |
|  | 170%        | (6,473,321)         | (6,731,802) | (6,990,282) | (7,248,763) | (7,507,243) | (7,765,723) | (8,024,204) |
|  | 175%        | (7,163,676)         | (7,422,156) | (7,680,637) | (7,939,117) | (8,197,598) | (8,456,078) | (8,714,559) |
| 180%   | (7,854,031) | (8,112,511)         | (8,370,992) | (8,629,472) | (8,887,953) | (9,146,433) | (9,404,914) |             |

Scheme Ref: H  
 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) | 1                                |                     |          |          |          |          |          |          |          |
|                     | 15.5%                            | 32,343              | 27,534   | 22,726   | 17,918   | 13,110   | 8,050    | 1        |          |
|                     | 16.0%                            | 25,753              | 22,043   | 18,333   | 14,623   | 10,913   | 6,951    | 1        |          |
|                     | 16.5%                            | 19,164              | 16,552   | 13,940   | 11,328   | 8,717    | 5,853    | 1        |          |
|                     | 17.0%                            | 12,574              | 11,061   | 9,547    | 8,034    | 6,520    | 4,755    | 1        |          |
|                     | Profit on "Market" units         | 17.5%               | 5,985    | 5,569    | 5,154    | 4,739    | 4,324    | 3,657    | 1        |
|                     | 6.00%                            | 18.0%               | (605)    | 78       | 761      | 1,444    | 2,127    | 2,558    | 1        |
|                     | (% profit)                       | 18.5%               | (7,195)  | (5,413)  | (3,632)  | (1,851)  | (69)     | 1,460    | 1        |
|                     |                                  | 19.0%               | (13,784) | (10,905) | (8,025)  | (5,145)  | (2,266)  | 362      | 1        |
|                     |                                  | 19.5%               | (20,374) | (16,396) | (12,418) | (8,440)  | (4,462)  | (736)    | 1        |
|                     |                                  | 20.0%               | (26,963) | (21,887) | (16,811) | (11,735) | (6,659)  | (1,835)  | 1        |
|                     |                                  | 20.5%               | (33,553) | (27,378) | (21,204) | (15,030) | (8,855)  | (2,933)  | 1        |
|                     |                                  | 21.0%               | (40,142) | (32,870) | (25,597) | (18,325) | (11,052) | (4,031)  | 1        |
|                     |                                  | 21.5%               | (46,732) | (38,361) | (29,990) | (21,619) | (13,248) | (5,129)  | 1        |
|                     |                                  | 22.0%               | (53,322) | (43,852) | (34,383) | (24,914) | (15,445) | (6,228)  | 1        |
|                     |                                  | 22.5%               | (59,911) | (49,344) | (38,776) | (28,209) | (17,642) | (7,326)  | 1        |
|                     |                                  | 23.0%               | (66,501) | (54,835) | (43,169) | (31,504) | (19,838) | (8,424)  | 1        |
|                     | 23.5%                            | (73,090)            | (60,326) | (47,562) | (34,798) | (22,035) | (9,522)  | 1        |          |
|                     | 24.0%                            | (79,680)            | (65,818) | (51,955) | (38,093) | (24,231) | (10,621) | 1        |          |
|                     | 24.5%                            | (86,269)            | (71,309) | (56,348) | (41,388) | (26,428) | (11,719) | 1        |          |
|                     | 25.0%                            | (92,859)            | (76,800) | (60,741) | (44,683) | (28,624) | (12,817) | 1        |          |
|                     |                                  | AH - % on site 100% |          |          |          |          |          |          |          |
|                     |                                  | 40%                 | 50%      | 60%      | 70%      | 80%      | 90%      | 100%     |          |
| Balance (RLV - TLV) | 1                                |                     |          |          |          |          |          |          |          |
|                     | 0                                | 167,100             | 141,425  | 115,750  | 90,074   | 64,399   | 38,328   | 9,271    |          |
|                     | 500                              | 162,322             | 136,647  | 110,972  | 85,297   | 59,621   | 33,623   | 4,636    |          |
|                     | 1,000                            | 157,544             | 131,869  | 106,194  | 80,519   | 54,844   | 28,917   | 1        |          |
|                     | Site Specific S106 contributions | 1,500               | 152,766  | 127,091  | 101,416  | 75,741   | 50,066   | 24,211   | (4,643)  |
|                     | 1,000                            | 2,000               | 147,989  | 122,313  | 96,638   | 70,963   | 45,288   | 19,505   | (9,302)  |
|                     | £ per unit                       | 2,500               | 143,211  | 117,536  | 91,861   | 66,185   | 40,510   | 14,799   | (13,961) |
|                     |                                  | 3,000               | 138,433  | 112,758  | 87,083   | 61,408   | 35,732   | 10,057   | (18,619) |
|                     |                                  | 3,500               | 133,655  | 107,980  | 82,305   | 56,630   | 30,955   | 5,279    | (23,278) |
|                     |                                  | 4,000               | 128,877  | 103,202  | 77,527   | 51,852   | 26,177   | 502      | (27,937) |
|                     |                                  | 4,500               | 124,100  | 98,424   | 72,749   | 47,074   | 21,399   | (4,276)  | (32,620) |
|                     |                                  | 5,000               | 119,322  | 93,647   | 67,971   | 42,296   | 16,621   | (9,054)  | (37,302) |
|                     |                                  | 5,500               | 114,544  | 88,869   | 63,194   | 37,518   | 11,843   | (13,832) | (41,984) |
|                     |                                  | 6,000               | 109,766  | 84,091   | 58,416   | 32,741   | 7,065    | (18,610) | (46,666) |
|                     |                                  | 6,500               | 104,988  | 79,313   | 53,638   | 27,963   | 2,288    | (23,387) | (51,349) |
|                     |                                  | 7,000               | 100,211  | 74,535   | 48,860   | 23,185   | (2,490)  | (28,165) | (56,048) |
|                     |                                  | 7,500               | 95,433   | 69,758   | 44,082   | 18,407   | (7,268)  | (32,943) | (60,754) |

**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: I  
 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: 50%                       |
|                                  | LCHO (Int/Sub-Market etc.): 50%            |
|                                  | 50.0% % 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             |
| <b>Total number of units</b> | <b>10</b>       | <b>100.0%</b> | <b>10.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>10</b>     |

| 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            |
|                           | <b>900</b>         | <b>9,688</b> | <b>0</b>            | <b>0</b> | <b>900</b>                  | <b>9,688</b> |

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% £ Local Occ | £psm  | 5% £ Principal Res | £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                   |
|                             |                  |       |                 |       |                    |       | <b>1,400,000</b>    |

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

| GROSS DEVELOPMENT VALUE                |                            |   |                                 |           |
|--|----------------------------|---|---------------------------------|-----------|
| <b>Affordable Rent GDV -</b>           |                            |   |                                 |           |
|  | (part houses due to % mix) |   |                                 |           |
| 1 bed House                            | 0.0                        | @ | 0                               | -         |
| 2 bed House                            | 2.0                        | @ | 84,000                          | 168,000   |
| 3 bed House                            | 2.0                        | @ | 120,000                         | 240,000   |
| 4 bed House                            | 1.0                        | @ | 152,000                         | 152,000   |
| 5 bed House                            | 0.0                        | @ | 0                               | -         |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -         |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -         |
|  | 5.0                        |   |                                 | 560,000   |
| <b>LCHO GDV -</b>                      |                            |   |                                 |           |
| 1 bed House                            | 0.0                        | @ | 0                               | -         |
| 2 bed House                            | 2.0                        | @ | 68,250                          | 136,500   |
| 3 bed House                            | 2.0                        | @ | 97,500                          | 195,000   |
| 4 bed House                            | 1.0                        | @ | 123,500                         | 123,500   |
| 5 bed House                            | 0.0                        | @ | 0                               | -         |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -         |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -         |
|  | 5.0                        |   |                                 | 455,000   |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                                 |           |
| 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                        |   |                                 | -         |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                                 |           |
| 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                        |   |                                 | -         |
| <b>Sub-total GDV Residential</b>       |                            |   |                                 |           |
|  | 10.0                       |   |                                 | 1,015,000 |
| AH on-site cost analysis:              |                            |   |                                 |           |
|  | 428 £ psm (total GIA sqm)  |   | £MV less £GDV                   | 385,000   |
|  |                            |   | 38,500 £ per unit (total units) |           |
| <b>AH Grant</b>                        |                            |   |                                 |           |
|  | 10                         | @ | 89,182                          | 891,822   |
| <b>Total GDV</b>                       |                            |   |                                 |           |
|  |                            |   |                                 | 1,906,822 |

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

| <b>DEVELOPMENT COSTS</b>                                    |                     |                              |                            |
|---|---------------------|------------------------------|----------------------------|
| <b>Initial Payments -</b>                                   |                     |                              |                            |
| 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:      | 0.99% % of GDV               |                            |
| AH Commuted Sum   | 900 sqm (total)     | 0 £ psm                      | -                          |
|   | Comm. Sum analysis: | 0.00% % of GDV               |                            |
| <b>Construction Costs -</b>                                 |                     |                              |                            |
| 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%<br>17,550 £per unit   | (175,500)                  |
| Site wide costs   | 1,170,000 @         | 20.00%<br>23,400 £per unit   | (234,000)                  |
| Contingency   | 1,170,000 @         | 3.00%                        | (35,100)                   |
| <b>Professional Fees</b>                                    | 1,170,000 @         | 6.50%                        | (76,050)                   |
| <b>Disposal Costs -</b>                                     |                     |                              |                            |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%                        | -                          |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%                        | -                          |
| Marketing and Promotion                                     | - OMS @             | 1.00%                        | -                          |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm                   | (6,038)                    |
| <b>Developers Profit -</b>                                  |                     |                              |                            |
| Margin on AH  | 1,015,000           | 6.00% on AH values           | (60,900)                   |
| Profit on "Market" units                                    | 0                   | 6.00%                        | -                          |
|   | Profit analysis:    | 3.52% on costs               | (60,900)                   |
|   |                     | 6.00% blended                | (60,900)                   |
| <b>TOTAL COSTS</b>  |                     |                              | <b>(1,792,208)</b>         |



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

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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         |                   |                  |                    | <b>100,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,004 £ per ha | 141,644 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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 | <b>100,000</b> |

| <b>BALANCE</b>    |            |            |              |          |
|-------------------|------------|------------|--------------|----------|
| Surplus/(Deficit) | £ per plot | 3 £ per ha | 1 £ per acre | <b>1</b> |

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

| SENSITIVITY ANALYSIS  |             | AH - % on site 100% |             |             |             |             |             |             |
|---|-------------|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
|   |             | 1                   | 40%         | 50%         | 60%         | 70%         | 80%         | 90%         |
| Balance (RLV - TLV)   | 80%         | (546,440)           | (452,769)   | (359,098)   | (265,426)   | (171,755)   | (80,878)    | 1           |
|   | 85%         | (509,947)           | (422,358)   | (334,768)   | (247,179)   | (159,590)   | (75,571)    | 1           |
|   | 90%         | (473,453)           | (391,946)   | (310,439)   | (228,933)   | (147,426)   | (70,264)    | 1           |
|   | 95%         | (436,959)           | (361,535)   | (286,110)   | (210,686)   | (135,261)   | (64,958)    | 1           |
|   | 100%        | (400,466)           | (331,123)   | (261,781)   | (192,439)   | (123,097)   | (59,651)    | 1           |
|   | 105%        | (363,972)           | (300,712)   | (237,452)   | (174,192)   | (110,932)   | (54,344)    | 1           |
|   | 110%        | (327,478)           | (270,301)   | (213,123)   | (155,945)   | (98,925)    | (49,037)    | 1           |
|   | 115%        | (290,985)           | (239,889)   | (188,794)   | (137,698)   | (88,311)    | (43,730)    | 1           |
|   | 120%        | (254,491)           | (209,478)   | (164,465)   | (119,452)   | (77,698)    | (38,424)    | 1           |
|   | 125%        | (217,997)           | (179,066)   | (140,136)   | (101,205)   | (67,084)    | (33,117)    | 1           |
|   | 130%        | (181,504)           | (148,655)   | (115,806)   | (85,131)    | (56,470)    | (27,810)    | 1           |
|   | 135%        | (145,010)           | (118,244)   | (92,564)    | (69,210)    | (45,857)    | (22,503)    | 1           |
|   | 140%        | (108,516)           | (89,384)    | (71,337)    | (53,290)    | (35,243)    | (17,196)    | 1           |
|   | 145%        | (75,590)            | (62,850)    | (50,110)    | (37,370)    | (24,630)    | (11,890)    | 1           |
|   | 150%        | (43,749)            | (36,316)    | (28,883)    | (21,449)    | (14,016)    | (6,583)     | 1           |
|   | 155%        | (11,908)            | (9,782)     | (7,655)     | (5,529)     | (3,403)     | (1,276)     | 1           |
|   | 160%        | 19,932              | 16,752      | 13,572      | 10,391      | 7,211       | 4,031       | 1           |
|   | 165%        | 51,773              | 43,286      | 34,799      | 26,312      | 17,825      | 9,338       | 1           |
| 170%  | 83,614      | 69,820              | 56,026      | 42,232      | 28,438      | 14,644      | 1           |             |
| 175%  | 115,455     | 96,354              | 77,253      | 58,152      | 39,052      | 19,951      | 1           |             |
| 180%  | 147,295     | 122,888             | 98,480      | 74,073      | 49,665      | 25,258      | 1           |             |
| Local Occupancy and<br>Principal Residency Values<br>100%<br>(% from base assumption) | 80%         | (61,592)            | (1,091)     | 59,410      | 119,912     | 179,865     | 236,799     | 292,265     |
|   | 85%         | (142,101)           | (76,232)    | (15,731)    | 44,770      | 105,103     | 163,716     | 219,610     |
|   | 90%         | (228,222)           | (158,880)   | (90,872)    | (30,371)    | 30,130      | 89,940      | 146,785     |
|   | 95%         | (314,344)           | (245,002)   | (175,660)   | (106,317)   | (45,011)    | 15,207      | 73,699      |
|   | 100%        | (400,466)           | (331,123)   | (261,781)   | (192,439)   | (123,097)   | (59,651)    | 1           |
|   | 105%        | (486,587)           | (417,245)   | (347,903)   | (278,561)   | (209,218)   | (139,876)   | (74,688)    |
|   | 110%        | (572,709)           | (503,367)   | (434,024)   | (364,682)   | (295,340)   | (225,998)   | (156,677)   |
|   | 115%        | (658,830)           | (589,488)   | (520,146)   | (450,804)   | (381,461)   | (312,119)   | (242,777)   |
|   | 120%        | (744,952)           | (675,610)   | (606,268)   | (536,925)   | (467,583)   | (398,241)   | (328,899)   |
|   | 125%        | (831,074)           | (761,731)   | (692,389)   | (623,047)   | (553,705)   | (484,362)   | (415,020)   |
|   | 130%        | (917,195)           | (847,853)   | (778,511)   | (709,169)   | (639,826)   | (570,484)   | (501,142)   |
|   | 135%        | (1,003,317)         | (933,975)   | (864,632)   | (795,290)   | (725,948)   | (656,606)   | (587,263)   |
|   | 140%        | (1,089,439)         | (1,020,096) | (950,754)   | (881,412)   | (812,070)   | (742,727)   | (673,385)   |
|   | 145%        | (1,175,560)         | (1,106,218) | (1,036,876) | (967,533)   | (898,191)   | (828,849)   | (759,507)   |
|   | 150%        | (1,261,682)         | (1,192,340) | (1,122,997) | (1,053,655) | (984,313)   | (914,971)   | (845,628)   |
|   | 155%        | (1,347,803)         | (1,278,461) | (1,209,119) | (1,139,777) | (1,070,434) | (1,001,092) | (931,750)   |
|   | 160%        | (1,433,925)         | (1,364,583) | (1,295,241) | (1,225,898) | (1,156,556) | (1,087,214) | (1,017,872) |
|   | 165%        | (1,520,047)         | (1,450,704) | (1,381,362) | (1,312,020) | (1,242,678) | (1,173,335) | (1,103,993) |
| 170%  | (1,606,168) | (1,536,826)         | (1,467,484) | (1,398,142) | (1,328,799) | (1,259,457) | (1,190,115) |             |
| 175%  | (1,692,290) | (1,622,948)         | (1,553,605) | (1,484,263) | (1,414,921) | (1,345,579) | (1,276,236) |             |
| 180%  | (1,778,411) | (1,709,069)         | (1,639,727) | (1,570,385) | (1,501,043) | (1,431,700) | (1,362,358) |             |
| Unit Build Rates<br>100%<br>(% from base assumption)                                  | 80%         | (546,440)           | (452,769)   | (359,098)   | (265,426)   | (171,755)   | (80,878)    | 1           |
|   | 85%         | (509,947)           | (422,358)   | (334,768)   | (247,179)   | (159,590)   | (75,571)    | 1           |
|   | 90%         | (473,453)           | (391,946)   | (310,439)   | (228,933)   | (147,426)   | (70,264)    | 1           |
|   | 95%         | (436,959)           | (361,535)   | (286,110)   | (210,686)   | (135,261)   | (64,958)    | 1           |
|   | 100%        | (400,466)           | (331,123)   | (261,781)   | (192,439)   | (123,097)   | (59,651)    | 1           |
|   | 105%        | (363,972)           | (300,712)   | (237,452)   | (174,192)   | (110,932)   | (54,344)    | 1           |
|   | 110%        | (327,478)           | (270,301)   | (213,123)   | (155,945)   | (98,925)    | (49,037)    | 1           |
|   | 115%        | (290,985)           | (239,889)   | (188,794)   | (137,698)   | (88,311)    | (43,730)    | 1           |
|   | 120%        | (254,491)           | (209,478)   | (164,465)   | (119,452)   | (77,698)    | (38,424)    | 1           |
|   | 125%        | (217,997)           | (179,066)   | (140,136)   | (101,205)   | (67,084)    | (33,117)    | 1           |
|   | 130%        | (181,504)           | (148,655)   | (115,806)   | (85,131)    | (56,470)    | (27,810)    | 1           |
|   | 135%        | (145,010)           | (118,244)   | (92,564)    | (69,210)    | (45,857)    | (22,503)    | 1           |
|   | 140%        | (108,516)           | (89,384)    | (71,337)    | (53,290)    | (35,243)    | (17,196)    | 1           |
|   | 145%        | (75,590)            | (62,850)    | (50,110)    | (37,370)    | (24,630)    | (11,890)    | 1           |
|   | 150%        | (43,749)            | (36,316)    | (28,883)    | (21,449)    | (14,016)    | (6,583)     | 1           |
|   | 155%        | (11,908)            | (9,782)     | (7,655)     | (5,529)     | (3,403)     | (1,276)     | 1           |
|   | 160%        | 19,932              | 16,752      | 13,572      | 10,391      | 7,211       | 4,031       | 1           |
|   | 165%        | 51,773              | 43,286      | 34,799      | 26,312      | 17,825      | 9,338       | 1           |
| 170%  | 83,614      | 69,820              | 56,026      | 42,232      | 28,438      | 14,644      | 1           |             |
| 175%  | 115,455     | 96,354              | 77,253      | 58,152      | 39,052      | 19,951      | 1           |             |
| 180%  | 147,295     | 122,888             | 98,480      | 74,073      | 49,665      | 25,258      | 1           |             |

Scheme Ref: I  
 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%                            | (476,276)           | (394,298) | (312,321) | (230,344) | (148,367) | (70,675)  | 1        |          |
|                     | 16.0%                            | (480,266)           | (397,623) | (314,981) | (232,339) | (149,697) | (71,255)  | 1        |          |
|                     | 16.5%                            | (484,256)           | (400,948) | (317,641) | (234,334) | (151,027) | (71,835)  | 1        |          |
|                     | 17.0%                            | (488,246)           | (404,273) | (320,301) | (236,329) | (152,357) | (72,415)  | 1        |          |
|                     | Profit on "Market" units         | 17.5%               | (492,236) | (407,598) | (322,961) | (238,324) | (153,687) | (72,996) | 1        |
|                     |                                  | 18.0%               | (496,226) | (410,923) | (325,621) | (240,319) | (155,017) | (73,576) | 1        |
|                     |                                  | 6.00%               |           |           |           |           |           |          |          |
|                     |                                  | (% profit)          |           |           |           |           |           |          |          |
|                     |                                  | 18.5%               | (500,216) | (414,248) | (328,281) | (242,314) | (156,347) | (74,156) | 1        |
|                     |                                  | 19.0%               | (504,206) | (417,573) | (330,941) | (244,309) | (157,677) | (74,736) | 1        |
|                     |                                  | 19.5%               | (508,196) | (420,898) | (333,601) | (246,304) | (159,007) | (75,316) | 1        |
|                     |                                  | 20.0%               | (512,186) | (424,223) | (336,261) | (248,299) | (160,337) | (75,897) | 1        |
|                     |                                  | 20.5%               | (516,176) | (427,548) | (338,921) | (250,294) | (161,667) | (76,477) | 1        |
|                     |                                  | 21.0%               | (520,166) | (430,873) | (341,581) | (252,289) | (162,997) | (77,057) | 1        |
|                     | 21.5%                            | (524,156)           | (434,198) | (344,241) | (254,284) | (164,327) | (77,637)  | 1        |          |
| 22.0%               | (528,146)                        | (437,523)           | (346,901) | (256,279) | (165,657) | (78,218)  | 1         |          |          |
| 22.5%               | (532,136)                        | (440,848)           | (349,561) | (258,274) | (166,987) | (78,798)  | 1         |          |          |
| 23.0%               | (536,126)                        | (444,173)           | (352,221) | (260,269) | (168,317) | (79,378)  | 1         |          |          |
| 23.5%               | (540,116)                        | (447,498)           | (354,881) | (262,264) | (169,647) | (79,958)  | 1         |          |          |
| 24.0%               | (544,106)                        | (450,823)           | (357,541) | (264,259) | (170,977) | (80,538)  | 1         |          |          |
| 24.5%               | (548,096)                        | (454,148)           | (360,201) | (266,254) | (172,307) | (81,119)  | 1         |          |          |
| 25.0%               | (552,086)                        | (457,473)           | (362,861) | (268,249) | (173,637) | (81,699)  | 1         |          |          |
|                     |                                  | AH - % on site 100% |           |           |           |           |           |          |          |
|                     |                                  | 40%                 | 50%       | 60%       | 70%       | 80%       | 90%       | 100%     |          |
| Balance (RLV - TLV) | 1                                |                     |           |           |           |           |           |          |          |
|                     | 0                                | (389,624)           | (320,281) | (250,939) | (181,597) | (112,255) | (50,191)  | 9,324    |          |
|                     | 500                              | (395,045)           | (325,702) | (256,360) | (187,018) | (117,676) | (54,921)  | 4,666    |          |
|                     | 1,000                            | (400,466)           | (331,123) | (261,781) | (192,439) | (123,097) | (59,651)  | 1        |          |
|                     | Site Specific S106 contributions | 1,500               | (405,887) | (336,544) | (267,202) | (197,860) | (128,518) | (64,380) | (4,681)  |
|                     |                                  | 1,000               |           |           |           |           |           |          |          |
|                     |                                  | £ per unit          |           |           |           |           |           |          |          |
|                     |                                  | 2,000               | (411,308) | (341,965) | (272,623) | (203,281) | (133,939) | (69,110) | (9,363)  |
|                     |                                  | 2,500               | (416,728) | (347,386) | (278,044) | (208,702) | (139,359) | (73,840) | (14,046) |
|                     |                                  | 3,000               | (422,149) | (352,807) | (283,465) | (214,123) | (144,780) | (78,570) | (18,749) |
|                     |                                  | 3,500               | (427,570) | (358,228) | (288,886) | (219,544) | (150,201) | (83,300) | (23,455) |
|                     |                                  | 4,000               | (432,991) | (363,649) | (294,307) | (224,965) | (155,622) | (88,029) | (28,161) |
|                     |                                  | 4,500               | (438,412) | (369,070) | (299,728) | (230,386) | (161,043) | (92,759) | (32,867) |
|                     |                                  | 5,000               | (443,833) | (374,491) | (305,149) | (235,806) | (166,464) | (97,489) | (37,573) |
|                     | 5,500                            | (449,254)           | (379,912) | (310,570) | (241,227) | (171,885) | (102,543) | (42,279) |          |
|                     | 6,000                            | (454,675)           | (385,333) | (315,991) | (246,648) | (177,306) | (107,964) | (46,985) |          |
| 6,500               | (460,096)                        | (390,754)           | (321,412) | (252,069) | (182,727) | (113,385) | (51,691)  |          |          |
| 7,000               | (465,517)                        | (396,175)           | (326,833) | (257,490) | (188,148) | (118,806) | (56,397)  |          |          |
| 7,500               | (470,938)                        | (401,596)           | (332,253) | (262,911) | (193,569) | (124,227) | (61,103)  |          |          |

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: J  
 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: 50%                       |
|                                  | LCHO (Int/Sub-Market etc.): 50%            |
|                                  | 50.0% % 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             |
| <b>Total number of units</b> | <b>10</b>       | <b>100.0%</b> | <b>10.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>10</b>     |

| 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            |
|                           | <b>900</b>         | <b>9,688</b> | <b>0</b>            | <b>0</b> | <b>900</b>                  | <b>9,688</b> |

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  | £ Local Occ | £psm  | £ Principal Res | £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                   |
|                             |                  |       |             |       |                 |       | <b>1,400,000</b>    |

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

| GROSS DEVELOPMENT VALUE                |                            |   |                                 |                  |
|--|----------------------------|---|---------------------------------|------------------|
| <b>Affordable Rent GDV -</b>           |                            |   |                                 |                  |
|  | (part houses due to % mix) |   |                                 |                  |
| 1 bed House                            | 0.0                        | @ | 0                               | -                |
| 2 bed House                            | 2.0                        | @ | 84,000                          | 168,000          |
| 3 bed House                            | 2.0                        | @ | 120,000                         | 240,000          |
| 4 bed House                            | 1.0                        | @ | 152,000                         | 152,000          |
| 5 bed House                            | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -                |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -                |
|  | 5.0                        |   |                                 | 560,000          |
| <b>LCHO GDV -</b>                      |                            |   |                                 |                  |
| 1 bed House                            | 0.0                        | @ | 0                               | -                |
| 2 bed House                            | 2.0                        | @ | 68,250                          | 136,500          |
| 3 bed House                            | 2.0                        | @ | 97,500                          | 195,000          |
| 4 bed House                            | 1.0                        | @ | 123,500                         | 123,500          |
| 5 bed House                            | 0.0                        | @ | 0                               | -                |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -                |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -                |
|  | 5.0                        |   |                                 | 455,000          |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                                 |                  |
| 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                        |   |                                 | -                |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                                 |                  |
| 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                        |   |                                 | -                |
| <b>Sub-total GDV Residential</b>       |                            |   |                                 |                  |
|  | <b>10.0</b>                |   |                                 | <b>1,015,000</b> |
| AH on-site cost analysis:              |                            |   |                                 |                  |
|  | 428 £ psm (total GIA sqm)  |   | £MV less £GDV                   | 385,000          |
|  |                            |   | 38,500 £ per unit (total units) |                  |
| <b>AH Grant</b>                        |                            |   |                                 |                  |
|  | 10                         | @ | 96,548                          | 965,478          |
| <b>Total GDV</b>                       |                            |   |                                 |                  |
|  |                            |   |                                 | <b>1,980,478</b> |

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

| <b>DEVELOPMENT COSTS</b>                                    |                     |                                    |                            |
|---|---------------------|------------------------------------|----------------------------|
| <b>Initial Payments -</b>                                   |                     |                                    |                            |
| 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:      | 0.99% % of GDV                     |                            |
| AH Commuted Sum   | 900 sqm (total)     | 0 £ psm                            | -                          |
|   | Comm. Sum analysis: | 0.00% % of GDV                     |                            |
| <b>Construction Costs -</b>                                 |                     |                                    |                            |
| 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%<br>17,550 £ per unit        | (175,500)                  |
| Site wide costs   | 1,170,000 @         | 20.00%<br>23,400 £ per unit        | (234,000)                  |
| Contingency   | 1,170,000 @         | 3.00%                              | (35,100)                   |
| <b>Professional Fees</b>                                    | 1,170,000 @         | 6.50%                              | (76,050)                   |
| <b>Disposal Costs -</b>                                     |                     |                                    |                            |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%                              | -                          |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%                              | -                          |
| Marketing and Promotion                                     | - OMS @             | 1.00%                              | -                          |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm                         | (9,094)                    |
| <b>Developers Profit -</b>                                  |                     |                                    |                            |
| Margin on AH  | 1,015,000           | 6.00% on AH values                 | (60,900)                   |
| Profit on "Market" units                                    | 0                   | 6.00%                              | -                          |
|   | Profit analysis:    | 3.37% on costs                     | (60,900)                   |
|   |                     | 6.00% blended                      | (60,900)                   |
| <b>TOTAL COSTS</b>  |                     |                                    | <b>(1,865,864)</b>         |

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

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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         |                   |                  |                    | <b>100,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,004 £ per ha | 141,644 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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 | <b>100,000</b> |

| <b>BALANCE</b>    |            |            |              |          |
|-------------------|------------|------------|--------------|----------|
| Surplus/(Deficit) | £ per plot | 3 £ per ha | 1 £ per acre | <b>1</b> |

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

| SENSITIVITY ANALYSIS   |   | AH - % on site 100% |             |             |             |             |             |             |
|--|---|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - TLV)  | 1 | 40%                 | 50%         | 60%         | 70%         | 80%         | 90%         | 100%        |
| 80%  |   | (592,148)           | (490,864)   | (389,580)   | (288,296)   | (187,011)   | (87,547)    | 1           |
| 85%  |   | (555,654)           | (460,452)   | (365,250)   | (270,049)   | (174,847)   | (82,240)    | 1           |
| 90%  |   | (519,160)           | (430,041)   | (340,921)   | (251,802)   | (162,682)   | (76,934)    | 1           |
| 95%  |   | (482,667)           | (399,629)   | (316,592)   | (233,555)   | (150,518)   | (71,627)    | 1           |
| 100%   |   | (446,173)           | (369,218)   | (292,263)   | (215,308)   | (138,353)   | (66,320)    | 1           |
| 105%   |   | (409,679)           | (338,807)   | (267,934)   | (197,061)   | (126,189)   | (61,013)    | 1           |
| 110%   |   | (373,186)           | (308,395)   | (243,605)   | (178,815)   | (114,024)   | (55,706)    | 1           |
| 115%   |   | (336,692)           | (277,984)   | (219,276)   | (160,568)   | (101,860)   | (50,400)    | 1           |
| 120%   |   | (300,198)           | (247,572)   | (194,947)   | (142,321)   | (91,009)    | (45,093)    | 1           |
| 125%   |   | (263,705)           | (217,161)   | (170,618)   | (124,074)   | (80,395)    | (39,786)    | 1           |
| 130%   |   | (227,211)           | (186,750)   | (146,288)   | (105,827)   | (69,782)    | (34,479)    | 1           |
| 135%   |   | (190,717)           | (156,338)   | (121,959)   | (89,164)    | (59,168)    | (29,173)    | 1           |
| 140%   |   | (154,224)           | (125,927)   | (97,932)    | (73,244)    | (48,555)    | (23,866)    | 1           |
| 145%   |   | (117,730)           | (96,087)    | (76,705)    | (57,323)    | (37,941)    | (18,559)    | 1           |
| 150%   |   | (83,629)            | (69,553)    | (55,478)    | (41,403)    | (27,327)    | (13,252)    | 1           |
| 155%   |   | (51,788)            | (43,019)    | (34,251)    | (25,482)    | (16,714)    | (7,945)     | 1           |
| 160%   |   | (19,947)            | (16,486)    | (13,024)    | (9,562)     | (6,100)     | (2,639)     | 1           |
| 165%   |   | 11,893              | 10,048      | 8,203       | 6,358       | 4,513       | 2,668       | 1           |
| 170%   |   | 43,734              | 36,582      | 29,430      | 22,279      | 15,127      | 7,975       | 1           |
| 175%   |   | 75,575              | 63,116      | 50,658      | 38,199      | 25,740      | 13,282      | 1           |
| 180%   |   | 107,416             | 89,650      | 71,885      | 54,119      | 36,354      | 18,589      | 1           |
| Local Occupancy and Principal Residency Values 100% (% from base assumption) |   |                     |             |             |             |             |             |             |
| Balance (RLV - TLV)  | 1 | 40%                 | 50%         | 60%         | 70%         | 80%         | 90%         | 100%        |
| 80%  |   | (101,686)           | (34,328)    | 32,815      | 99,958      | 166,621     | 230,808     | 293,129     |
| 85%  |   | (187,808)           | (110,853)   | (42,326)    | 24,817      | 91,859      | 157,428     | 220,304     |
| 90%  |   | (273,930)           | (196,975)   | (120,020)   | (50,324)    | 16,819      | 83,334      | 147,274     |
| 95%  |   | (360,051)           | (283,096)   | (206,141)   | (129,187)   | (58,322)    | 8,572       | 73,947      |
| 100%   |   | (446,173)           | (369,218)   | (292,263)   | (215,308)   | (138,353)   | (66,320)    | 1           |
| 105%   |   | (532,295)           | (455,340)   | (378,385)   | (301,430)   | (224,475)   | (147,520)   | (74,715)    |
| 110%   |   | (618,416)           | (541,461)   | (464,506)   | (387,551)   | (310,596)   | (233,642)   | (156,708)   |
| 115%   |   | (704,538)           | (627,583)   | (550,628)   | (473,673)   | (396,718)   | (319,763)   | (242,808)   |
| 120%   |   | (790,659)           | (713,705)   | (636,750)   | (559,795)   | (482,840)   | (405,885)   | (328,930)   |
| 125%   |   | (876,781)           | (799,826)   | (722,871)   | (645,916)   | (568,961)   | (492,006)   | (415,051)   |
| 130%   |   | (962,903)           | (885,948)   | (808,993)   | (732,038)   | (655,083)   | (578,128)   | (501,173)   |
| 135%   |   | (1,049,024)         | (972,069)   | (895,114)   | (818,160)   | (741,205)   | (664,250)   | (587,295)   |
| 140%   |   | (1,135,146)         | (1,058,191) | (981,236)   | (904,281)   | (827,326)   | (750,371)   | (673,416)   |
| 145%   |   | (1,221,268)         | (1,144,313) | (1,067,358) | (990,403)   | (913,448)   | (836,493)   | (759,538)   |
| 150%   |   | (1,307,389)         | (1,230,434) | (1,153,479) | (1,076,524) | (999,569)   | (922,614)   | (845,660)   |
| 155%   |   | (1,393,511)         | (1,316,556) | (1,239,601) | (1,162,646) | (1,085,691) | (1,008,736) | (931,781)   |
| 160%   |   | (1,479,632)         | (1,402,677) | (1,325,723) | (1,248,768) | (1,171,813) | (1,094,858) | (1,017,903) |
| 165%   |   | (1,565,754)         | (1,488,799) | (1,411,844) | (1,334,889) | (1,257,934) | (1,180,979) | (1,104,024) |
| 170%   |   | (1,651,876)         | (1,574,921) | (1,497,966) | (1,421,011) | (1,344,056) | (1,267,101) | (1,190,146) |
| 175%   |   | (1,737,997)         | (1,661,042) | (1,584,087) | (1,507,132) | (1,430,178) | (1,353,223) | (1,276,268) |
| 180%   |   | (1,824,119)         | (1,747,164) | (1,670,209) | (1,593,254) | (1,516,299) | (1,439,344) | (1,362,389) |
| Unit Build Rates 100% (% from base assumption)                               |   |                     |             |             |             |             |             |             |



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

|                                  |       | AH - % on site 100% |           |           |           |           |           |           |          |
|----------------------------------|-------|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
|                                  |       | 1                   | 40%       | 50%       | 60%       | 70%       | 80%       | 90%       | 100%     |
| Balance (RLV - TLV)              | 15.5% |                     | (521,983) | (432,393) | (342,803) | (253,213) | (163,623) | (77,344)  | 1        |
|                                  | 16.0% |                     | (525,973) | (435,718) | (345,463) | (255,208) | (164,953) | (77,924)  | 1        |
|                                  | 16.5% |                     | (529,963) | (439,043) | (348,123) | (257,203) | (166,283) | (78,505)  | 1        |
|                                  | 17.0% |                     | (533,953) | (442,368) | (350,783) | (259,198) | (167,613) | (79,085)  | 1        |
| Profit on "Market" units         | 17.5% |                     | (537,943) | (445,693) | (353,443) | (261,193) | (168,943) | (79,665)  | 1        |
| 6.00%                            | 18.0% |                     | (541,933) | (449,018) | (356,103) | (263,188) | (170,273) | (80,245)  | 1        |
| (% profit)                       | 18.5% |                     | (545,923) | (452,343) | (358,763) | (265,183) | (171,603) | (80,825)  | 1        |
|                                  | 19.0% |                     | (549,913) | (455,668) | (361,423) | (267,178) | (172,933) | (81,406)  | 1        |
|                                  | 19.5% |                     | (553,903) | (458,993) | (364,083) | (269,173) | (174,263) | (81,986)  | 1        |
|                                  | 20.0% |                     | (557,893) | (462,318) | (366,743) | (271,168) | (175,593) | (82,566)  | 1        |
|                                  | 20.5% |                     | (561,883) | (465,643) | (369,403) | (273,163) | (176,923) | (83,146)  | 1        |
|                                  | 21.0% |                     | (565,873) | (468,968) | (372,063) | (275,158) | (178,253) | (83,726)  | 1        |
|                                  | 21.5% |                     | (569,863) | (472,293) | (374,723) | (277,153) | (179,583) | (84,307)  | 1        |
|                                  | 22.0% |                     | (573,853) | (475,618) | (377,383) | (279,148) | (180,913) | (84,887)  | 1        |
|                                  | 22.5% |                     | (577,843) | (478,943) | (380,043) | (281,143) | (182,243) | (85,467)  | 1        |
|                                  | 23.0% |                     | (581,833) | (482,268) | (382,703) | (283,138) | (183,573) | (86,047)  | 1        |
|                                  | 23.5% |                     | (585,823) | (485,593) | (385,363) | (285,133) | (184,903) | (86,627)  | 1        |
|                                  | 24.0% |                     | (589,813) | (488,918) | (388,023) | (287,128) | (186,233) | (87,208)  | 1        |
|                                  | 24.5% |                     | (593,803) | (492,243) | (390,683) | (289,123) | (187,563) | (87,788)  | 1        |
|                                  | 25.0% |                     | (597,793) | (495,568) | (393,343) | (291,118) | (188,893) | (88,368)  | 1        |
|                                  |       | AH - % on site 100% |           |           |           |           |           |           |          |
|                                  |       | 1                   | 40%       | 50%       | 60%       | 70%       | 80%       | 90%       | 100%     |
| Balance (RLV - TLV)              | 0     |                     | (435,331) | (358,376) | (281,421) | (204,466) | (127,511) | (56,860)  | 9,365    |
|                                  | 500   |                     | (440,752) | (363,797) | (286,842) | (209,887) | (132,932) | (61,590)  | 4,683    |
|                                  | 1,000 |                     | (446,173) | (369,218) | (292,263) | (215,308) | (138,353) | (66,320)  | 1        |
| Site Specific S106 contributions | 1,500 |                     | (451,594) | (374,639) | (297,684) | (220,729) | (143,774) | (71,050)  | (4,681)  |
| 1,000                            | 2,000 |                     | (457,015) | (380,060) | (303,105) | (226,150) | (149,195) | (75,780)  | (9,365)  |
| £ per unit                       | 2,500 |                     | (462,436) | (385,481) | (308,526) | (231,571) | (154,616) | (80,509)  | (14,071) |
|                                  | 3,000 |                     | (467,857) | (390,902) | (313,947) | (236,992) | (160,037) | (85,239)  | (18,776) |
|                                  | 3,500 |                     | (473,278) | (396,323) | (319,368) | (242,413) | (165,458) | (89,969)  | (23,482) |
|                                  | 4,000 |                     | (478,699) | (401,744) | (324,789) | (247,834) | (170,879) | (94,699)  | (28,188) |
|                                  | 4,500 |                     | (484,120) | (407,165) | (330,210) | (253,255) | (176,300) | (99,428)  | (32,894) |
|                                  | 5,000 |                     | (489,541) | (412,586) | (335,631) | (258,676) | (181,721) | (104,766) | (37,600) |
|                                  | 5,500 |                     | (494,961) | (418,007) | (341,052) | (264,097) | (187,142) | (110,187) | (42,306) |
|                                  | 6,000 |                     | (500,382) | (423,428) | (346,473) | (269,518) | (192,563) | (115,608) | (47,012) |
|                                  | 6,500 |                     | (505,803) | (428,848) | (351,894) | (274,939) | (197,984) | (121,029) | (51,718) |
|                                  | 7,000 |                     | (511,224) | (434,269) | (357,314) | (280,360) | (203,405) | (126,450) | (56,424) |
|                                  | 7,500 |                     | (516,645) | (439,690) | (362,735) | (285,781) | (208,826) | (131,871) | (61,130) |

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:** K  
**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: 50%                       |
|                                  | LCHO (Int/Sub-Market etc.): 50%            |
|                                  | 50.0% % 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%          | 0.0      | 4.0         | 40%          | 4             |
| 3 bed House                  | 4               | 40.0%         | 4.0         | 40.0%          | 0.0      | 4.0         | 40%          | 4             |
| 4 bed House                  | 2               | 20.0%         | 2.0         | 20.0%          | 0.0      | 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             |
| <b>Total number of units</b> | <b>10</b>       | <b>100.0%</b> | <b>10.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>10</b>     |

| 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            |
|                           | <b>900</b>         | <b>9,688</b> | <b>0</b>            | <b>0</b> | <b>900</b>                  | <b>9,688</b> |

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                   |
|                             |                  |       |                 |       |                    |       | <b>2,030,000</b>    |

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

| GROSS DEVELOPMENT VALUE                |                            |   |                                 |           |
|--|----------------------------|---|---------------------------------|-----------|
| <b>Affordable Rent GDV -</b>           |                            |   |                                 |           |
|  | (part houses due to % mix) |   |                                 |           |
| 1 bed House                            | 0.0                        | @ | 0                               | -         |
| 2 bed House                            | 2.0                        | @ | 144,000                         | 288,000   |
| 3 bed House                            | 2.0                        | @ | 164,000                         | 328,000   |
| 4 bed House                            | 1.0                        | @ | 196,000                         | 196,000   |
| 5 bed House                            | 0.0                        | @ | 0                               | -         |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -         |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -         |
|  | 5.0                        |   |                                 | 812,000   |
| <b>LCHO GDV -</b>                      |                            |   |                                 |           |
| 1 bed House                            | 0.0                        | @ | 0                               | -         |
| 2 bed House                            | 2.0                        | @ | 117,000                         | 234,000   |
| 3 bed House                            | 2.0                        | @ | 133,250                         | 266,500   |
| 4 bed House                            | 1.0                        | @ | 159,250                         | 159,250   |
| 5 bed House                            | 0.0                        | @ | 0                               | -         |
| 1 bed Flat                             | 0.0                        | @ | 0                               | -         |
| 2 bed Flat                             | 0.0                        | @ | 0                               | -         |
|  | 5.0                        |   |                                 | 659,750   |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                                 |           |
| 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                        |   |                                 | -         |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                                 |           |
| 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                        |   |                                 | -         |
| <b>Sub-total GDV Residential</b>       |                            |   |                                 |           |
|  | 10.0                       |   |                                 | 1,471,750 |
| AH on-site cost analysis:              |                            |   |                                 |           |
|  | 620 £ psm (total GIA sqm)  |   | £MV less £GDV                   | 558,250   |
|  |                            |   | 55,825 £ per unit (total units) |           |
| <b>AH Grant</b>                        |                            |   |                                 |           |
|  | 10                         | @ | 46,196                          | 461,959   |
| <b>Total GDV</b>                       |                            |   |                                 |           |
|  |                            |   |                                 | 1,933,709 |

Scheme Ref: K  
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| DEVELOPMENT COSTS   |                     |                              |                            |
|---|---------------------|------------------------------|----------------------------|
| <b>Initial Payments -</b>                                   |                     |                              |                            |
| 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:      | 0.68% % of GDV               |                            |
| AH Commuted Sum   | 900 sqm (total)     | 0 £ psm                      | -                          |
|   | Comm. Sum analysis: | 0.00% % of GDV               |                            |
| <b>Construction Costs -</b>                                 |                     |                              |                            |
| 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%<br>17,550 £per unit   | (175,500)                  |
| Site wide costs   | 1,170,000 @         | 20.00%<br>23,400 £per unit   | (234,000)                  |
| Contingency   | 1,170,000 @         | 3.00%                        | (35,100)                   |
| <b>Professional Fees</b>                                    | 1,170,000 @         | 6.50%                        | (76,050)                   |
| <b>Disposal Costs -</b>                                     |                     |                              |                            |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%                        | -                          |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%                        | -                          |
| Marketing and Promotion                                     | - OMS @             | 1.00%                        | -                          |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm                   | (5,519)                    |
| <b>Developers Profit -</b>                                  |                     |                              |                            |
| Margin on AH  | 1,471,750           | 6.00% on AH values           | (88,305)                   |
| Profit on "Market" units                                    | 0                   | 6.00%                        | -                          |
|   | Profit analysis:    | 5.10% on costs               | (88,305)                   |
|   |                     | 6.00% blended                | (88,305)                   |
| <b>TOTAL COSTS</b>  |                     |                              | <b>(1,819,094)</b>         |

Scheme Ref: K  
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 Notes: Greenfield

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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         |                   |                  |                    | <b>100,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,004 £ per ha | 141,644 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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 | <b>100,000</b> |

| <b>BALANCE</b>    |            |            |              |   |
|-------------------|------------|------------|--------------|---|
| Surplus/(Deficit) | £ per plot | 4 £ per ha | 1 £ per acre | 1 |

Scheme Ref: **K**  
 Number of Units: **10**  
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 Notes: **Greenfield**

| SENSITIVITY ANALYSIS  |      | AH - % on site 100% |              |              |             |             |             |             |             |
|---|------|---------------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|
|   |      | 1                   | 40%          | 50%          | 60%         | 70%         | 80%         | 90%         | 100%        |
| Balance (RLV - TLV)   | 80%  | 1                   | (1,006,572)  | (597,279)    | (189,802)   | (137,840)   | (87,679)    | (42,381)    | 1           |
|   | 85%  |                     | (562,596)    | (227,339)    | (154,528)   | (111,385)   | (72,291)    | (34,686)    | 1           |
|   | 90%  |                     | (187,905)    | (153,580)    | (119,255)   | (86,851)    | (56,902)    | (26,991)    | 1           |
|   | 95%  |                     | (134,995)    | (109,488)    | (86,024)    | (63,769)    | (41,514)    | (19,296)    | 1           |
|   | 100% |                     | (84,369)     | (69,808)     | (55,248)    | (40,687)    | (26,126)    | (11,600)    | 1           |
|   | 105% |                     | (38,205)     | (31,338)     | (24,472)    | (17,605)    | (10,738)    | (3,905)     | 1           |
|   | 110% |                     | 7,959        | 7,132        | 6,304       | 5,477       | 4,650       | 3,790       | 1           |
|   | 115% |                     | 54,123       | 45,602       | 37,080      | 28,559      | 20,038      | 11,485      | 1           |
|   | 120% |                     | 100,287      | 84,072       | 67,857      | 51,641      | 35,426      | 19,180      | 1           |
|   | 125% |                     | 146,451      | 122,542      | 98,633      | 74,723      | 50,814      | 26,876      | 1           |
| Local Occupancy and<br>Principal Residency Values<br>100%<br>(% from base assumption) | 130% |                     | 192,616      | 161,012      | 129,409     | 97,805      | 66,202      | 34,571      | 1           |
|   | 135% |                     | 238,780      | 199,482      | 160,185     | 120,887     | 81,590      | 42,266      | 1           |
|   | 140% |                     | 284,944      | 237,952      | 190,961     | 143,969     | 96,978      | 49,961      | 1           |
|   | 145% |                     | 331,108      | 276,423      | 221,737     | 167,052     | 112,366     | 57,656      | 1           |
|   | 150% |                     | 377,272      | 314,893      | 252,513     | 190,134     | 127,754     | 65,352      | 1           |
|   | 155% |                     | 423,436      | 353,363      | 283,289     | 213,216     | 143,142     | 73,047      | 1           |
|   | 160% |                     | 469,600      | 391,833      | 314,065     | 236,298     | 158,530     | 80,742      | 1           |
|   | 165% |                     | 515,765      | 430,303      | 344,841     | 259,380     | 173,918     | 88,437      | 1           |
|   | 170% |                     | 561,929      | 468,773      | 375,617     | 282,462     | 189,306     | 96,133      | 1           |
|   | 175% |                     | 608,093      | 507,243      | 406,394     | 305,544     | 204,694     | 103,828     | 1           |
| 180%  |      | 654,257             | 545,713      | 437,170      | 328,626     | 220,082     | 111,523     | 1           |             |
| Balance (RLV - TLV)   | 80%  | 1                   | 219,248      | 233,808      | 248,369     | 262,930     | 275,488     | 284,270     | 291,873     |
|   | 85%  |                     | 143,343      | 157,904      | 172,465     | 187,026     | 200,800     | 211,271     | 219,230     |
|   | 90%  |                     | 67,439       | 82,000       | 96,561      | 111,121     | 125,682     | 137,747     | 146,460     |
|   | 95%  |                     | (8,465)      | 6,096        | 20,656      | 35,217      | 49,778      | 63,162      | 73,456      |
|   | 100% |                     | (84,369)     | (69,808)     | (55,248)    | (40,687)    | (26,126)    | (11,600)    | 1           |
|   | 105% |                     | (169,081)    | (152,393)    | (135,704)   | (119,016)   | (102,327)   | (87,470)    | (74,476)    |
|   | 110% |                     | (611,377)    | (498,068)    | (384,760)   | (271,451)   | (189,324)   | (172,635)   | (156,433)   |
|   | 115% |                     | (1,301,731)  | (1,188,423)  | (1,075,115) | (961,806)   | (848,498)   | (735,189)   | (621,881)   |
|   | 120% |                     | (1,992,086)  | (1,878,778)  | (1,765,469) | (1,652,161) | (1,538,853) | (1,425,544) | (1,312,236) |
|   | 125% |                     | (2,682,441)  | (2,569,133)  | (2,455,824) | (2,342,516) | (2,229,207) | (2,115,899) | (2,002,591) |
| Unit Build Rates<br>100%<br>(% from base assumption)                                  | 130% |                     | (3,372,796)  | (3,259,488)  | (3,146,179) | (3,032,871) | (2,919,562) | (2,806,254) | (2,692,945) |
|   | 135% |                     | (4,063,151)  | (3,949,843)  | (3,836,534) | (3,723,226) | (3,609,917) | (3,496,609) | (3,383,300) |
|   | 140% |                     | (4,753,506)  | (4,640,197)  | (4,526,889) | (4,413,581) | (4,300,272) | (4,186,964) | (4,073,655) |
|   | 145% |                     | (5,443,861)  | (5,330,552)  | (5,217,244) | (5,103,935) | (4,990,627) | (4,877,319) | (4,764,010) |
|   | 150% |                     | (6,134,216)  | (6,020,907)  | (5,907,599) | (5,794,290) | (5,680,982) | (5,567,673) | (5,454,365) |
|   | 155% |                     | (6,824,571)  | (6,711,262)  | (6,597,954) | (6,484,645) | (6,371,337) | (6,258,028) | (6,144,720) |
|   | 160% |                     | (7,514,925)  | (7,401,617)  | (7,288,309) | (7,175,000) | (7,061,692) | (6,948,383) | (6,835,075) |
|   | 165% |                     | (8,205,280)  | (8,091,972)  | (7,978,663) | (7,865,355) | (7,752,047) | (7,638,738) | (7,525,430) |
|   | 170% |                     | (8,895,635)  | (8,782,327)  | (8,669,018) | (8,555,710) | (8,442,401) | (8,329,093) | (8,215,785) |
|   | 175% |                     | (9,585,990)  | (9,472,682)  | (9,359,373) | (9,246,065) | (9,132,756) | (9,019,448) | (8,906,139) |
| 180%  |      | (10,276,345)        | (10,163,037) | (10,049,728) | (9,936,420) | (9,823,111) | (9,709,803) | (9,596,494) |             |



Scheme Ref: **K**  
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|                                  |       | AH - % on site 100% |           |           |           |           |          |          |          |
|----------------------------------|-------|---------------------|-----------|-----------|-----------|-----------|----------|----------|----------|
|                                  |       | 1                   | 40%       | 50%       | 60%       | 70%       | 80%      | 90%      | 100%     |
| Balance (RLV - TLV)              | 15.5% |                     | (192,010) | (157,000) | (121,991) | (88,642)  | (58,096) | (27,585) | 1        |
|                                  | 16.0% |                     | (197,795) | (161,822) | (125,848) | (91,166)  | (59,779) | (28,427) | 1        |
|                                  | 16.5% |                     | (203,581) | (166,643) | (129,705) | (93,689)  | (61,461) | (29,268) | 1        |
|                                  | 17.0% |                     | (209,366) | (171,464) | (133,562) | (96,213)  | (63,144) | (30,109) | 1        |
|                                  | 17.5% |                     | (215,152) | (176,285) | (137,419) | (98,737)  | (64,827) | (30,951) | 1        |
|                                  | 18.0% |                     | (220,937) | (181,107) | (141,276) | (101,446) | (66,509) | (31,792) | 1        |
|                                  | 18.5% |                     | (226,723) | (185,928) | (145,133) | (104,338) | (68,192) | (32,633) | 1        |
|                                  | 19.0% |                     | (232,508) | (190,749) | (148,990) | (107,231) | (69,874) | (33,474) | 1        |
|                                  | 19.5% |                     | (238,294) | (195,570) | (152,847) | (110,124) | (71,557) | (34,316) | 1        |
|                                  | 20.0% |                     | (244,079) | (200,392) | (156,704) | (113,017) | (73,240) | (35,157) | 1        |
|                                  | 20.5% |                     | (249,865) | (205,213) | (160,561) | (115,909) | (74,922) | (35,998) | 1        |
|                                  | 21.0% |                     | (255,650) | (210,034) | (164,418) | (118,802) | (76,605) | (36,840) | 1        |
|                                  | 21.5% |                     | (261,436) | (214,855) | (168,275) | (121,695) | (78,287) | (37,681) | 1        |
|                                  | 22.0% |                     | (267,221) | (219,677) | (172,132) | (124,588) | (79,970) | (38,522) | 1        |
|                                  | 22.5% |                     | (273,007) | (224,498) | (175,989) | (127,480) | (81,653) | (39,364) | 1        |
|                                  | 23.0% |                     | (278,792) | (229,319) | (179,846) | (130,373) | (83,335) | (40,205) | 1        |
| 23.5%                            |       | (284,578)           | (234,140) | (183,703) | (133,266) | (85,018)  | (41,046) | 1        |          |
| 24.0%                            |       | (290,363)           | (238,962) | (187,560) | (136,159) | (86,701)  | (41,888) | 1        |          |
| 24.5%                            |       | (296,149)           | (243,783) | (191,417) | (139,051) | (88,383)  | (42,729) | 1        |          |
| 25.0%                            |       | (301,934)           | (248,604) | (195,274) | (141,944) | (90,066)  | (43,570) | 1        |          |
|                                  |       | AH - % on site 100% |           |           |           |           |          |          |          |
|                                  |       | 1                   | 40%       | 50%       | 60%       | 70%       | 80%      | 90%      | 100%     |
| Balance (RLV - TLV)              | 0     |                     | (74,814)  | (60,253)  | (45,692)  | (31,131)  | (16,571) | (2,189)  | 9,271    |
|                                  | 500   |                     | (79,591)  | (65,031)  | (50,470)  | (35,909)  | (21,349) | (6,895)  | 4,636    |
|                                  | 1,000 |                     | (84,369)  | (69,808)  | (55,248)  | (40,687)  | (26,126) | (11,600) | 1        |
|                                  | 1,500 |                     | (89,147)  | (74,586)  | (60,026)  | (45,465)  | (30,904) | (16,343) | (4,652)  |
|                                  | 2,000 |                     | (93,925)  | (79,364)  | (64,803)  | (50,243)  | (35,682) | (21,121) | (9,311)  |
|                                  | 2,500 |                     | (98,703)  | (84,142)  | (69,581)  | (55,021)  | (40,460) | (25,899) | (13,969) |
|                                  | 3,000 |                     | (103,989) | (88,920)  | (74,359)  | (59,798)  | (45,238) | (30,677) | (18,628) |
|                                  | 3,500 |                     | (109,465) | (93,698)  | (79,137)  | (64,576)  | (50,015) | (35,455) | (23,309) |
|                                  | 4,000 |                     | (114,941) | (98,475)  | (83,915)  | (69,354)  | (54,793) | (40,233) | (27,992) |
|                                  | 4,500 |                     | (120,417) | (103,253) | (88,692)  | (74,132)  | (59,571) | (45,010) | (32,674) |
|                                  | 5,000 |                     | (125,893) | (108,031) | (93,470)  | (78,910)  | (64,349) | (49,788) | (37,361) |
|                                  | 5,500 |                     | (131,369) | (112,809) | (98,248)  | (83,687)  | (69,127) | (54,566) | (42,067) |
|                                  | 6,000 |                     | (136,845) | (120,157) | (103,468) | (88,465)  | (73,904) | (59,344) | (46,773) |
|                                  | 6,500 |                     | (142,321) | (125,633) | (108,944) | (93,243)  | (78,682) | (64,122) | (51,479) |
|                                  | 7,000 |                     | (147,797) | (131,109) | (114,420) | (98,021)  | (83,460) | (68,899) | (56,184) |
|                                  | 7,500 |                     | (153,273) | (136,585) | (119,896) | (103,208) | (88,238) | (73,677) | (60,890) |
| Site Specific S106 contributions |       |                     |           |           |           |           |          |          |          |
| 1,000                            |       |                     |           |           |           |           |          |          |          |
| £ per unit                       |       |                     |           |           |           |           |          |          |          |

**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:** L  
**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: 50%                       |
|                                  | LCHO (Int/Sub-Market etc.): 50%            |
|                                  | 50.0% % 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             |
| <b>Total number of units</b> | <b>10</b>       | <b>100.0%</b> | <b>10.0</b> |                |          | <b>0.0</b>  | <b>100%</b>  | <b>10</b>     |

| 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            |
|                           | <b>900</b>         | <b>9,688</b> | <b>0</b>            | <b>0</b> | <b>900</b>                  | <b>9,688</b> |

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                   |
|                             |                  |       |             |       |                 |       | <b>2,240,000</b>    |



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

| GROSS DEVELOPMENT VALUE                |                            |   |                           |                                 |
|--|----------------------------|---|---------------------------|---------------------------------|
| <b>Affordable Rent GDV -</b>           | (part houses due to % mix) |   |                           |                                 |
| 1 bed House                            | 0.0                        | @ | 0                         | -                               |
| 2 bed House                            | 2.0                        | @ | 168,000                   | 336,000                         |
| 3 bed House                            | 2.0                        | @ | 172,000                   | 344,000                         |
| 4 bed House                            | 1.0                        | @ | 216,000                   | 216,000                         |
| 5 bed House                            | 0.0                        | @ | 0                         | -                               |
| 1 bed Flat                             | 0.0                        | @ | 0                         | -                               |
| 2 bed Flat                             | 0.0                        | @ | 0                         | -                               |
|  | 5.0                        |   |                           | 896,000                         |
| <b>LCHO GDV -</b>                      |                            |   |                           |                                 |
| 1 bed House                            | 0.0                        | @ | 0                         | -                               |
| 2 bed House                            | 2.0                        | @ | 136,500                   | 273,000                         |
| 3 bed House                            | 2.0                        | @ | 139,750                   | 279,500                         |
| 4 bed House                            | 1.0                        | @ | 175,500                   | 175,500                         |
| 5 bed House                            | 0.0                        | @ | 0                         | -                               |
| 1 bed Flat                             | 0.0                        | @ | 0                         | -                               |
| 2 bed Flat                             | 0.0                        | @ | 0                         | -                               |
|  | 5.0                        |   |                           | 728,000                         |
| <b>Local Occupancy "Mtk" GDV -</b>     |                            |   |                           |                                 |
| 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                        |   |                           | -                               |
| <b>Principal Residence "Mkt" GDV -</b> |                            |   |                           |                                 |
| 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                        |   |                           | -                               |
| <b>Sub-total GDV Residential</b>       | <b>10.0</b>                |   |                           | <b>1,624,000</b>                |
| AH on-site cost analysis:              |                            |   | EMV less EGDV             | 616,000                         |
|  |                            |   | 684 £ psm (total GIA sqm) | 61,600 £ per unit (total units) |
| <b>AH Grant</b>                        | 10                         | @ | 39,226                    | 392,260                         |
| <b>Total GDV</b>                       |                            |   |                           | <b>2,016,260</b>                |

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

| DEVELOPMENT COSTS   |                     |                                    |                            |
|---|---------------------|------------------------------------|----------------------------|
| <b>Initial Payments -</b>                                   |                     |                                    |                            |
| 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                     |                            |
| <b>Construction Costs -</b>                                 |                     |                                    |                            |
| 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%<br>17,550 £ per unit        | (175,500)                  |
| Site wide costs   | 1,170,000 @         | 20.00%<br>23,400 £ per unit        | (234,000)                  |
| Contingency   | 1,170,000 @         | 3.00%                              | (35,100)                   |
| <b>Professional Fees</b>                                    | 1,170,000 @         | 6.50%                              | (76,050)                   |
| <b>Disposal Costs -</b>                                     |                     |                                    |                            |
| Residential Sales Agent Costs                               | - OMS @             | 1.00%                              | -                          |
| Residential Sales Legal Costs                               | - OMS @             | 0.50%                              | -                          |
| Marketing and Promotion                                     | - OMS @             | 1.00%                              | -                          |
| <b>Interest (on Development Costs) -</b>                    | 6.25% APR           | 0.506% pcm                         | (8,336)                    |
| <b>Developers Profit -</b>                                  |                     |                                    |                            |
| Margin on AH  | 1,624,000           | 6.00% on AH values                 | (97,440)                   |
| Profit on "Market" units                                    | 0                   | 6.00%                              | -                          |
|   | Profit analysis:    | 5.40% on costs                     | (97,440)                   |
|   |                     | 6.00% blended                      | (97,440)                   |
| <b>TOTAL COSTS</b>  |                     |                                    | <b>(1,901,646)</b>         |

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

| <b>RESIDUAL LAND VALUE</b>  |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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         |                   |                  |                    | <b>100,001</b> |
| RLV analysis:               | 10,000 £ per plot | 350,004 £ per ha | 141,644 £ per acre |                |

| <b>THRESHOLD LAND VALUE</b> |                   |                  |                    |                |
|-----------------------------|-------------------|------------------|--------------------|----------------|
| 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 | <b>100,000</b> |

| <b>BALANCE</b>    |            |            |              |          |
|-------------------|------------|------------|--------------|----------|
| Surplus/(Deficit) | £ per plot | 4 £ per ha | 1 £ per acre | <b>1</b> |

Scheme Ref: L  
 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%         |
| Balance (RLV - TLV)  | 80%         | (241,632)           | (198,693)   | (155,755)   | (112,816)   | (73,718)    | (36,270)    | 1           |
|  | 85%         | (183,242)           | (150,035)   | (116,828)   | (85,710)    | (56,737)    | (27,779)    | 1           |
|  | 90%         | (124,852)           | (101,377)   | (80,719)    | (60,237)    | (39,755)    | (19,288)    | 1           |
|  | 95%         | (70,738)            | (58,747)    | (46,756)    | (34,764)    | (22,773)    | (10,796)    | 1           |
|  | 100%        | (19,793)            | (16,293)    | (12,792)    | (9,292)     | (5,792)     | (2,305)     | 1           |
|  | 105%        | 31,152              | 26,162      | 21,171      | 16,181      | 11,190      | 6,186       | 1           |
|  | 110%        | 82,097              | 68,616      | 55,135      | 41,653      | 28,172      | 14,677      | 1           |
|  | 115%        | 133,043             | 111,070     | 89,098      | 67,126      | 45,154      | 23,169      | 1           |
|  | 120%        | 183,988             | 153,525     | 123,062     | 92,598      | 62,135      | 31,660      | 1           |
|  | 125%        | 234,933             | 195,979     | 157,025     | 118,071     | 79,117      | 40,151      | 1           |
|  | 130%        | 285,878             | 238,433     | 190,988     | 143,544     | 96,099      | 48,642      | 1           |
|  | 135%        | 336,823             | 280,887     | 224,952     | 169,016     | 113,080     | 57,134      | 1           |
|  | 140%        | 387,768             | 323,342     | 258,915     | 194,489     | 130,062     | 65,625      | 1           |
|  | 145%        | 438,713             | 365,796     | 292,879     | 219,961     | 147,044     | 74,116      | 1           |
|  | 150%        | 489,659             | 408,250     | 326,842     | 245,434     | 164,026     | 82,607      | 1           |
|  | 155%        | 540,604             | 450,705     | 360,806     | 270,906     | 181,007     | 91,099      | 1           |
|  | 160%        | 591,549             | 493,159     | 394,769     | 296,379     | 197,989     | 99,590      | 1           |
| 165%   | 642,494     | 535,613             | 428,732     | 321,852     | 214,971     | 108,081     | 1           |             |
| 170%   | 693,439     | 578,068             | 462,696     | 347,324     | 231,952     | 116,573     | 1           |             |
| 175%   | 744,384     | 620,522             | 496,659     | 372,797     | 248,934     | 125,064     | 1           |             |
| 180%   | 795,330     | 662,976             | 530,623     | 398,269     | 265,916     | 133,555     | 1           |             |
| Local Occupancy and Principal Residency Values 100% (% from base assumption) | 80%         | 280,772             | 284,272     | 287,772     | 291,273     | 294,158     | 294,150     | 292,600     |
|  | 85%         | 205,630             | 209,131     | 212,631     | 216,131     | 219,406     | 220,891     | 219,803     |
|  | 90%         | 130,489             | 133,990     | 137,490     | 140,990     | 144,491     | 147,117     | 146,859     |
|  | 95%         | 55,348              | 58,849      | 62,349      | 65,849      | 69,350      | 72,457      | 73,659      |
|  | 100%        | (19,793)            | (16,293)    | (12,792)    | (9,292)     | (5,792)     | (2,305)     | 1           |
|  | 105%        | (94,934)            | (91,434)    | (87,933)    | (84,433)    | (80,933)    | (77,432)    | (74,492)    |
|  | 110%        | (180,315)           | (176,303)   | (172,292)   | (168,280)   | (164,268)   | (160,256)   | (156,452)   |
|  | 115%        | (266,437)           | (262,425)   | (258,413)   | (254,401)   | (250,390)   | (246,378)   | (242,366)   |
|  | 120%        | (352,559)           | (348,547)   | (344,535)   | (340,523)   | (336,511)   | (332,499)   | (328,488)   |
|  | 125%        | (438,680)           | (434,668)   | (430,656)   | (426,645)   | (422,633)   | (418,621)   | (414,609)   |
|  | 130%        | (524,802)           | (520,790)   | (516,778)   | (512,766)   | (508,754)   | (504,743)   | (500,731)   |
|  | 135%        | (610,923)           | (606,912)   | (602,900)   | (598,888)   | (594,876)   | (590,864)   | (586,852)   |
|  | 140%        | (697,045)           | (693,033)   | (689,021)   | (685,009)   | (680,998)   | (676,986)   | (672,974)   |
|  | 145%        | (783,167)           | (779,155)   | (775,143)   | (771,131)   | (767,119)   | (763,107)   | (759,096)   |
|  | 150%        | (869,288)           | (865,276)   | (861,265)   | (857,253)   | (853,241)   | (849,229)   | (845,217)   |
|  | 155%        | (955,410)           | (951,398)   | (947,386)   | (943,374)   | (939,363)   | (935,351)   | (931,339)   |
|  | 160%        | (1,041,531)         | (1,037,520) | (1,033,508) | (1,029,496) | (1,025,484) | (1,021,472) | (1,017,460) |
| 165%   | (1,127,653) | (1,123,641)         | (1,119,629) | (1,115,618) | (1,111,606) | (1,107,594) | (1,103,582) |             |
| 170%   | (1,213,775) | (1,209,763)         | (1,205,751) | (1,201,739) | (1,197,727) | (1,193,716) | (1,189,704) |             |
| 175%   | (1,299,896) | (1,295,884)         | (1,291,873) | (1,287,861) | (1,283,849) | (1,279,837) | (1,275,825) |             |
| 180%   | (1,386,018) | (1,382,006)         | (1,377,994) | (1,373,982) | (1,369,971) | (1,365,959) | (1,361,947) |             |
| Unit Build Rates 100% (% from base assumption)                               | 80%         | 280,772             | 284,272     | 287,772     | 291,273     | 294,158     | 294,150     | 292,600     |
|  | 85%         | 205,630             | 209,131     | 212,631     | 216,131     | 219,406     | 220,891     | 219,803     |
|  | 90%         | 130,489             | 133,990     | 137,490     | 140,990     | 144,491     | 147,117     | 146,859     |
|  | 95%         | 55,348              | 58,849      | 62,349      | 65,849      | 69,350      | 72,457      | 73,659      |
|  | 100%        | (19,793)            | (16,293)    | (12,792)    | (9,292)     | (5,792)     | (2,305)     | 1           |
|  | 105%        | (94,934)            | (91,434)    | (87,933)    | (84,433)    | (80,933)    | (77,432)    | (74,492)    |
|  | 110%        | (180,315)           | (176,303)   | (172,292)   | (168,280)   | (164,268)   | (160,256)   | (156,452)   |
|  | 115%        | (266,437)           | (262,425)   | (258,413)   | (254,401)   | (250,390)   | (246,378)   | (242,366)   |
|  | 120%        | (352,559)           | (348,547)   | (344,535)   | (340,523)   | (336,511)   | (332,499)   | (328,488)   |
|  | 125%        | (438,680)           | (434,668)   | (430,656)   | (426,645)   | (422,633)   | (418,621)   | (414,609)   |
|  | 130%        | (524,802)           | (520,790)   | (516,778)   | (512,766)   | (508,754)   | (504,743)   | (500,731)   |
|  | 135%        | (610,923)           | (606,912)   | (602,900)   | (598,888)   | (594,876)   | (590,864)   | (586,852)   |
|  | 140%        | (697,045)           | (693,033)   | (689,021)   | (685,009)   | (680,998)   | (676,986)   | (672,974)   |
|  | 145%        | (783,167)           | (779,155)   | (775,143)   | (771,131)   | (767,119)   | (763,107)   | (759,096)   |
|  | 150%        | (869,288)           | (865,276)   | (861,265)   | (857,253)   | (853,241)   | (849,229)   | (845,217)   |
|  | 155%        | (955,410)           | (951,398)   | (947,386)   | (943,374)   | (939,363)   | (935,351)   | (931,339)   |
|  | 160%        | (1,041,531)         | (1,037,520) | (1,033,508) | (1,029,496) | (1,025,484) | (1,021,472) | (1,017,460) |
| 165%   | (1,127,653) | (1,123,641)         | (1,119,629) | (1,115,618) | (1,111,606) | (1,107,594) | (1,103,582) |             |
| 170%   | (1,213,775) | (1,209,763)         | (1,205,751) | (1,201,739) | (1,197,727) | (1,193,716) | (1,189,704) |             |
| 175%   | (1,299,896) | (1,295,884)         | (1,291,873) | (1,287,861) | (1,283,849) | (1,279,837) | (1,275,825) |             |
| 180%   | (1,386,018) | (1,382,006)         | (1,377,994) | (1,373,982) | (1,369,971) | (1,365,959) | (1,361,947) |             |

Scheme Ref: L  
 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%                            | 1                   | (129,368) | (105,140) | (83,346)  | (62,207)  | (41,068)  | (19,944) | 1        |          |
|                     | 16.0%                            |                     | (135,752) | (110,460) | (87,059)  | (64,992)  | (42,925)  | (20,872) | 1        |          |
|                     | 16.5%                            |                     | (142,136) | (115,780) | (90,773)  | (67,777)  | (44,782)  | (21,800) | 1        |          |
|                     | 17.0%                            |                     | (148,520) | (121,100) | (94,486)  | (70,562)  | (46,639)  | (22,729) | 1        |          |
|                     | Profit on "Market" units         | 17.5%               |           | (154,904) | (126,420) | (98,200)  | (73,347)  | (48,495) | (23,657) | 1        |
|                     | 6.00%                            | 18.0%               |           | (161,288) | (131,740) | (102,192) | (76,132)  | (50,352) | (24,585) | 1        |
|                     | (% profit)                       | 18.5%               |           | (167,672) | (137,060) | (106,448) | (78,917)  | (52,209) | (25,514) | 1        |
|                     |                                  | 19.0%               |           | (174,056) | (142,380) | (110,704) | (81,702)  | (54,065) | (26,442) | 1        |
|                     |                                  | 19.5%               |           | (180,440) | (147,700) | (114,960) | (84,487)  | (55,922) | (27,370) | 1        |
|                     |                                  | 20.0%               |           | (186,824) | (153,020) | (119,216) | (87,272)  | (57,779) | (28,299) | 1        |
|                     |                                  | 20.5%               |           | (193,208) | (158,340) | (123,472) | (90,057)  | (59,635) | (29,227) | 1        |
|                     |                                  | 21.0%               |           | (199,592) | (163,660) | (127,728) | (92,843)  | (61,492) | (30,155) | 1        |
|                     |                                  | 21.5%               |           | (205,976) | (168,980) | (131,984) | (95,628)  | (63,349) | (31,084) | 1        |
|                     |                                  | 22.0%               |           | (212,360) | (174,300) | (136,240) | (98,413)  | (65,205) | (32,012) | 1        |
|                     |                                  | 22.5%               |           | (218,744) | (179,620) | (140,496) | (101,373) | (67,062) | (32,940) | 1        |
|                     |                                  | 23.0%               |           | (225,128) | (184,940) | (144,752) | (104,565) | (68,919) | (33,869) | 1        |
|                     |                                  | 23.5%               |           | (231,512) | (190,260) | (149,008) | (107,757) | (70,775) | (34,797) | 1        |
|                     |                                  | 24.0%               |           | (237,896) | (195,580) | (153,264) | (110,949) | (72,632) | (35,725) | 1        |
|                     |                                  | 24.5%               |           | (244,280) | (200,900) | (157,520) | (114,141) | (74,489) | (36,654) | 1        |
|                     |                                  | 25.0%               |           | (250,664) | (206,220) | (161,776) | (117,333) | (76,345) | (37,582) | 1        |
|                     |                                  | AH - % on site 100% |           |           |           |           |           |          |          |          |
|                     |                                  | 1                   | 40%       | 50%       | 60%       | 70%       | 80%       | 90%      | 100%     |          |
| Balance (RLV - TLV) | 0                                |                     | (10,333)  | (6,833)   | (3,333)   | 168       | 3,668     | 7,107    | 9,316    |          |
|                     | 500                              |                     | (15,063)  | (11,563)  | (8,062)   | (4,562)   | (1,062)   | 2,401    | 4,660    |          |
|                     | 1,000                            |                     | (19,793)  | (16,293)  | (12,792)  | (9,292)   | (5,792)   | (2,305)  | 1        |          |
|                     | Site Specific S106 contributions | 1,500               |           | (24,523)  | (21,022)  | (17,522)  | (14,022)  | (10,521) | (7,021)  | (4,658)  |
|                     | 1,000                            | 2,000               |           | (29,252)  | (25,752)  | (22,252)  | (18,751)  | (15,251) | (11,751) | (9,316)  |
|                     | £ per unit                       | 2,500               |           | (33,982)  | (30,482)  | (26,982)  | (23,481)  | (19,981) | (16,481) | (13,975) |
|                     |                                  | 3,000               |           | (38,712)  | (35,212)  | (31,711)  | (28,211)  | (24,711) | (21,210) | (18,653) |
|                     |                                  | 3,500               |           | (43,442)  | (39,941)  | (36,441)  | (32,941)  | (29,440) | (25,940) | (23,335) |
|                     |                                  | 4,000               |           | (48,172)  | (44,671)  | (41,171)  | (37,671)  | (34,170) | (30,670) | (28,018) |
|                     |                                  | 4,500               |           | (52,901)  | (49,401)  | (45,901)  | (42,400)  | (38,900) | (35,400) | (32,700) |
|                     |                                  | 5,000               |           | (57,631)  | (54,131)  | (50,630)  | (47,130)  | (43,630) | (40,129) | (37,382) |
|                     |                                  | 5,500               |           | (62,361)  | (58,861)  | (55,360)  | (51,860)  | (48,360) | (44,859) | (42,083) |
|                     |                                  | 6,000               |           | (67,091)  | (63,590)  | (60,090)  | (56,590)  | (53,089) | (49,589) | (46,789) |
|                     |                                  | 6,500               |           | (71,820)  | (68,320)  | (64,820)  | (61,319)  | (57,819) | (54,319) | (51,495) |
|                     |                                  | 7,000               |           | (76,550)  | (73,050)  | (69,550)  | (66,049)  | (62,549) | (59,049) | (56,201) |
|                     |                                  | 7,500               |           | (81,280)  | (77,780)  | (74,279)  | (70,779)  | (67,279) | (63,778) | (60,907) |

**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\_G-L - Summary Table

| Scheme Ref:                    | G                                   | H                                   | I               | J               | K                                     | L                                 | 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 (£)                  | 980,920                             | 2,033,775                           | 1,906,822       | 1,980,478       | 1,933,709                             | 2,016,260                         |   |
| AH %                           | 100.00%                             | 100.00%                             | 100.00%         | 100.00%         | 100.00%                               | 100.00%                           | 50% Affordable Rent: 50% LCHO                         |
| AH Grant (£/unit)              | 4,059                               | 11,252                              | 89,182          | 96,548          | 46,196                                | 39,226                            | Including Grant - Grant higher than A-F due to AH mix |
| AH Grant (£)                   | 20,295                              | 112,525                             | 891,822         | 965,478         | 461,959                               | 392,260                           |   |
| 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 (£)    | 57,638                              | 115,275                             | 60,900          | 60,900          | 88,305                                | 97,440                            |   |
| 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) | 6.7%                                | 6.4%                                | 3.5%            | 3.4%            | 5.1%                                  | 5.4%                              |   |
| RLV (£ net)                    | 50,001                              | 100,001                             | 100,001         | 100,001         | 100,001                               | 100,001                           |   |
| RLV (£/acre)                   | 141,646                             | 141,644                             | 141,644         | 141,644         | 141,644                               | 141,644                           |   |
| <b>RLV (£/ha)</b>              | <b>350,007</b>                      | <b>350,004</b>                      | <b>350,004</b>  | <b>350,004</b>  | <b>350,004</b>                        | <b>350,004</b>                    |   |
| RLV (£/plot)                   | 10,000                              | 10,000                              | 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                | 1                                   | 1                                   | 1               | 1               | 1                                     | 1                                 | Grant calculated to balance                           |
| Surplus/Deficit (£/acre)       | 3                                   | 1                                   | 1               | 1               | 1                                     | 1                                 |   |
| Surplus/Deficit (£/ha)         | 7                                   | 4                                   | 3               | 3               | 4                                     | 4                                 |   |
| Surplus/Deficit (£/plot)       |                                     |                                     |                 |                 |                                       |                                   |   |
| Plan Viability comments        | Viable                              | Viable                              | Viable          | Viable          | Viable                                | Viable                            |   |