

Viability Report

Charnwood Local Plan Viability Study



Charnwood Borough Council

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Executive Summary

- ES 1 AspinallVerdi has been appointed by Charnwood Borough Council (CBC, the Council, the Local Planning Authority (LPA) as the context requires) to provide a Financial Viability Assessment (FVA) in respect of the Council's Local Plan (2020 to 2037).
- ES 2 The primary aim of the commission is to produce an up-to-date viability assessment, which will form a robust and sound evidence base for the Local Plan to be adopted.
- ES 3 In carrying out our review of the Local Plan, we have had regard to the cumulative impact on development of the Local Plan policies. The aims of the commission are:
- To provide an assessment including the cumulative impact of the proposed policy requirements on the viability of development across a range of site typologies and locations.
 - To advise on affordable housing, in terms of quantum and mix that can be delivered, in the context of the emerging Plan.

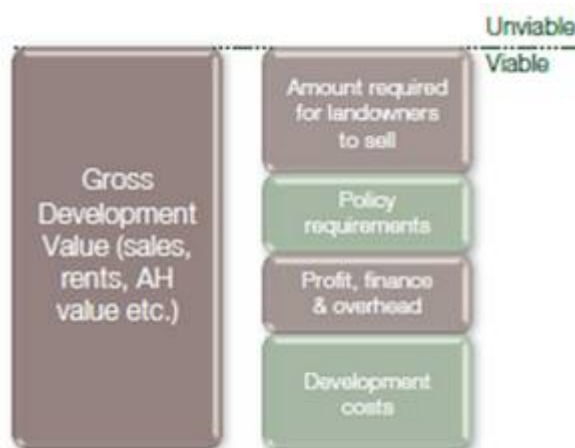
Covid-19

- ES 4 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors; however, the exact consequences of the Covid-19 outbreak are unknown and we are faced with an unprecedented set of circumstances on which to base a judgement.
- ES 5 There is therefore a higher degree of uncertainty than would normally be the case. We have conducted our market research based on the existing available evidence and our assumptions are based on a 'business as normal' approach. Our appraisals herein include sensitivity analysis on values on the down-side by 20%. This is to provide some futureproofing to the study. The assumptions used may be subject to change and we recommend that the conclusions of this report are kept under review.

Approach

- ES 6 We have reviewed the new Local Plan (2020 to 2037) in order to test the cumulative impact of these policies in the context of the Local Plan. Please see Appendix 1 which summarises our assessment of the policies.
- ES 7 Through reviewing the new Local Plan and through our property market research, we have established a range of development typologies that we have financially appraised to assess the viability of the plan. The typologies are summarised at Appendix 2.
- ES 8 The viability of the typologies has been assessed using a financial viability appraisal, having regard to primary legislation, planning policy, statutory requirements and professional guidance as set out in chapters 2-4. The figure below illustrates the elements required for a viability assessment.

ES Figure 1 – Elements Required for a Viability Assessment



Source: Local Housing Delivery Group, 2012¹

- ES 9 Through our policy review, we have identified the policy requirements. Our property market research has focused on two elements of the above diagram:
- Land values – this informs the viability analysis by assessing whether the land value generated by policy compliant development is sufficient enough to incentivise landowners to sell land for development. This is referred to as a Benchmark Land Value (BLV), which is effectively the minimum price at which a landowner would typically sell land at. Our land value research is provided at Appendix 3.

¹ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 25

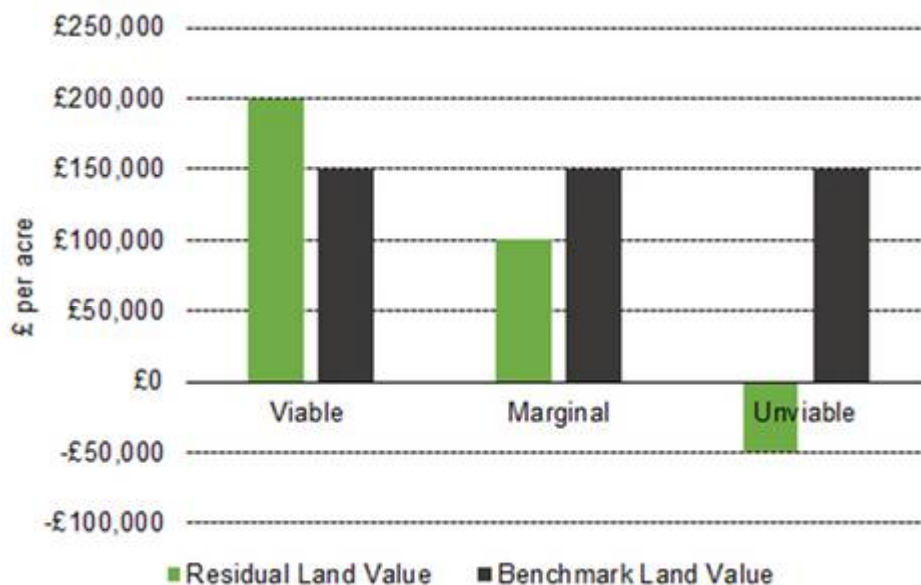
- Gross Development Value (New-build residential sales values) – this informs the value assumptions made for market sale and affordable houses in our financial appraisals. This research is provided at Appendix 4.

ES 10 To complete the components of ES Figure 1 – Elements Required for a Viability Assessment, our development cost assumptions, including profit, finance and overheads are set out in chapter 6 of this report. They are based on a combination of assumptions utilising Build Cost Information Service (BCIS), industry standard benchmarks and published guidance relating to costs associated with mitigating common planning policies or building regulations.

ES 11 All of our assumptions have been through a stakeholder consultation process as evidenced by Appendix 5.

ES 12 The output of the financial appraisals (which are provided at Appendix 6) is a Residual Land Value (RLV). This is calculated by deducting the total development cost from the Gross Development Value (GDV). To assess the viability of each typology, the Residual Land Value is compared to the Benchmark Land Value (BLV) (which is based on our land value research aforementioned). The diagram below illustrates how we define the three main conclusions that we draw.

ES Figure 2 - Viability Assessment Methodology (for illustrative purposes)



Source: AspinallVerdi

Viability Conclusions

ES 13 ES Table 1 summarises the development typologies appraised and the viability conclusions on the basis of the affordable housing policy target and identified Section 106 contributions shown. All greenfield sites are viable, with only flattened development on brownfield sites being shown as unviable (further analysis is provided in chapter 7). The majority of sites in the new Local Plan are greenfield and the policy wording on brownfield sites enables site-specific viability assessments at the planning application stage. We are therefore recommending that the new Charnwood Borough Council Local Plan (2020-2037) is viable.

ES Table 1 - Viability Appraisal Conclusions

Leicester Fringe					
Ref	#Units	Typology	% Affordable	S.106 (£ per unit)	Conclusion
A	5	Small Brownfield	N/A	£12,865	Viable
B	15	Small Brownfield	10%	£12,865	Viable
C	20	Medium Greenfield	30%	£12,865	Viable
D	30	Small Brownfield	10%	£12,865	Viable
E	125	Large Greenfield	30%	£12,865	Viable
F	250	Large Greenfield	30%	£12,865	Viable
G	950	Large Greenfield	30%	£12,865	Viable
Loughborough / Shepshed					
H	15	Medium Greenfield	30%	£14,685	Viable
I	15	Small Brownfield	10%	£14,685	Viable
J	40	Medium Greenfield	30%	£14,685	Viable
K	40	Small Brownfield	10%	£14,685	Viable
L	150	Large Greenfield	30%	£14,685	Viable
M	250	Large Greenfield	30%	£14,685	Viable
N	200	Large Brownfield (F)	10%	£14,685	Unviable
O	500	Large Greenfield	30%	£14,685	Viable
Wider Charnwood					
P	15	Medium Greenfield	30%	£17,710	Viable
Q	15	Small Brownfield	10%	£17,710	Viable
R	50	Medium Greenfield	30%	£17,710	Viable
S	125	Large Greenfield	30%	£17,710	Viable
T	250	Large Greenfield	30%	£17,710	Viable
Borough Wide					
U	35	Small Brownfield (F)	10%	£14,685	Unviable
V	5	Rural Exception Site	100%	£17,710	Viable

Source: AspinallVerdi.

1 Introduction

- 1.1 AspinallVerdi has been appointed by Charnwood Borough Council (CBC, the Council, the Local Planning Authority (LPA) as the context requires) to provide a Financial Viability Assessment (FVA) in respect of the Council's Local Plan (2020 to 2037).
- 1.2 The primary aim of the commission is to produce an up-to-date viability assessment, which will form a robust and sound evidence base for the Local Plan to be adopted.
- 1.3 In carrying out our review of the Local Plan, we have had regard to the cumulative impact on development of the Local Plan policies. The aims of the commission are:
- To provide an assessment including the cumulative impact of the proposed policy requirements on the viability of development across a range of site typologies and locations.
 - To advise on affordable housing, in terms of quantum and mix that can be delivered, in the context of the emerging Plan.

RICS Practice Statement

- 1.4 Our FVA has been carried out in accordance with the RICS Financial Viability in Planning: Conduct and Reporting Practice Statement (1st Edition, May 2019).
- 1.5 Our FVA has also been carried out in accordance with the RICS Financial Viability in Planning guidance (1st edition, guidance note, August 2012) having regard to the 2018/19 revisions to the National Planning Policy Framework (NPPF, July 2018 and February 2019) and the Planning Practice Guidance (PPG, July 2018, February 2019, May 2019). The RICS FVIP guidance is currently under review by an industry-wide steering group led by the RICS.

Objectivity, Impartiality and Reasonableness

- 1.6 We have carried out our review in collaboration with the Council as the local planning authority (LPA) and in consultation with industry (Registered Providers, developers and landowners). At all times we have acted with objectivity, impartially and without interference when carrying out our viability assessment and review.
- 1.7 At all stages of the viability process, we have advocated reasonable, transparent and appropriate engagement between the parties.

Conflicts of Interest

- 1.8 We confirm that we have no conflict of interest in providing this advice and we have acted independently and impartially.

Local Plan Reviewed

- 1.9 We have reviewed the Charnwood Local Plan 2019-2037 and the Leicestershire County Council Planning Obligations Policy (2019) in order to test the cumulative impact of these policies in the context of the Local Plan.

Covid-19 Uncertainty

- 1.10 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a “Global Pandemic” on 11 March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors; however, the exact consequences of the Covid-19 outbreak are unknown and we are faced with an unprecedented set of circumstances on which to base a judgement.
- 1.11 There is therefore a higher degree of uncertainty than would normally be the case. We have conducted our market research based on the existing available evidence and our assumptions are based on a ‘business as normal’ approach. Our appraisals herein include sensitivity analysis on values on the down-side by 20%. This is to provide some futureproofing to the study. The assumptions used may be subject to change and we recommend that the conclusions of this report are kept under review.
- 1.12 The remainder of this report is structured as follows:

Section:	Contents:
Section 2 - National Planning Context	This section sets out the statutory requirements for the Local Plan viability including the NPPF and PPG website.
Section 3 - Local Planning Context	This section sets out the details of the existing evidence base and the Local Plan policies which will have a direct impact on viability - the assumptions we have made to mitigate such policies are set out in Section 6 – Viability Assumptions.
Section 4 - Viability Assessment Method	This section describes our generic methodology for appraising the viability of development which is based on the residual approach as required by guidance and best practice. Please note the Benchmark Land Value (BLV) caveats for future site-specific appraisals.
Sections 5 – Site Typologies	We set out the development typologies that are to be tested as part of the study.

Section:	Contents:
Section 6 – Viability Assumptions	We summarise the cost and value assumptions made in the financial appraisals. This section references separate papers on the residential market and land values which are appended to this report.
Section 7 – Financial Appraisal Results	We present the findings of our financial appraisals.
Section 8 – Key Large Sites	We set out the findings from our more focused consultation with a number of large site promoters and developers.
Section 9 - Conclusions and Recommendations	Finally, we make our recommendations in respect of the Local Plan including affordable housing, non-affordable housing Section 106 contributions and other planning policy costs.

2 National Policy Context

- 2.1 Our financial viability appraisal has been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance.
- 2.2 The new NPPF and updated viability PPG was first published in July 2018 and updated in February 2019 (and the PPG again in May 2019). We set out some observations below.

National Planning Policy Framework

- 2.3 The NPPF confirms the Government's planning policies for England and how these should be applied and provides a framework within which locally-prepared plans for housing and other development can be produced².
- 2.4 It confirms the primacy of the development plan in determining planning applications. It confirms that the NPPF must be taken into account in preparing the development plan, and is a material consideration in planning decisions³.
- 2.5 It is important to note that within the new NPPF, paragraph 173 of the old NPPF has been deleted. The old paragraph 173 referred to viability and required '*competitive returns to a willing land owner and willing developer to enable the development to be deliverable*'.
- 2.6 The new NPPF refers increasingly to deliverability rather than viability as follows:

Development Contributions

- 2.7 Paragraph 34 states:

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

Planning Conditions and Obligations

- 2.8 Paragraph 57 states:

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

² National Planning Policy Framework, February 2019, para 1

³ National Planning Policy Framework, February 2019, para 2

maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.

- 2.9 We understand that the Government’s objective is to reduce the delays to delivery of new housing due to the site-specific viability process that was created as a result of the previous paragraph 173. Once a new Local Plan is adopted no site-specific viability assessment should be required (except in exceptional circumstances) and developers should factor into their land buying decisions the cost of planning obligations (including affordable housing).
- 2.10 The NPPF restates the tests for planning obligations which are set out under the CIL Regulations 2010⁴, as follows:
- a) necessary to make the development acceptable in planning terms;
 - b) directly related to the development; and
 - c) fairly and reasonably related in scale and kind to the development.
- 2.11 Notwithstanding the latest changes to the CIL Regulations (2019) which do away with the requirements for a Regulation 123 list of infrastructure, these tests ensure that Local Authorities cannot charge S106 or CIL twice (‘double-dip’) for the same infrastructure (as this would not be fair and reasonable).

Planning Practice Guidance for Viability

- 2.12 The Planning Practice Guidance for Viability was first published in March 2014 and substantially updated at the same time as the NPPF in July 2018. This has subsequently been updated again in February 2019 and latterly May 2019. Below we summarise some key aspects of the PPG for this study.
- 2.13 The PPG paragraph 001 confirms that for viability and plan making:
- Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).*
- These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community*

⁴ Set out in Regulation 122(2) of the Community Infrastructure Levy Regulations 2010

Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development.⁵

- 2.14 The PPG therefore confirms that Local Authorities can set different levels of CIL and/or affordable housing by greenfield or brownfield typologies.

Deliverability

- 2.15 The PPG addresses the question, ‘*how should plan makers and site promoters ensure that policy requirements for contributions from development are deliverable?*’ It confirms that (paragraph 002):

It is the responsibility of site promoters to engage in plan making, taking into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. The price paid for land is not a relevant justification for failing to accord with relevant policies in the plan. Landowners and site purchasers should consider this when agreeing land transactions.⁶

- 2.16 In this respect we have carried out a stakeholder workshop to consult with industry (Registered Providers, developers and landowners) in respect of the cost, value and BLV assumptions and these assumptions have been published on the Council’s website.

Strategic Sites

- 2.17 Paragraph 005 of the PPG refers specifically to strategic sites:

It is important to consider the specific circumstances of strategic sites. Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can help inform viability assessment for strategic sites.⁷

⁵ Paragraph: 001 Reference ID: 10-001-20190509, Revision date: 09 05 2019

⁶ Paragraph: 002 Reference ID: 10-002-20190509, Revision date: 09 05 2019

⁷ Paragraph: 005 Reference ID: 10-005-20180724, Revision date: 24 07 2018

2.18 And, paragraph 006:

Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.

It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.

Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage.⁸

2.19 It should be noted that the current strategic sites all have planning permission and therefore, we have not tested the viability of these as part of this study. However, we are in the process of a more detailed consultation process on the three largest proposed allocations thereafter. These are referred to as Key Large Sites.

Standardised Inputs

2.20 Paragraph 006 reconfirms the guidance at paragraph 002. The RLV price paid for the site at the point of planning consent must be on a policy compliant basis.

2.21 The PPG also sets out standardised inputs to viability assessment. See also our detailed methodology and approach in section 4 in this respect.

2.22 Paragraph 010 of the PPG describes the principles for carrying out a viability assessment. It stated that, '*viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it*' [...] '*in plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*'⁹

⁸ Paragraph: 006 Reference ID: 10-006-20190509, Revision date: 09 05 2019

⁹ Paragraph: 010 Reference ID: 10-010-20180724, Revision date: 24 07 2018

- 2.23 The PPG describes how the gross development value and costs should be defined for the purposes of viability assessment (Paragraphs 011 and 012).
- 2.24 Specifically, the PPG describes how land value should be defined for the purposes of viability assessment. In this respect the *'benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner.'* (Paragraph 013)¹⁰
- 2.25 However, it is important to note that a paragraph 014 the PPG confirms that, *'market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners'*. And, *'this evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.'* And, *'in plan making, the landowner premium should be tested and balanced against emerging policies'*.¹¹
- 2.26 It is important that viability assessments are set within the context of the real estate market and that the BLV is not set too low so as to give a false impression of viability. Market evidence is important in this context but we note that the PPG paragraphs 2, 4, 14 and 18 all state that the actual price cannot be used as a reason not to accord with plan policies.
- 2.27 The PPG defines EUV as follows:

(Paragraph 015) *'[...] EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types.'*¹²
- 2.28 The PPG also defines the premium to the landowner:

(Paragraph 016) *'The premium (or the 'plus' in EUV+) [...] is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.'*

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the **best available evidence informed by cross sector***

¹⁰ Paragraph: 013 Reference ID: 10-013-20180724, Revision date: 24 07 2018

¹¹ Paragraph: 014 Reference ID: 10-014-20190509, Revision date: 09 05 2019

¹² Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019

collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence. Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up to date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan. [...] Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement).¹³ (our emphasis).

- 2.29 This is what we have done – see our commentary below in section 4 in respect of our detailed methodology and also our separate Land Value Review paper (Appendix 3).
- 2.30 Paragraph 017 of the PPG refers to alternative use value (AUV) for establishing benchmark land values. This is more at the decision-making stage as our site typologies herein are all for broadly defined uses.
- 2.31 Finally, the PPG also defines developer’s return / profit for the purposes of viability assessment: *‘For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies.’¹⁴*
- 2.32 In this respect we have provided sensitivities on the profit margin.

Planning for the Future and Changes to the Current Planning System

- 2.33 The Government has published two consultations on proposed changes to the planning system in England:
- Changes to the Current Planning System sets out short-term measures to tweak the current planning system and
 - The Planning for the Future White Paper setting out longer term reforms requiring primary legislation.
- 2.34 The Changes to the Current Planning System document sets out proposals for changes to the standard method for assessing housing numbers in strategic plans; delivering First Homes; and supporting SME developers.

¹³ Paragraph: 016 Reference ID: 10-016-20190509, Revision date: 09 05 2019

¹⁴ Paragraph: 018 Reference ID: 10-018-20190509, Revision date: 09 05 2019

2.35 The Planning for the Future White Paper describes far reaching proposals for: creating a system of zoning (growth areas; renewal areas; and protected areas); design codes aimed at improving design quality; and updating the S106/CIL regime for infrastructure contributions.

Changes to the Current Planning System – First Homes

2.36 The government's proposal is that:

- a minimum of 25% of all affordable housing units secured through developer contributions should be First Homes;
- this will be secured through S106 planning obligations as currently;
- this is expected to be delivered onsite; unless off-site provision or an appropriate financial contribution in lieu can be robustly justified¹⁵; and the agreed approach contributes to the objective of creating mixed and balanced communities
- the minimum discount for First Homes should be 30% from market price;
- Local authorities will have discretion to increase the discount to 40% or 50% (to be evidenced in the Local Plan making process);
- where discounts of more than 30% are applied to First Homes, the requirement for a minimum of 25% of units onsite to be First Homes will remain in place;
- in line with other affordable housing tenures, First Homes would be exempt from CIL but this is not relevant in the context of Charnwood.

2.37 In order to make the transition it is necessary to define the criteria for policy compliance, under which a development is assumed to be viable. The government proposes that, under the new system, a policy compliant planning application should seek to capture the same amount of value as would be captured under the Local Authority's up-to-date published policy.

2.38 It is proposed (by government) that a policy compliant application will have a minimum of 25% of affordable housing units onsite as First Homes (unless off-site provision is justified as set out above under 2.36 and Footnote 15). For the remaining 75% of affordable housing, there are two broad options proposed by government:

- Option 1: Where a local authority has a policy on affordable housing tenure mix, that policy should be followed, but with First Homes delivering a minimum of 25% of the affordable housing products. First Homes should replace as a priority, other affordable home-ownership products, prioritising the replacement of those tenures which secure the smallest discount from market price. Then:

¹⁵ This is to be in accordance with paragraph 62 of the NPPF. Paragraph 62 states that: Where a need for affordable housing is identified, planning policies should specify the type of affordable housing required, and expect it to be met on-site unless:
a) off-site provision or an appropriate financial contribution in lieu can be robustly justified; and
b) the agreed approach contributes to the objective of creating mixed and balanced communities.

- Where this replaces all home ownership products - any rental products are then delivered in the same ratio as set out in the local plan policy. For instance, if a local plan policy requires an affordable housing mix of 20% shared ownership units, 40% affordable rent units and 40% social rent units, a compliant application would deliver an affordable housing tenure mix of 25% First Homes; 37.5% affordable rent and 37.5% social rent.
 - Where this does not replace all home ownership products - the remainder of the home ownership tenures are delivered, and the rental tenure mix is delivered in line with the proportions set out in the local authority plan policy. For instance, if a local plan policy requires 80% of units to be shared ownership and 20% to be social rent, a policy compliant application would deliver 25% First Homes units, 55% shared ownership and 20% social rent.
 - Option 2: A local authority and developer can negotiate the tenure mix for the remaining 75% of units.
- 2.39 In terms of the level of discount for First Homes, the proposal is that the minimum discount should be 30% from market price. Local authorities will have discretion to increase the discount to 40% or 50%. This would need to be evidenced in the local plan making process. Furthermore, where discounts of more than 30% are applied to First Homes, the requirement for a minimum of 25% of units onsite to be First Homes will remain in place.
- 2.40 The consultation on these proposals has recently closed and we are currently awaiting implementation.
- 2.41 In terms of First Homes we have adjusted the current policy tenure mix and the level of discount to ensure that our viability assessment is future proofed if First Homes are implemented.

Changes to the Current Planning System – Supporting SME Developers

- 2.42 As part of the Covid-19 recovery plan, Government is proposing to reduce the burden of S106 contributions on SMEs for more sites for a time-limited period.
- 2.43 Currently, national policy is that affordable housing contributions should not be sought for developments of fewer than 10 units (small sites).
- 2.44 Government is proposing to increase this threshold to 50 units. Government itself recognises that this could inflate land prices in the longer term, and are proposing that the higher threshold is implemented for a time-limited period of 18 months only.
- 2.45 We do not agree with this proposal (to increase the small site threshold) as the problem with small sites is not that they are less viable than large sites (all sites are appraised by the residual land value methodology).

- 2.46 The problem with small sites is that it is harder to implement S106 affordable housing due to smaller numbers and the divisibility of units. For example, in a scheme of 10 units, 20% affordable housing is 2 units. A Registered Provider (RP) may not be found to take only 2 units in the particular location. For example, in a scheme of 7 units and 20% affordable housing, the requirement is 1.4 units. This leads to further complication about the 0.4 unit.
- 2.47 We are concerned that the policy will just lead to problems when it is removed and are concerned that the time period will therefore be extended and the affordable housing lost.
- 2.48 One solution is not to exempt all small sites below a particular threshold from S106. It could be to allow a more efficient mechanism for delivery. We recommend that S106 affordable housing (and other contributions) on small sites is via commuted sum and/or (the new) infrastructure levy. This creates certainty for the SME developer who can make his/her contributions off-site and deliver 100% market housing on small sites.
- 2.49 For the purposes of this viability assessment, we have appraised typologies above and below the current 10-unit threshold. This will need to be kept under review in case government does increase the threshold.

Planning for the Future White Paper – Infrastructure Levy

- 2.50 The Planning for the Future White Paper is based around five propositions:
- Streamlining the planning process at the plan-making stage;
 - Taking a digital-first approach to modernise the planning process - moving from a process based on documents to a process driven by data;
 - Bringing forward a greater focus on design and sustainability
 - Improving infrastructure delivery and ensuring developers play their part, through a reform of developer contributions.
 - Ensuring that more land is available for the homes and development people and communities need, and to support renewal of our town and city centres.
- 2.51 Government's proposals are to:
- replace the Community Infrastructure Levy (CIL) and the current system of Section 106 Developer Contributions with a nationally set, value-based flat rate charge (the 'Infrastructure Levy').
 - be more ambitious for affordable housing provided through planning gain, and ensure that the new Infrastructure Levy allows local planning authorities to secure more on-site housing provision.
 - give local authorities greater powers to determine how developer contributions are used, including by expanding the scope of the Levy to cover affordable housing provision.

Ensuring that S106 affordable housing is kept at least at current levels, and that it is still delivered on-site to ensure that new development continues to support mixed communities. Local authorities will have the flexibility to use this funding to support both existing communities as well as new communities [for example, garden communities].

- seek to extend the scope of the consolidated Infrastructure Levy and remove exemptions from it to capture changes of use through permitted development rights, so that additional homes delivered through this route bring with them support for new infrastructure.
- 2.52 The Government states that it wants to bring forward reforms to make sure that developer contributions are: fair, transparent and consistent/simplified – which are consistent themes from previous reforms. Interestingly, this time the Government also says that they want contributions to be ‘buoyant’. This is ‘so that when prices go up, the benefits are shared fairly between developers and the local community, and when prices go down there is no need to re-negotiate agreements’.
- 2.53 The consultation has not yet closed and we anticipate that MHCLG will need an extended period to work through the feedback and come up with workable proposals. Equally, they could decide to not reform CIL/S106 as fundamentally.
- 2.54 Whilst the Government is rightfully seeking to ‘build back better’ after Covid-19, some of these proposed changes could lead to delays as plan-makers transition to the new regime and landowners wait for policy to crystallise. For those actively involved in setting policy and negotiation of S106 agreements, careful consideration will need to be given to the implications on land value, profit and planning policy requirements.
- 2.55 For the purposes of our viability assessment, we have ignored the proposed reforms as it is too early to take them into account but they will need to be kept under review.

3 Local Policy Context

3.1 This section sets out the local policy context for our viability assessment.

Adopted Local Plan (2011 to 2028)

3.2 The adopted Local Plan for Charnwood is made up of the Core Strategy (2015) and the saved policies from the Borough of Charnwood Local Plan (2004). We are not testing these policies as part of the Local Plan viability assessment as the New Local Plan will supersede this document.

3.3 We note however, that current affordable housing policy is as follows on sites of 10+ dwellings:

- 20% in Thurmaston and Shepshed
- 30% in Birstall, Loughborough, Anstey, Barrow-Upon-Soar, Mountsorrel, Sileby and Syston
- 30% on strategic sites
- 40% in Quorn and Rothley

3.4 On sites of 5+ dwellings in rural locations, the target is:

- 30% in East Goscote and Thurcaston
- 40% elsewhere as listed on page 39 of the Local Plan

New Local Plan 2020 to 2037

3.5 We have reviewed the Charnwood Local Plan 2020 – 2037. A detailed policies matrix of key policies has been prepared and is provided at Appendix 1.

3.6 The policies matrix identifies the policies which have a direct, indirect or no direct impact on viability. Where necessary, it sets out the assumption we have made to mitigate the policy and identifies the source of this assumption.

3.7 We have also provided a Red, Amber Green rating of the policies to identify the policies which have a greater impact on development viability. We identify in the table below (Table 3.1), the key draft policies which have a direct impact on viability and have a red or amber rating. These are the policies that will be the focus of our recommendations later in this report.

3.8 The affordable housing policy has changed to:

- 30% on all greenfield sites across the Borough where the proposal is for over 10 dwellings.
- 10% all brownfield sites across the Borough where the proposal is for over 10 dwellings.

Table 3.1 - Key Policies Directly Impacting on Viability

Policy Ref	Policy Name	Specific Requirements	Where does this Impact in the Viability Appraisal	RAG Rating of Cost/Value Assumptions £
DS1	Development strategy	Sustainable development supported with various aspirations. Requirement that development delivers a net gain in biodiversity and safeguards services and facilities.	Development cost	Medium
DS3	Local plan allocations	Policy mentions net gain in biodiversity again - otherwise requirements relate to specific sites. This includes references to sites needing to contribute towards a new school.	Development cost + S.106	Medium
DS6	High quality design	No specific requirements except for 6 specific allocated sites where an independent design review will be required.	Development cost	Medium
LUC1	Loughborough Urban Centre	Place based policy about development in Loughborough Urban Centre. There is the potential for contributions toward flood risk mitigation.	Development cost (S.106)	Medium
SUA1	Shepshed policy	Place based policy - development should mitigate impact on air quality and the Black Brook as a strategically important wildlife corridor.	Development cost + site coverage	Medium
H1	Housing mix	Required housing mix based on most up to date evidence based (Strategic Housing Market Assessment).	Development typologies	Medium
H2	Housing for older and disabled people	At least 10% of homes to be category M4(2).	Development typologies + cost	Medium
H3	Internal space standards	Requirement to meet nationally described space standards.	Development typologies	Medium

Policy Ref	Policy Name	Specific Requirements	Where does this Impact in the Viability Appraisal	RAG Rating of Cost/Value Assumptions £
H4	Affordable housing	Requirement split by site typology: - 30% - Greenfield (67% / 33%) Affordable rent / Affordable home ownership - 10% - Brownfield (50% / 50%) Affordable rent / Affordable home ownership	Development typologies	High
H5	Rural exception sites	Planning condition or legal agreement that homes delivered on rural exception sites must remain as affordable housing in perpetuity.	Development typologies + value	High
CC1	Flood risk management	Requirements for flood risk assessments; no net increase in surface water run off (greenfield) and decrease (brownfield); and ensure flood risk does not increase.	Development cost	Medium
CC2	Sustainable drainage systems (SuDS)	Policy to ensure development includes appropriate measures to manage flood risk.	Development cost	Medium
CC4	Sustainable construction	All developments need to take account of sustainable development principles and will need to provide a Design & Access Statement for major development. Policy also requires: efficient use of natural resources in new buildings; sustainable water management solutions; and layout / orientation of development to improve energy efficiency.	Development cost	Medium
CC5	Sustainable transport	Development needs to be informed by a transport assessment and travel plan. No other specific requirements but development supported that contributes towards shift to active / sustainable modes of travel.	Development cost	Medium
CC6	Electric vehicle charging points	Electric charging point or cabling routing for each new dwelling with a car parking space + requirements for non-residential development.	Development cost	Medium

Policy Ref	Policy Name	Specific Requirements	Where does this Impact in the Viability Appraisal	RAG Rating of Cost/Value Assumptions £
EV1	Landscape	New development has to protect landscape character + maintain identities of towns and villages/	Development cost / density	Low
EV6	Conserving and enhancing biodiversity and geodiversity	Requirement for ecology surveys and biodiversity and geodiversity assessments (where necessary). Net gain in biodiversity required.	Development cost	Medium
EV7	Tree planting	Policy to increase the number of trees in the Borough - developments must replace any removed trees with at least three new trees.	Development cost	Medium
EV8	Heritage	Policy about conserving and enhancing historic environment.	Development cost	Medium
EV9	Open spaces, sport and recreation	Major developments supported where on-site open space, sport and recreation facilities provided; and / or off-site contributions. Spaces must be accessible + future management / maintenance responsibilities agreed before commencement.	Development cost / S106	Medium
EV10	Indoor sports facilities	No specific requirements but development supported that provides financial contributions to provision of indoor sports facilities.	S106	Low
INF1	Infrastructure and developer contributions	Development expected to contribute towards reasonable cost of on site, or off-site infrastructure to mitigate impacts of development.	Development cost / S106	Medium
INF2	Local and strategic road network	Transport assessment required and development expected to provide necessary sustainable transport and contribute towards reasonable cost of measures to mitigate cumulative impacts of the development strategy.	Professional fees / S106	Medium

Source: AspinallVerdi

3.9 Please refer to the detailed policies matrix at Appendix 1 to see our comments made in relation to these policies.

Adjacent Authority Policies

- 3.10 Table 3.2 summarises the approach taken in adjacent authorities to affordable housing policy and Community Infrastructure Levy (CIL).
- 3.11 Firstly, we note there is only one local authority that has a CIL charging schedule which indicates a preference for capturing planning obligations via Section 106. Melton Borough Council do have a draft CIL schedule and the indicative rates for residential development are similar to those being captured in Rushcliffe.
- 3.12 In terms of affordable housing, 40% is the maximum policy target being sought. This is a flat rate in Harborough District, which is a small generally rural authority. The 40% target is also sought in the higher value, rural areas of Hinckley & Bosworth and Melton. This aligns to what is currently sought in Charnwood.
- 3.13 Elsewhere, 30% seems to be generally required in rural and higher value areas with lower percentages of 5-20% in urban centres. This implies that viability on brownfield sites is weaker. However, it is only North West Leicestershire Council that has specifically differentiated between greenfield and brownfield sites with a lower target on brownfield.

Table 3.2 - Adjacent Authorities Policies

Authority	Affordable Housing Policy	Residential CIL £ psm
Harborough District Council	40% on sites of 10+ dwellings or with a gross floorspace in excess of 1,000 sqm. The tenure split is 75% affordable rent and 25% low-cost home ownership*.	No CIL
Hinckley & Bosworth District Council	<ul style="list-style-type: none"> 20% on sites of 15+ dwellings or >0.5 ha in Urban Areas 20% on sites of 15+ dwellings or > 0.5 ha on Sustainable Urban Extensions 40% on sites of 4+ dwellings or >0.13 ha in rural areas 	No CIL
Melton Borough Council	<ul style="list-style-type: none"> 5-10% in Melton Town Centre 15% on 'Sustainable Neighbourhoods north and south of Melton. 15-40% across the rest of the Borough depending on value zone. 	Draft charging schedule indicating between £25-£85 psm on sites with 11+ dwellings. Rate goes up to £235 psm on sites below 10.
North West Leicestershire District Council	<p>Greenfield sites - applies to 11+ dwellings or >1,000 sqm plus of development:</p> <ul style="list-style-type: none"> 20% in Coalville Urban Area and Ibstock 30% elsewhere in District <p>Brownfield sites – applies to 30+ dwellings or sites of >1 ha:</p>	No CIL

Authority	Affordable Housing Policy	Residential CIL £ psm
	<ul style="list-style-type: none"> • 5% in Coalville Urban Area and other settlements • 15% in Ashby de la Zouch and Measham 	
Rushcliffe District Council (Nottinghamshire)	Applies to 5+ dwellings or >0.2 ha: <ul style="list-style-type: none"> • 10% in Cotgrave • 20% in Leake, Keyworth & Bingham • 30% on strategic sites and on sites in West Bridgford, Rural Rushcliffe, Radcliffe, Gamston, Ruddington and Compton Acres 	£40-£100 psm on C3 excluding apartments and strategic allocations. Adopted in 2019.

* This policy was implemented before the NPPF requirement for 10% of all homes on site to be affordable home ownership

Source: AspinallVerdi

4 Viability Assessment Method

- 4.1 In this section of the report, we set out our methodology to establish the viability of the various land uses and development typologies described in the following sections.
- 4.2 Cross-reference should be made back to the Viability PPG guidance in Section 2 and specifically the guidance in respect of EUV, premium and profit.
- 4.3 We also set out the professional guidance that we have had regard to in undertaking the financial viability appraisals and some important principles of land economics.

The Harman Report (June 2012)

- 4.4 The Harman report 'Viability Testing Local Plans'¹⁶ was prepared in June 2012 for the purposes of the 2012 NPPF. Many of the themes within the Harman Report have been incorporated into the 2018/19 PPG Viability guidance and are equally relevant for CIL viability testing.
- 4.5 Our FVA is consistent with both the Harman report and the PPG.
- 4.6 The Harman report refers to the concept of 'Threshold Land Value' (TLV). Harman states that the *'Threshold Land Value should represent the value at which a typical willing landowner is likely to release land for development.'*¹⁷ While this is an accurate description of the important value concept, we adopt the Benchmark Land Value terminology throughout this report in-line with the terminology in the PPG.
- 4.7 Harman recommends that *'the Threshold Land Value is based on a premium over current use values and 'credible' alternative use values'*. However, the report accepts that *'alternative use values are most likely to be relevant in cases where the Local Plan is reliant on sites coming forward in areas (such as town and city centres) where there is competition for land among a range of alternative uses.'*¹⁸
- 4.8 The Harman report does not state what the premium over existing use value should be, but states that this should be 'determined locally' – but then goes on to state that *'there is evidence that it represents a sufficient premium to persuade landowners to sell'*¹⁹.
- 4.9 The guidance further recognises that in certain circumstances, particularly in areas where landowners have *'long investment horizons'* (e.g. family trusts, The Crown, Oxbridge Colleges,

¹⁶ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report)

¹⁷ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 28

¹⁸ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 29

¹⁹ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 29

Financial Institutions), *'the premium will be higher than in those areas where key landowners are more minded to sell'*²⁰. An example of this is in relation to large urban extensions where a prospective seller is potentially making a once in a lifetime decision over whether to sell an asset. In this scenario the uplift on current use value will invariably be significantly higher than those in an urban context. In reconciling such issues, Harman stresses the importance of using local market evidence as a means of providing a sense check.

RICS Guidance

4.10 The RICS guidance on Financial Viability in Planning²¹ was published after the Harman report in August 2012 and is more 'market facing' in its approach. The guidance is currently in the process of review following the decision in the Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington High Court case (see below)²². However, this case was more about the application of the guidance rather than the guidance itself.

4.11 The RICS Guidance defines 'site value', whether this is an input into a scheme specific appraisal or as a [land value] benchmark, as follows -

*Site value should equate to the **market value** subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan*²³ (Box 7).
(our emphasis)

4.12 The guidance also advocates that any assessment of site value will need to consider prospective planning obligations and recommends that a second assumption be applied to the aforementioned definition of site value, when undertaking Local Plan or CIL (area wide) viability testing. This is set out below -

*Site value (as defined above) may need to be further **adjusted to reflect the emerging policy / CIL charging level**. The level of the adjustment assumes that site delivery would not be prejudiced. Where an adjustment is made, the practitioner should set out their professional opinion underlying the assumptions adopted...* (Box 8) (our emphasis)

4.13 This is to make an allowance for emerging (greater) obligations for e.g. infrastructure and affordable housing which, assuming that developers' profit is fixed (see below), has to come out of land value.

²⁰ Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 30

²¹ RICS Professional Guidance England (August 2012) Financial viability in planning, 1st edition guidance note GN 94/2012

²² Parkhurst Road Ltd v Secretary of State for Communities And Local Government & Anor [2018] EWHC 991 (Admin) on BAILII

²³ This includes all Local Plan policies relevant to the site and development proposed

Guidance on Premiums/Land Value Adjustments

- 4.14 The PPG requires the existing use value plus premium approach to land value. However, there is no specific guidance on the premium. One therefore has to 'triangulate' the BLV based on market evidence.
- 4.15 A number of reports have commented upon the critical issue of land value, as set out below. These inform the relationship between the 'premium' and 'hope value' in the context of market value. The PPG is explicit that hope value should be disregarded for the purposes of arriving at the EUV²⁴. However, hope value is a fundamental part of the market mechanism and therefore is relevant in the context of the premium.

HCA Transparent Viability Assumptions (August 2010)

- 4.16 In terms of the EUV + premium approach, the Homes and Communities Agency (now Homes England) (in August 2010) published a consultation paper on transparent assumptions for Area Wide Viability Modelling²⁵.
- 4.17 This notes that, '*typically, this gap or premium will be expressed as a percentage over EUV for previously developed land and as a multiple of agricultural value for greenfield land*'²⁶.
- 4.18 It also notes that benchmarks and evidence from planning appeals tend to be in a range of '**10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value**'²⁷.

Mayor of London CIL (Jan 2012)

- 4.19 The impact on land value of future planning policy requirements e.g. CIL [or revised Affordable Housing targets] was contemplated in the Examiner's report to the Mayor of London CIL (January 2012)²⁸.
- 4.20 Paragraph 32 of the Examiner's report states:

the price paid for development land may be reduced. As with profit levels there may be cries that this is unrealistic, but a reduction in development land value is an inherent part of the CIL concept. It may be argued that such a reduction may be all very well in the medium to long term but it is impossible in the short term because of the price already paid/agreed for development land. The difficulty with that argument is that if accepted the

²⁴ Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019

²⁵ The HCA Area Wide Viability Model, Annex 1 Transparent Viability Assumptions, August 2010, Consultation Version

²⁶ The HCA Area Wide Viability Model, Annex 1 Transparent Viability Assumptions, August 2010, Consultation Version para 3.3

²⁷ The HCA Area Wide Viability Model, Annex 1 Transparent Viability Assumptions, August 2010, Consultation Version para 3.5

²⁸ Holland, K (27 January 2012) Report on the Examination of the Draft Mayoral Community Infrastructure Levy Charging Schedule, The Planning Inspectorate, PINS/K5030/429/3

prospect of raising funds for infrastructure would be forever receding into the future...
(our emphasis)

Greater Norwich CIL (Dec 2012)

4.21 The Greater Norwich Development Partnership's CIL Examiner's report adds to this -

*Bearing in mind that the cost of **CIL needs to largely come out of the land value**, it is necessary to establish a threshold land value i.e. the value at which a typical willing landowner is likely to release land for development. Based on market experience in the Norwich area the Councils' viability work assumed that a **landowner would expect to receive at least 75% of the benchmark value**. Obviously what individual land owners will accept for their land is very variable and often depends on their financial circumstances. However, in the absence of any contrary evidence **it is reasonable to see a 25% reduction in benchmark values as the maximum** that should be used in calculating a threshold land value²⁹. (our emphasis)*

Sandwell CIL (Dec 2014)

4.22 Furthermore, the Examiner's report for the Sandwell CIL states -

*The TLV is calculated in the VAs [Viability Assessments] as being **75% of market land values** for each typology. According to the CA, this way of calculating TLVs is based on the conclusions of Examiners in the Mayor of London CIL Report January 2012 and the Greater Norwich Development Partnership CIL Report December 2012. **This methodology was uncontested**.³⁰*

4.23 These all support a 'policy' adjustment from 'Market Value' to allow for emerging policy within the premium. However, the above decisions and precedents are now quite historic.

4.24 Greater emphasis is now being placed on the existing use value (EUV) + premium approach to planning viability to break the circularity of ever-increasing land values. This circularity is described in detail in the research report by the University of Reading, 'Viability and the Planning System: The Relationship between Financial Viability Testing, Land Values and Affordable Housing in London' (January 2017) and the policy response considered in the new Mayor of London SPD 'Homes for Londoners' (August 2017).

4.25 Due to ever increasing land values (partly driven by developers negotiating a reduction in policy obligations on grounds of 'viability') we are finding that the range between existing use value

²⁹ Report to the Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council, by Keith Holland BA (Hons) Dip TP, MRTPI ARICS, 4 December 2012, File Ref: PINS/G2625/429/6 – para 9

³⁰ Report to Sandwell Metropolitan Borough Council by Diana Fitzsimons MA MSc FRICS MRTPI an Examiner appointed by the Council, 16 December 2014, File Ref: PINS/G4620/429/9 - para 16

(EUV) and 'Market Values' and especially asking prices is getting larger. Therefore (say) 20 x EUV and (say) 25% reduction from 'Market Value' may not 'meet in the middle' and it is therefore a matter of professional judgement what the BLV should be (based on the evidence).

Parkhurst Road v SSCLG & LBI (2018)

- 4.26 The High Court case between Parkhurst Road Limited (Claimant) and Secretary of State for Communities and Local Government and The Council of the London Borough of Islington (LBI) (Defendant/s)³¹ addresses the issue of land valuation and the circularity of land values which are not appraised on a policy compliant basis.
- 4.27 In this case it was common ground that the existing use was redundant and so the existing use value ("EUV") was "negligible". There was no alternative form of development which could generate a higher value for an alternative use ("AUV") than the development proposed by Parkhurst. The site did not suffer from abnormal constraints or costs. LBI contended that there was considerable "headroom" in the valuation of such a site enabling it to provide a substantial amount of affordable housing in accordance with policy requirements. Furthermore, that the achievement of that objective was being frustrated by Parkhurst's use of a 'greatly inflated' BLV for the site which failed properly to reflect those requirements (paragraph 22).
- 4.28 Mr Justice Holgate dismissed the challenge and agreed with LBI that what is to be regarded as comparable market evidence, or a "market norm", should "reflect policy requirements" in order to avoid the "circularity" problem (paragraph 39).
- 4.29 In an unusual postscript to the judgement, Mr Justice Holgate said that this might be an "opportune" time for the RICS to consider revisiting the 2012 guidance note, Financial Viability in Planning, "in order to address any misunderstandings about market valuation concepts and techniques" (paragraph 147). Hence, the RICS' current review of this document.

Land Value Capture report (Sept 2018)

- 4.30 The House of Commons - Housing, Communities and Local Government Committee has published a report into the principles of land values capture. This defines land value capture, the scope for capturing additional land value and the lessons learned from past attempts to capture uplifts in land value. It reviews improving existing mechanisms, potential legislative reforms and alternative approaches to land value capture.
- 4.31 Paragraph 109 of the report states [...] the extent to which the 'no-scheme' principle would reduce value "very much depends on the circumstances". For land in the middle of the countryside, which would not otherwise receive planning permission for housing, the entire development value could

³¹ Case No: CO/3528/2017

be attributed to the scheme. However, [...] most work was undertaken within constrained urban areas—such as town extensions and redevelopments—where the hope value was much higher.

- 4.32 Hence it is important to consider the policy context for infrastructure and investment when considering land values. For example, where existing agricultural land in the green belt is being considered for housing allocations, the entire uplift in value is attributable to the policy decision (without which there can be no development).

Land Economics Summary

- 4.33 A very important aspect when considering area-wide viability is an appreciation of how the property market for development land works in practice.
- 4.34 Developers have to secure sites and premises in a competitive environment and therefore have to equal or exceed the landowners' aspirations as to value for the landowner to sell. From the developers' perspective, this price has to be agreed often many years before commencement of the development. The developer has to subsume all the risk of: ground conditions; obtaining planning permission; funding the development; finding a tenant/occupier; increases in construction costs; and changes to the economy and market demand etc. This is a significant amount of work for the developer to manage; but this is the role of the developer and to do so the developer is entitled to a normal developer's profit.
- 4.35 The developer will appraise all of the above costs and risks to arrive at their view of the residual site value of a particular site.
- 4.36 To mitigate some of these risks developers and landowners often agree to share some of these risks by entering into arrangements such as: Market Value options based on a planning outcome; 'subject to planning permission' land purchases; promotion agreements; and / or overage agreements whereby the developer shares any 'super-profit' over the normal benchmark.
- 4.37 From the landowners' perspective, they will have a preconceived concept of the value or worth of their site. This could be fairly straight-forward to value, for example, in the case of greenfield agricultural land which is subject to per hectare benchmarks. However, in the case of brownfield sites, the existing use value could be a lot more subjective depending upon: the previous use of the property; the condition of the premises; contamination; and/or any income from temporary lets, car parking and advertising hoardings etc. Also, whilst (say) a former manufacturing building could have been state-of-the-art when it was first purchased by the landowner, in a redevelopment context it might now be the subject of depreciation and obsolescence which the landowner finds difficult to reconcile. Accordingly, the existing use value is much more subjective in a brownfield context.

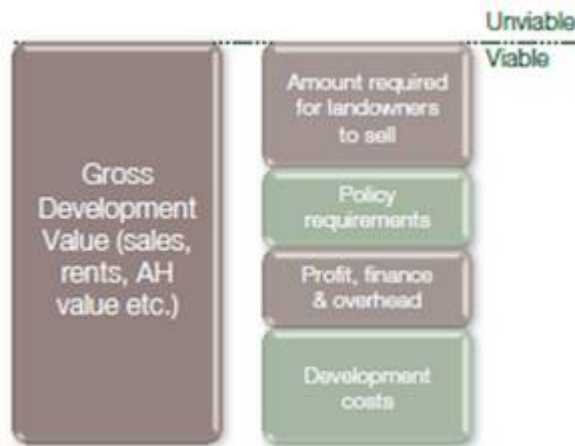
Hope Value

- 4.38 Furthermore, where there is a possibility of development the landowner will often have regard to 'hope value'. Hope value is the *element of* open market value of a property in excess of the existing use value, reflecting the prospect of some more valuable future use or development. It takes account of the uncertain nature or extent of such prospects, including the time which would elapse before one could expect planning permission to be obtained or any relevant constraints overcome, so as to enable the more valuable use to be implemented. Therefore, in a rising market, landowners may often have high aspirations of value beyond that which the developer can justify in terms of risk and in a falling market (e.g. the current situation with coronavirus) the land owner may simply 'do nothing' and not sell in the prospect of a better market returning in the future. The actual amount paid in any particular transaction is the purchase price and this crystallises the value for the landowner.
- 4.39 Note that hope value is represented in the EUV premium and can never be in excess of policy compliant market value (RLV), given RICS guidance on the valuation of development sites (see page 23 above).
- 4.40 Hence land 'value' and 'price' are two very different concepts which need to be understood fully when formulating planning policy and CIL. The incidence of any S106 tariff or CIL to a certain extent depends on this relationship and the individual circumstances. For example, a farmer with a long-term greenfield site might have limited 'value' aspirations for agricultural land – but huge 'price' aspirations for residential development. Whereas an existing factory owner has a much higher value in terms of sunk costs (i.e. previous investments /costs in their asset) and investment into the existing use and the tipping point between this and redevelopment is much more marginal.
- 4.41 Detailed research and analysis in respect of land values (Benchmark Land Values) set out within the Land Market paper appended (see Appendix 3).

Viability Modelling Best Practice

- 4.42 The general principle is that CIL/planning obligations including affordable housing (etc.) will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences between the land economics and every development scheme is different. Therefore, in order to derive the potential CIL/planning obligations and understand the 'appropriate balance' it is important to understand the micro-economic principles which underpin the viability analysis.
- 4.43 The uplift in value is calculated using a RLV appraisal. Figure 4.1 below, illustrates the principles of a RLV appraisal.

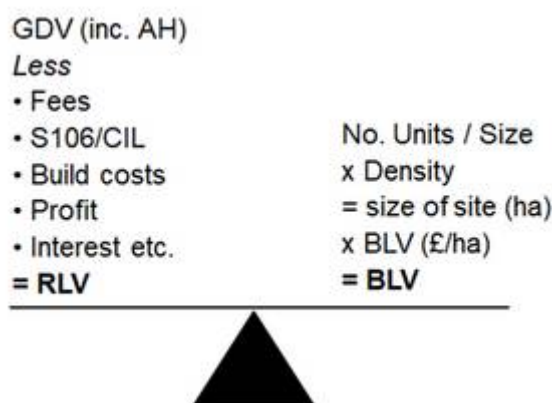
Figure 4.1 - Elements Required for a Viability Assessment



Source: Local Housing Delivery Group, 2012³²

- 4.44 Our specific appraisals for each for the land uses and typologies are set out in the relevant section below. A scheme is viable if the Gross Development Value (GDV) of the scheme is greater than the total of all the costs of development including land acquisition, planning obligations and profit. Conversely, if the GDV is less than the total costs of development (including land, S106s and profit) the scheme will be unviable.
- 4.45 However, in order to advise on the ability of the proposed uses/scheme to support affordable housing and CIL/planning obligations we have benchmarked the residual land values (RLV) from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value (BLV). This is illustrated in Figure 4.2

Figure 4.2 - Balance between RLV and BLV



Source: AspinallVerdi © Copyright

³² Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 25

How to Interpret the Viability Appraisals

- 4.46 In development terms, the price of a site is determined by assessment of the residual land value (RLV). This is the gross development of the site (GDV) less ALL costs including planning policy requirements and developers' profit. If the RLV is positive the scheme is viable. If the RLV is negative the scheme is not viable.
- 4.47 Part of the skill of a developer is to identify sites that are in a lower value economic uses and purchase / option these sites to (re)develop them into a higher value uses. The landowner has a choice - to sell the site or not to sell their site, depending on their individual circumstances. Historically (pre credit-crunch and the 2012 NPPF) this would be left to 'the market' as developers would negotiate with landowners based on the relevant planning policy requirements at that time (and there would be no role for planning viability negotiations in this mechanism).
- 4.48 A scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being 'fundamentally' viable. If the RLV is negative, this situation results in a 'fundamentally unviable' scheme.
- 4.49 However, planning policy in England has become increasingly detached from the development process of real estate. Since the credit crunch and the 2012 NPPF planning policy has sought to intervene in the land market by requiring that at [an often 'arbitrary'] 'threshold' or 'benchmark' land value (BLV) is achieved as a 'return to the landowner'. This left Local Authorities 'open' to negotiations to reduce affordable housing and other contributions on viability grounds which sets up a powerful force of escalating land values (which is prejudicial to delivery in the long term). The NPPF/PPG 2018/19 is seeking to redress this.
- 4.50 In planning viability terms, for a scheme to come forward for development the RLV for a particular scheme has to exceed the landowner's BLV.
- 4.51 In Development Management terms every scheme will be different (RLV) and every landowner's motivations will be different (BLV).
- 4.52 For Plan Making purposes it is important to benchmark the RLV's from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value – see Figure 4.2 above.
- 4.53 The results of the appraisals should therefore be interpreted as follows:
- If the 'balance' is positive ($RLV > BLV$), then the CIL/policy is viable. We describe this as being 'viable for plan making purposes herein'.
 - If the 'balance' is negative ($RLV < BLV$), then the CIL/policy is 'not viable for plan making purposes' and the CIL rates/planning obligations and/or affordable housing targets should be reviewed.

4.54 Thirdly, if the RLV is positive, but the appraisal is not viable due to the BLV assumed – we refer to this as being ‘marginal’. This is illustrated in the following boxes of our hypothetical/typology appraisals (appended) – see Figure 4.3. In this case the RLV at £2.324m is some £780,500 higher than the assumed BLV of £1.544m meaning the balance is positive/in surplus.

Figure 4.3 - Example Hypothetical Appraisal Results

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				2,652,581
SDLT		2,652,581 @	(slabbed)	(122,129)
Acquisition Agent fees		2,652,581 @	1.0%	(26,526)
Acquisition Legal fees		2,652,581 @	0.5%	(13,263)
Interest on Land		2,652,581 @	6.25%	(165,786)
Residual Land Value				2,324,877
RLV analysis:	23,249 £ per plot	743,961 £ per ha	301,077 £ per acre	
BENCHMARK LAND VALUE (BLV)				
Residential Density		32.0	dph	
Site Area (Net)		3.13	ha	7.72 acres
Density analysis:		3,330	sqm/ha	14,506 sqft/ac
Benchmark Land Value (Net)	15,444 £ per plot	494,200 £ per ha	200,000 £ per acre	1,544,375
BALANCE				
Surplus/(Deficit)		249,761 £ per ha	101,077 £ per acre	780,502

Source: AspinallVerdi

Sensitivity Analysis

4.55 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. This is to assist in the analysis of the viability (and particularly the viability buffer); the sensitivity of the appraisals to key variables such as planning obligations, affordable housing, BLV and profit; and to consider the impact of rising construction costs. An example of a sensitivity appraisal and how they are interpreted is shown below. Similar sensitivity tables are attached to each of our hypothetical/typology appraisals (appended).

4.56 This sensitivity table shows the balance (RLV – BLV) for different combinations of Affordable Housing (AH %) across the columns and different amounts of S106 (£ per unit) down the rows. Thus:

- The appraisal balance can be found by looking up the base case AH% (e.g. 30%) and the base case S106 (£13,000 per unit).
- Higher amounts of S106 will reduce the ‘balance’ and if the balance is negative the scheme is ‘not viable’ for Plan Making purposes (note that it may still be viable in absolute RLV terms and viable in Plan Making terms depending on other sensitivities (e.g. BLV, Profit (see below))).
- A lower amount of S106 contributions will increase the ‘balance’ and if the balance is positive then the scheme is viable in Plan Making terms

- Similarly, higher levels of AH (%) will reduce the 'balance' and lower levels of AH (%) will increase the 'balance'.

Figure 4.4 - Example Affordable Housing v S106 Sensitivity Analysis

TABLE 1	Balance (RLV - BLV E per acre)	Affordable Housing - % on site 30%							
		10%	15%	20%	25%	30%	35%	40%	
	85,725								
	8,000	303,120	264,569	226,018	187,442	148,837	110,231	71,566	
	9,000	290,551	251,999	213,446	174,840	136,235	97,602	58,929	
	10,000	277,981	239,429	200,844	162,238	123,633	84,964	46,283	
Site Specific S106	11,000	265,411	226,847	188,242	149,636	111,000	72,327	33,608	
	12,000	252,841	214,245	175,639	137,034	98,362	59,686	20,933	
13,000	13,000	240,248	201,643	163,037	124,398	85,725	47,010	8,249	
	14,000	227,646	189,041	150,433	111,761	73,088	34,335	(4,467)	
	15,000	215,044	176,439	137,796	99,123	60,413	21,660	(17,183)	
	16,000	202,442	163,831	125,159	86,488	47,738	8,947	(29,924)	
	17,000	189,840	151,194	112,522	73,815	35,063	(3,769)	(42,684)	
	18,000	177,229	138,557	99,884	61,140	22,361	(16,491)	(55,456)	
	19,000	164,592	125,920	87,218	48,465	9,646	(29,250)	(68,261)	
	20,000	151,955	113,282	74,543	35,776	(3,070)	(42,010)	(81,077)	
	21,000	139,318	100,620	61,868	23,060	(15,817)	(54,801)	(93,932)	
	22,000	126,681	87,945	49,190	10,344	(28,576)	(67,607)	(106,806)	

Source: AspinallVerdi

4.57 We have carried out the following sensitivity analysis (see appraisals):

- Table 1 - Site Specific S106 v Affordable Housing
- Table 2 - Profit v Affordable Housing
- Table 3 - BLV v Affordable Housing
- Table 4 - Density v Affordable Housing
- Table 5 - Build Costs v Affordable Housing
- Table 6 - Market Value v Affordable Housing
- Table 7 - Grant v Affordable Housing (for Rural Exception Sites)

Land Value (Benchmark Land Value (BLV)) Caveats

4.58 It is important to note that the BLV's contained herein are for 'high-level' plan viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). The BLV's included herein are generic and include healthy premiums to provide a viability buffer for plan making purposes.

4.59 In the majority of circumstances, we would expect the Residual Land Value (RLV) of a scheme on a policy compliant basis to be greater than the Existing Use Value (EUV) (and also the BLV including premium) herein and therefore viable.

4.60 However, there may be site specific circumstances (e.g. brownfield sites or sites with particularly challenging topography, access or other constraints) which result in a RLV which is less than the BLV herein. It is important to emphasise that the adoption of a particular amount for the BLV (£) in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications where these constraints exist. In these circumstances, the site-specific BLV should be thoroughly evidenced having regard to the EUV

of the site in accordance with the PPG. This report is for plan-making purposes and is without prejudice to future site-specific planning applications. The NPPF/PPG expects that opening up viability considerations again at planning application stage should only be where new issues need to be examined (see Section 2 above and PPG Paragraph: 006 Reference ID: 10-006-20190509, Revision date: 09 05 2019).

5 Site Typologies

5.1 We provide our site typologies matrix at Appendix 2. The remainder of this section explains and where necessary, justifies the assumptions made.

Broad Market Areas

5.2 Following our market research, we agree with the approach taken by HDH in the previous viability study in splitting the Borough up into three broad market areas:

- Leicester Fringe – includes evidence from schemes in Hamilton, Thurmaston and Syston.
- Loughborough / Shepshed – includes evidence from schemes in the urban centres and on the fringes of both settlements.
- Wider Charnwood - remaining areas in the Borough, including sales from Anstey, Barrow-upon-Soar, Hathern, Queniborough, Quorn, Mountsorrel, Rothley, Sileby and Wymeswold

5.3 We have categorised the proposed allocations into the above market areas and the table below shows where the majority of the proposed new dwellings are located. This excludes the SUEs as these have secured planning permission and do not form part of this assessment. It shows that the majority of development is located in Loughborough / Shepshed market area.

Table 5.1 - Location of Proposed Allocations

	% of proposed allocated dwellings ³³
Loughborough / Shepshed	47%
Leicester Fringe	25%
Wider Charnwood	29%

Source: AspinallVerdi using Charnwood Borough Council

Analysis of Proposed Allocations

5.4 We have analysed the allocations (by market area) and categorised them into the development typologies identified in the HDH Planning & Development study. In total, 88% of allocations are on greenfield sites with large greenfield allocations being the most common development typology. In terms of brownfield sites, these are primarily located in the Loughborough / Shepshed market area.

³³ Excludes the SUEs

- 5.5 We have included a district wide flatted development typology. This type of scheme is unlikely based on sales evidence but has been appraised to reflect that there is some smaller brownfield sites in all market areas.

Table 5.2 - Summary of Development Typologies by Area

Development typology	Leicester Fringe	Loughborough / Shepshed	Wider Charnwood
Larger brownfield sites (>50)	0	6	0
Smaller brownfield sites (<49)	4	7	4
Large greenfield sites (>75)	7	12	10
Medium greenfield sites (11-74)	4	3	13
Small greenfield sites (<10)	0	2	0

Source: AspinallVerdi

Number of Units

- 5.6 Using Table 5.2, we have prepared a typologies matrix which is provided at Appendix 2. We summarise our site typologies below:

Table 5.3 - Summary of Development Typologies

	Greenfield	Brownfield
Leicester Fringe	<ul style="list-style-type: none"> • 20 units • 125 units • 250 units • 950 units 	<ul style="list-style-type: none"> • 5 units • 15 units • 30 units
Loughborough / Shepshed	<ul style="list-style-type: none"> • 15 units • 40 units • 150 units • 200 units • 500 units 	<ul style="list-style-type: none"> • 15 units • 40 units • 200 units (F)
Wider Charnwood	<ul style="list-style-type: none"> • 15 units • 50 units • 125 units • 250 units 	<ul style="list-style-type: none"> • 15 units
District Wide	N/A	<ul style="list-style-type: none"> • 35 units (F)

(F) likely to be a flatted development as in town centre

Source: AspinallVerdi

- 5.7 The density assumptions are also shown in the typologies matrix but range between 20-40 dwellings per hectare (dph) on housing sites with flatted developments over 100 dph. We have

sense-checked our density assumptions on a square feet per net acre and our housing site typologies are based on between 11,080-15,280 sqft per net acre which is considered reasonable.

Housing Mix

- 5.8 The typologies matrix Appendix 2 shows the mix assumed for each typology. The housing mix is broadly based on the Housing Needs Assessment (2020) which recommended the mix shown in Table 5.4 but has been adjusted to reflect the nature of development taking place.

Table 5.4 - Suggested Mix of Housing by Size and Tenure

	1-bedroom	2-bedrooms	3-bedrooms	4+-bedrooms
Market	Up to 10%	20-30%	45-55%	15-25%
Affordable home ownership	10-20%	35-45%	30-40%	5-15%
Affordable housing (rented)	25-30%	35-45%	20-30%	Up to 10%

Source: Charnwood Housing Needs Assessment, 2020

- 5.9 Other than the specific flatted development typologies (i.e. town centre schemes), flats have only been included on large sites of 500 and 950 dwellings. The widescale delivery of flats on the proposed allocations is unlikely as they only comprised 2% of our new-build sales data.

Unit Size Assumptions

- 5.10 The Council requires proposed new dwellings to comply with the national minimum space standards. Our unit size assumptions comply with this policy and in a number of instances, exceed it as we have used market data to inform the assumptions set out in Table 5.5.

Table 5.5 - Floor Area Assumptions (Sqm)

Loughborough / Shepshed	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	45.00	58.00	64.00	72.00	84.00	103.00
Medium / Large Greenfield	45.00	58.00	64.00	74.00	87.00	115.00
Small Greenfield	N/A	58.00	N/A	74.00	93.00	115.00
Leicester Fringe	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	100.00	140.00
Small Greenfield	N/A	58.00	N/A	80.00	93.00	130.00
Wider Charnwood	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	105.00	130.00
Small Greenfield	N/A	58.00	N/A	80.00	110.00	150.00
District Wide	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Small Brownfield Flatted Development	45.00	N/A	64.00	N/A	N/A	N/A
Affordable Housing	45.00	58.00	64.00	72.00	84.00	103.00

Source: AspinallVerdi

6 Viability Assumptions

6.1 This section sets out our cost and value assumptions in our financial appraisals. Our assumptions have been consulted upon with stakeholders (see Appendix 5).

Gross Development Value

6.2 The research and evidence base behind our assessment of Gross Development Value is provided at Appendix 4. We summarise below our assumptions.

Market Sale Housing

6.3 The tables below summarise our sales value assumptions on a price per unit (see Table 6.1) and price per square metre basis (see Table 6.2).

Table 6.1 - Residential Sales Value Assumptions (£ per unit)

	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Loughborough / Shepshed						
Brownfield	£120,000	£150,000	£160,000	£200,000	£225,000	£270,000
Medium / Large Greenfield	£120,000	£150,000	£160,000	£210,000	£240,000	£315,000
Small Greenfield	N/A	£150,000	N/A	£210,000	£260,000	£315,000
Leicester Fringe						
Brownfield	N/A	£150,000	N/A	£200,000	£230,000	£280,000
Medium / Large Greenfield	£130,000	£150,000	£165,000	£220,000	£265,000	£340,000
Small Greenfield	N/A	£150,000	N/A	£215,000	£245,000	£325,000
Wider Charnwood						
Brownfield	N/A	£160,000	N/A	£210,000	£245,000	£325,000
Medium / Large Greenfield	£145,000	£160,000	£170,000	£230,000	£300,000	£375,000
Small Greenfield	N/A	£160,000	N/A	£230,000	£325,000	£425,000
District Wide						
Small Brownfield Flatted Development	£120,000	£160,000	N/A	N/A	N/A	N/A

Source: AspinallVerdi

Table 6.2 - Residential Sales Value Assumptions (£ psm)

	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Loughborough / Shepshed						
Brownfield	£2,667	£2,586	£2,500	£2,778	£2,679	£2,621
Medium / Large Greenfield	£2,667	£2,586	£2,500	£2,838	£2,759	£2,739
Small Greenfield	N/A	£2,586	N/A	£2,838	£2,796	£2,739
Leicester Fringe						
Brownfield	N/A	£2,586	N/A	£2,778	£2,674	£2,545
Medium / Large Greenfield	£2,889	£2,586	£2,578	£2,750	£2,650	£2,429
Small Greenfield	N/A	£2,586	N/A	£2,688	£2,634	£2,500
Wider Charnwood						
Brownfield	N/A	£2,759	N/A	£2,917	£2,849	£2,955
Medium / Large Greenfield	£3,222	£2,759	£2,656	£2,875	£2,857	£2,885
Small Greenfield	N/A	£2,759	N/A	£2,875	£2,955	£2,833
District Wide						
Small Brownfield Flatted Development	£2,667	£2,500	N/A	N/A	N/A	N/A

Source: AspinallVerdi

- 6.4 These assumptions are considered to be conservative and this was evidenced through stakeholder consultation as no feedback indicated these were too high. Rather, through engagement on larger sites in Loughborough / Shepshed, we have received feedback indicating that values are between £2,798-£2,906 psm. Another stakeholder suggested values could be £3,000 psm on average in this market area.

Affordable Housing Transfer Values

- 6.5 Our approach to valuing affordable housing is on a percentage of full market value, as follows:
- Affordable rent at 45% of market value
 - Intermediate at 70% of market value

- 6.6 The approach to intermediate tenures means the study is future proofed in terms of First Homes. The previous study adopted 80% of market value for intermediate tenures and therefore, there is scope to generate more value from this tenure type than we have included.

Development Costs

- 6.7 The development costs adopted within our appraisals are set out below. These have been consulted on with stakeholders.

Table 6.3 - Residential Cost Assumptions

Item	Comment
Planning Application Professional Fees & Reports	Allowance for typology, generally 3 times statutory planning fees.
Statutory Planning Fees	Based on national formula.
CIL	There is currently no CIL adopted in Charnwood and we have included infrastructure costs via S106.
Site Specific S106 Costs	<p>We have made specific allowances for education and highways contributions. Using historic Section 106 data we have then added a further allowance to cover other County Council contributions. We have also made a small allowance for Borough Council contributions. The total S106 costs have been benchmarked against neighbouring authorities and are considered to represent a reasonable worst-case scenario. The assumptions are as follows:</p> <ul style="list-style-type: none"> Leicester Fringe: £12,865 per dwelling Loughborough / Shepshed: £14,685 per dwelling Wider Charnwood: £17,710 per dwelling
Site Clearance, Demolition & Remediation	£123,550 per hectare (brownfield sites only)
Net Biodiversity	£287 per dwelling (brownfield) / £1,011 per dwelling (greenfield)
Estate Housing (build costs)	<p>Typologies of <74 dwellings - £1,231 per square meter (psm) (median BCIS)</p> <p>Typologies of >75 dwellings - £1,120 psm (lower quartile BCIS)</p> <p>These costs were consulted on with stakeholders, and whilst responses indicated higher cost allowances of up to £1,251 psm on larger sites, we have retained the lower quartile BCIS approach. The higher build costs advocated by stakeholders would be off-set by their higher value assumptions.</p>
Flats 3-5 Storey (build costs)	£1,221 psm (lower quartile BCIS)

Item	Comment
External Works	<p>5% - Apartment schemes</p> <p>10% - Smaller sites below 74 dwellings</p> <p>20% - Larger sites above 75 dwellings</p> <p>For the purposes of our appraisal, we consider the 20% assumption for large sites is a more than sufficient allowance for a plan-wide study (given we have included 3% contingency). This externals allowance includes generic 'on-plot' costs including inter alia: estate roads, pavements, street-lights, utilities, drainage etc.</p>
M4(2) Category 2 – Accessible and Adaptable housing	<p>+£521 per unit (5% of all dwellings).</p> <p>Based on DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.</p>
Electric Vehicle Charging Points	<p>£1,000 per dwelling (housing)</p> <p>£10,000 for a multi-charging point (for every 4 apartments)</p>
Contingency	<p>3% of the above construction costs for greenfield sites and; 5% for brownfield sites.</p> <p>Higher contingencies are sometimes included in site specific appraisals, but these are generally for specific abnormal costs or ground conditions which are not part of a high-level plan wide viability assessment.</p>
Professional Fees	<p>7.0% - these are construction related professional fees as opposed to the 'Planning Application Professional Fees and Reports' professional fees included above at the feasibility stage.</p>
Disposal Costs	<p>1% - Sale Agents on the open market housing</p> <p>0.25% - Sales Legal fees on the open market housing and a £10,000 lump sum for affordable housing legal fees</p> <p>3% - Marketing & Disposal on the open market housing</p> <p>Note that the marketing and promotion costs have to be considered 'in-the-round' with the sales values and gross profit (where developers have internal sales functions).</p>
Finance Costs	<p>6% interest rate (Applies to 100% of cashflow to include Finance Fees etc).</p>

Source: AspinallVerdi

Developer's Profit

- 6.8 We have adopted a baseline profit of 20% on the Gross Development Value of the open market sale housing (OMS) - with a sensitivity analysis which shows the impact of profit between 15-20%. This is consistent with the PPG (May 2019) which refers to profit of 15-20%³⁴ being *'considered a suitable return to developers in order to establish the viability of plan policies.'*
- 6.9 Our baseline assumption of 20% profit is at the top end of the range and we have included sensitivities down to 15% profit within the appraisals. However, we consider this to be a generous margin and allows for 'buffer' in addition to the contingency allowance (3% - 5% included).
- 6.10 For the affordable tenure types, we have used 6% profit on value (where applicable). This is considered to be an industry accepted standard and the PPG states a lower percentage than 15-20% is more appropriate for affordable housing as it carries less risk when there is a guaranteed, known end value³⁵.
- 6.11 It is important to note that it is good practice for policy obligations not to be set right up to the margins of viability. However, in certain circumstances developers will agree lower profit margins in order to secure planning permission and generate turnover. The sensitivity analyses within the appendices show the 'balance' (i.e. RLV – BLV) for developer's profit from 20% on private housing down to 15%. This clearly shows the significant impact of profit on viability (especially for larger schemes).

Land Value (Benchmark Land Value)

- 6.12 Table 6.4 summarises our BLV assumptions for plan making purposes. The detail behind these assumptions is provided at Appendix 3, including evidence of greenfield development land transacting at around these levels on a policy compliant basis.
- 6.13 With regards to the brownfield land assumption, we would stress that in some circumstances there may be sites with a much lower or higher EUV, but for plan making purposes we consider £210,000 per acre to be appropriate benchmark.
- 6.14 A key part of establishing the BLV is the gross to net assumption, which is driven by the Strategic Housing Land Availability Assessment³⁶ that states that sites of 0.4-2.0 hectares (1.0-4.9 acres) have a gross to net ratio of 82.5% and sites between 2-35 hectares (4.9-86.5 acres) have a ratio of 62.5%. We received comments through the stakeholder consultation process that some sites will only achieve a site coverage of 50%. In this instance, the Benchmark Land Value would be

³⁴ Paragraph: 018 Reference ID: 10-018-201 90509, Revision date: 09 05 2019

³⁵ Paragraph: 018 Reference ID: 10-018-20190509, Revision date: 09 05 2019

³⁶ https://www.charnwood.gov.uk/pages/strategic_housing_land_availability_assessment

£200,000 per net acre / £494,200 per hectare. We consider this through our analysis of the financial appraisals.

Table 6.4 –Benchmark Land Value Assumptions

Typology	EUV				Uplift x [X] x [Y]%	BLV	
	(per acre) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net dev.) (rounded)	(per ha) (net dev.) (rounded)
Agricultural Land - Medium Greenfield (11-74 dwellings)	£8,000	83%	£9,697	£23,961	12.5	£120,000	£296,520
Agricultural Land - Large Greenfield (>74 dwellings)	£8,000	63%	£12,800	£31,629	12.5	£160,000	£395,360
Brownfield Land - Small / Large Sites	£200,000	100%	£200,000	£494,200	5.0%	£210,000	£518,910
Rural Exception Sites						£10,000 per plot	

Note – these are for plan making purposes only. This should be read in conjunction with our main Viability Report and the caveats therein. No responsibility is accepted to any party in respect of the whole or any part of its contents.

Source: AspinallVerdi (200918 Charnwood Borough Council_Benchmark Land Value Database_v4)

7 Financial Appraisal Results

7.1 We summarise the results of the financial appraisals by market area below. The full financial appraisals can be found at Appendix 6. At the end of this section, we provide some commentary on the sensitivity tables and further analysis of the appraisal results.

Leicester Fringe

7.2 Table 7.1 shows that small brownfield and medium greenfield sites in Leicester Fringe are viable with a surplus of between £28,150-£32,000 per net acre on the two brownfield typologies delivering affordable housing and £56,600 per net acre on the greenfield typology.

Table 7.1 - Appraisal Summary of Typologies A-D

Scheme Ref:	A	B	C	D
No Units:	5	15	20	30
Development Scenario:	Small brownfield	Small brownfield	Medium greenfield	Small brownfield
Notes:	Median BCIS	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	1,162,500	3,314,484	4,486,966	6,628,969
Policy Assumptions				
AH %	0%	10%	30%	10%
Affordable Rent:	0.00%	50.00%	67.00%	50.00%
Intermediate	0.00%	50.00%	33.00%	50.00%
Site Specific S106 (£ per unit)	12,865	12,865	12,865	12,865
Site Specific S106 (£)	64,325	192,975	257,300	385,950
Profit KPI's				
Total Developers Profit (£)	232,500	638,294	795,968	1,276,588
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.26%	17.74%	19.26%
Land Value KPI's				
RLV (£/acre)	293,524	238,134	176,586	242,086

Scheme Ref:	A	B	C	D
RLV (£/ha)	725,297	588,429	436,343	598,195
RLV (£)	90,662	220,661	290,895	448,646
Balance for Plan VA:				
BLV (£/acre)	210,000	210,000	120,000	210,000
BLV (£/ha)	518,910	518,910	296,520	518,910
BLV Total (£)	64,864	194,591	197,680	389,183
Surplus/Deficit (£/acre)	83,524	28,134	56,586	32,086
Surplus/Deficit (£/ha)	206,387	69,519	139,823	79,285
Surplus/Deficit	25,798	26,070	93,215	59,464
Plan Viability comments	Viable	Viable	Viable	Viable

Source: AspinallVerdi (210209 Charnwood Residential Appraisals_Leicester Fringe_A-D_v2)

- 7.3 Table 7.2 shows the three large greenfield typologies appraised in Leicester Fringe are viable with a surplus of between £77,350-£80,600 per net acre. The Residual Land Values (RLV) exceed £237,300 per net acre and would provide a hypothetical landowner with a premium 18.5 times our opinion of agricultural Existing Use Value (EUV) (£12,800 per net acre).

Table 7.2 - Appraisal Summary of Typologies E-G

Scheme Ref:	E	F	G
No Units:	125	250	950
Development Scenario:	Large greenfield	Large greenfield	Large greenfield
Notes:	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS
Total GDV (£)	28,131,058	56,265,709	211,058,399
Policy Assumptions			
AH %	30%	30%	30%
Affordable Rent:	67.00%	67.00%	67.00%
Intermediate	33.00%	33.00%	33.00%
Site Specific S106 (£ per unit)	12,865	12,865	12,865

Scheme Ref:	E	F	G
Site Specific S106 (£)	1,608,125	3,216,250	12,221,750
Profit KPI's			
Total Developers Profit (£)	4,998,426	9,997,068	37,497,929
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.77%	17.77%	17.77%
Land Value KPI's			
RLV (£/acre)	239,626	248,592	237,332
RLV (£/ha)	592,116	614,271	586,448
RLV (£)	2,114,698	4,387,652	15,917,883
Balance for Plan VA:			
BLV (£/acre)	160,000	160,000	160,000
BLV (£/ha)	395,360	395,360	395,360
BLV Total (£)	1,412,000	2,824,000	10,731,200
Surplus/Deficit (£/acre)	79,626	88,592	77,332
Surplus/Deficit (£/ha)	196,756	218,911	191,088
Surplus/Deficit	702,698	1,563,652	5,186,683
Plan Viability comments	Viable	Viable	Viable

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Leicester Fringe_E-G_v1)

Loughborough / Shepshed

7.4 Table 7.3 shows that small brownfield and medium greenfield sites in Loughborough / Shepshed are viable with a surplus of between £13,100-£16,600 per net acre on the brownfield typologies and £53,350-£85,300 per net acre on the greenfield typologies.

Table 7.3 - Appraisal Summary of Typologies H-K

Scheme Ref:	H	I	J	K
No Units:	15	15	40	40
Development Scenario:	Medium greenfield	Small brownfield	Medium greenfield	Small brownfield
Notes:	Median BCIS	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	3,105,467	3,248,419	8,281,245	8,662,450
Policy Assumptions				
AH %	30%	10%	30%	10%
Affordable Rent:	67.00%	50.00%	67.00%	50.00%
Intermediate	33.00%	50.00%	33.00%	50.00%
Site Specific S106 (£ per unit)	14,685	14,685	14,685	14,685
Site Specific S106 (£)	220,275	220,275	587,400	587,400
Profit KPI's				
Total Developers Profit (£)	550,153	625,353	1,467,075	1,667,607
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.72%	19.25%	17.72%	19.25%
Land Value KPI's				
RLV (£/acre)	173,361	223,101	205,321	226,599
RLV (£/ha)	428,376	551,283	507,349	559,925
RLV (£)	214,188	206,731	579,827	559,925
Balance for Plan VA:				
BLV (£/acre)	120,000	210,000	120,000	210,000

Scheme Ref:	H	I	J	K
BLV (£/ha)	296,520	518,910	296,520	518,910
BLV Total (£)	148,260	194,591	338,880	518,910
Surplus/Deficit (£/acre)	53,361	13,101	85,321	16,599
Surplus/Deficit (£/ha)	131,856	32,373	210,829	41,015
Surplus/Deficit	65,928	12,140	240,947	41,015
Plan Viability comments	Viable	Viable	Viable	Viable

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Loughborough_Shepshed_H-K_v1)

- 7.5 Table 7.4 (below) shows that large greenfield typologies in the Loughborough / Shepshed market area are viable with a surplus of between £59,500-£80,800 per net acre. The RLVs exceed £219,500 per net acre and would provide a hypothetical landowner with a premium equivalent to 17.4 times our opinion of agricultural EUV (based on the net value per acre).
- 7.6 The brownfield typology reflects a number of town centre regeneration opportunities in Loughborough. This is shown to be unviable generating a significant deficit of over £3.28 million (- £832,000 per acre). We discuss this further in the appraisal analysis and conclusions section.

Table 7.4 - Appraisal Summary of Typologies L-O

Scheme Ref:	L	M	N	O
No Units:	150	250	200	500
Development Scenario:	Large greenfield	Large greenfield	Large brownfield (Flatted development)	Large greenfield
Notes:	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS
Total GDV (£)	31,290,920	52,151,534	27,484,000	103,039,002
Policy Assumptions				
AH %	30%	30%	10%	30%
Affordable Rent:	67.00%	67.00%	50.00%	67.00%
Intermediate	33.00%	33.00%	50.00%	33.00%
Site Specific S106 (£ per unit)	14,685	14,685	14,685	14,685
Site Specific S106 (£)	2,202,750	3,671,250	2,937,000	7,342,500
Profit KPI's				

Scheme Ref:	L	M	N	O
Total Developers Profit (£)	5,548,780	9,247,967	5,277,840	18,273,090
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.73%	17.73%	19.20%	17.73%
Land Value KPI's				
RLV (£/acre)	240,819	232,470	(622,111)	219,502
RLV (£/ha)	595,063	574,433	(1,537,236)	542,390
RLV (£)	2,550,270	4,103,090	(2,459,577)	7,748,426
Balance for Plan VA:				
BLV (£/acre)	160,000	160,000	210,000	160,000
BLV (£/ha)	395,360	395,360	518,910	395,360
BLV Total (£)	1,694,400	2,824,000	830,256	5,648,000
Surplus/Deficit (£/acre)	80,819	72,470	(832,111)	59,502
Surplus/Deficit (£/ha)	199,703	179,073	(2,056,146)	147,030
Surplus/Deficit	855,870	1,279,090	(3,289,833)	2,100,426
Plan Viability comments	Viable	Viable	Not Viable	Viable

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Loughborough_Shepshed_L-O_v1)

Wider Charnwood

7.7 Table 7.5 shows that small brownfield and medium greenfield sites in the wider Charnwood market area are all viable with large surpluses in excess of £179,550 per net acre.

Table 7.5 - Appraisal Summary of Typologies P-R

Scheme Ref:	P	Q	R
No Units:	15	15	50
Development Scenario:	Medium greenfield	Small brownfield	Medium greenfield
Notes:	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	3,782,421	3,669,194	12,608,071
Policy Assumptions			
AH %	30%	10%	30%
Affordable Rent:	67.00%	50.00%	67.00%
Intermediate	33.00%	50.00%	33.00%
Site Specific S106 (£ per unit)	17,710	17,710	17,710
Site Specific S106 (£)	265,650	265,650	885,500
Profit KPI's			
Total Developers Profit (£)	674,928	707,772	2,249,759
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.84%	19.29%	17.84%
Land Value KPI's			
RLV (£/acre)	319,121	389,579	380,541
RLV (£/ha)	788,547	962,650	940,317
RLV (£)	394,274	360,994	1,343,310
Balance for Plan VA:			
BLV (£/acre)	120,000	210,000	120,000

Scheme Ref:	P	Q	R
BLV (£/ha)	296,520	518,910	296,520
BLV Total (£)	148,260	194,591	423,600
Surplus/Deficit (£/acre)	199,121	179,579	260,541
Surplus/Deficit (£/ha)	492,027	443,740	643,797
Surplus/Deficit	246,014	166,402	919,710
Plan Viability comments	Viable	Viable	Viable

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Wider Charnwood_P-R_v1)

- 7.8 Table 7.6 shows that larger greenfield sites in wider Charnwood are also viable, generating a large surplus of over £235,250 per net acre. The RLVs are in excess of £395,250 per net acre and equate to a premium equivalent to 30.8 times our opinion of agricultural EUV (based on the net value per acre).

Table 7.6 - Appraisal Summary of Typologies S-T

Scheme Ref:	S	T
No Units:	125	250
Development Scenario:	Large greenfield	Large greenfield
Notes:	Lower quartile BCIS	Lower quartile BCIS
Total GDV (£)	30,907,678	61,815,356
Policy Assumptions		
AH %	30%	30%
Affordable Rent:	67.00%	67.00%
Intermediate	33.00%	33.00%
Site Specific S106 (£ per unit)	17,710	17,710
Site Specific S106 (£)	2,213,750	4,427,500
Profit KPI's		
Total Developers Profit (£)	5,501,898	11,003,796
Developers Profit (% on OMS)	20.0%	20.0%

Scheme Ref:	S	T
Developers Profit (% on AH)	6.0%	6.0%
Developers Profit (% blended)	17.80%	17.80%
Land Value KPI's		
RLV (£/acre)	395,253	402,272
RLV (£/ha)	976,671	994,014
RLV (£)	3,488,109	7,100,097
Balance for Plan VA:		
BLV (£/acre)	160,000	160,000
BLV (£/ha)	395,360	395,360
BLV Total (£)	1,412,000	2,824,000
Surplus/Deficit (£/acre)	235,253	242,272
Surplus/Deficit (£/ha)	581,311	598,654
Surplus/Deficit	2,076,109	4,276,097
Plan Viability comments	Viable	Viable

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Wider Charnwood_S-V_v1)

Borough Wide

- 7.9 Table 7.7 shows that flatted development typologies on small brownfield sites are unviable (Typology U). We discuss the implications of this in the appraisal conclusions section.
- 7.10 Typology V resembles a Rural Exception Site (RES) providing 100% affordable housing. Assuming a Benchmark Land Value (BLV) of £10,000 per plot and a developer profit of 6% of the affordable development value, RES sites are viable with a grant of £14,735 per dwelling.

Table 7.7 - Appraisal Summary of Typologies U-V

Scheme Ref:	U	V
No Units:	35	5
Development Scenario:	Small Brownfield Flatted Scheme	Greenfield RES
Notes:	Lower quartile BCIS	Median BCIS
Total GDV (£)	4,809,700	748,637
Policy Assumptions		
AH %	10%	100%
Affordable Rent:	50.00%	67.00%
Intermediate	50.00%	33.00%
Site Specific S106 (£ per unit)	14,685	14,685
Site Specific S106 (£)	513,975	73,425
Profit KPI's		
Total Developers Profit (£)	923,622	40,498
Developers Profit (% on OMS)	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%
Developers Profit (% blended)	19.20%	6.00%
Land Value KPI's		
RLV (£/acre)	(846,727)	80,941
RLV (£/ha)	(2,092,262)	200,004
RLV (£)	(488,194)	50,001

Scheme Ref:	U	V
Balance for Plan VA:		
BLV (£/acre)	210,000	80,939
BLV (£/ha)	518,910	200,000
BLV Total (£)	121,079	50,000
Surplus/Deficit (£/acre)	(1,056,727)	2
Surplus/Deficit (£/ha)	(2,611,172)	4
Surplus/Deficit	(609,273)	1
Plan Viability comments	Not Viable	Viable with grant

Source: AspinallVerdi (210202 Charnwood Residential Appraisals_Wider Charnwood_S-V_v1)

Sensitivity Analysis

7.11 Each financial appraisal includes a number of sensitivity tables which show the relationship between the percentage of affordable housing and other key assumptions. We provide some comments below for each sensitivity table:

- Section 106 (see Table 1) – our Section 106 cost assumptions reflect a reasonable worst-case scenario and therefore it is likely Section 106 costs would be lower than assumed. The sensitivity tables illustrate how this would improve viability in all scenarios.
- Profit (see Table 2) – we have adopted 20% profit on the Gross Development Value of market housing and a slight reduction in this to 17.5% is common at a site-specific level to facilitate delivery and policy compliance. If the viability buffer is more marginal or indeed unviable, then this sensitivity illustrates how viability can be improved.
- Benchmark Land Value (see Table 3):
 - Greenfield sites – In a greenfield context, it is more likely that an aspirational landowner will push their land value (BLV) expectation upwards from our current assumption. The sensitivity tables show the threshold at which the land value would undermine viability. However, it should be recognised that our sales values are conservative meaning there is scope for higher land prices to be paid than we are indicating.
 - Brownfield sites – our assumption is considered a reasonable benchmark for plan viability testing and has not been challenged in consultation. There will be brownfield sites where the EUV is much lower than £200,000 per acre because the existing use is redundant and the land / property is ripe for redevelopment. Fundamentally, if a

brownfield site has a higher EUV than the redevelopment value, the land should remain in its existing use. See our comments on land economics in Chapter 4.

- Density (see Table 4) – only small adjustments in density are likely as our land value assumptions take into consideration the site density assumptions set out in the Strategic Housing Land Availability Assessment (SHLAA). The net land area in our appraisals is driven by a dwellings per hectare assumption which is between 30-40 dwellings per hectare for housing sites, depending on the typology. This has been sense-checked on a square metre per net hectare / square foot per net acre basis.
- Build cost (see Table 5) – the sensitivity shows how susceptible the typology is to changes in cost. Build cost inflation is likely over the plan period and this needs to be tracked alongside house price growth to utilise this sensitivity.
- Market values (see Table 6) – we consider that our sales value assumptions are conservative and that future growth is likely based on historical market trends. This needs to be considered alongside the build cost sensitivity and build cost inflation.
- Grant (see Table 7) – this is only applicable to the Rural Exception Site and shows how changes in the level of affordable housing would reduce the grant requirement.

Appraisal Analysis and Conclusions

7.12 The table below provides a summary of the financial appraisal results.

Table 7.8 - Summary of Financial Appraisal Results

Leicester Fringe					
Ref	#Units	Typology	% Affordable	S.106 (£ per unit)	Conclusion
A	5	Small Brownfield	N/A	£12,865	Viable
B	15	Small Brownfield	10%	£12,865	Viable
C	20	Medium Greenfield	30%	£12,865	Viable
D	30	Small Brownfield	10%	£12,865	Viable
E	125	Large Greenfield	30%	£12,865	Viable
F	250	Large Greenfield	30%	£12,865	Viable
G	950	Large Greenfield	30%	£12,865	Viable
Loughborough / Shepshed					
H	15	Medium Greenfield	30%	£14,685	Viable
I	15	Small Brownfield	10%	£14,685	Viable
J	40	Medium Greenfield	30%	£14,685	Viable
K	40	Small Brownfield	10%	£14,685	Viable
L	150	Large Greenfield	30%	£14,685	Viable
M	250	Large Greenfield	30%	£14,685	Viable
N	200	Large Brownfield (F)	10%	£14,685	Unviable
O	500	Large Greenfield	30%	£14,685	Viable
Wider Charnwood					
P	15	Medium Greenfield	30%	£17,710	Viable
Q	15	Small Brownfield	10%	£17,710	Viable
R	50	Medium Greenfield	30%	£17,710	Viable
S	125	Large Greenfield	30%	£17,710	Viable
T	250	Large Greenfield	30%	£17,710	Viable
Borough Wide					
U	35	Small Brownfield (F)	10%	£14,685	Unviable
V	5	Rural Exception Site	100%	£17,710	Viable

(F) Flatted Development

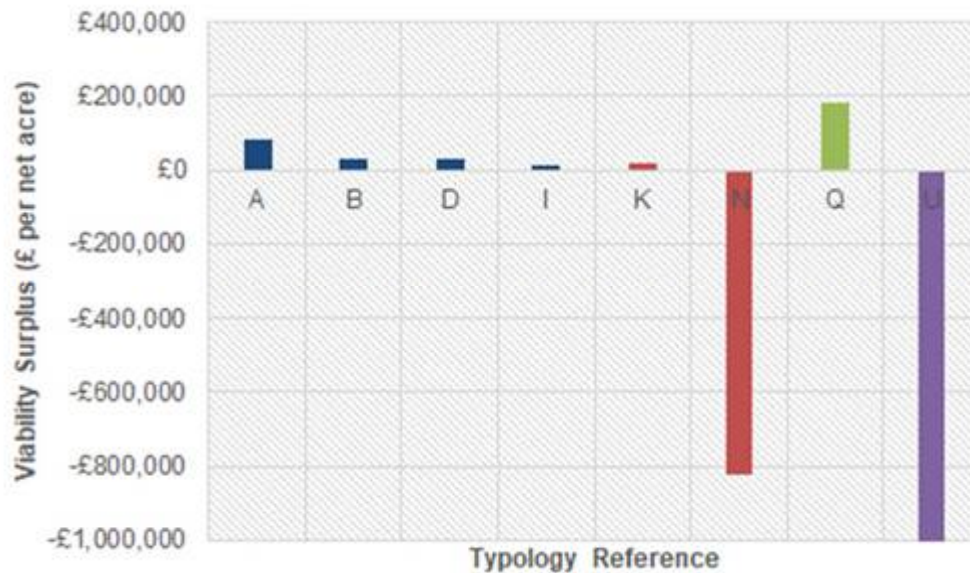
Source: AspinallVerdi

7.13 Below, we provide some more analysis of brownfield and greenfield sites.

Viability of Brownfield Sites

7.14 Figure 7.1 shows the viability surplus and deficit of brownfield typologies.

Figure 7.1 - Viability Surplus / Deficit (£ Per Net Acre) by Brownfield Typology



Key: | Leicester Fringe | Loughborough / Shepshed | Wider Charnwood | Borough Wide
 Source: AspinallVerdi

- 7.15 Our modelling shows that flatted development typologies N and U generate deficits which exceed -£800,000 per net acre indicating that viability of flatted development is challenging. This is because of higher build costs on a pound (£) per square metre basis, but also the overall cost because of communal parts. In Charnwood, there is not the evidence base of flatted development to assume new-build flats would achieve premium values to off-set the higher costs of development. It is therefore unlikely where flats are being developed, that 10% affordable housing could be achieved if there are Section 106 obligations totalling £14,685 per unit.
- 7.16 Despite the lack of viability of flatted typologies, Figure 7.1 shows that all other brownfield sites are viable. However, the viability buffer is marginal - in particular typologies B (15 units), D (30 units), I (15 units) and K (40 units) in Leicester Fringe and Loughborough / Shepshed.
- 7.17 Despite the lower percentage target for affordable housing on brownfield sites, viability is more marginal due to additional cost assumptions made in terms of site remediation and development contingency. Furthermore, the brownfield Benchmark Land Value (BLV) is higher than greenfield typologies. This is an assumption for the purposes of Local Plan viability testing and does not mean a landowner of a brownfield site will always receive a higher value than a landowner of a greenfield site. As there is less risk associated with greenfield sites, it is more likely that the value of development will enable a landowner to receive more than our BLV.

7.18 To further illustrate the viability of brownfield sites in relation to EUV, Table 7.9 summarises the Residual Land Values (RLV) and premiums achieved by typology, based on an EUV of £200,000 per net acre. This shows that where affordable housing is required on-site, premiums are between 19-21% in Leicester Fringe, 12-13% in Loughborough / Shepshed (excluding typology N) and up to 95% in wider Charnwood.

Table 7.9 - Brownfield Premiums

Ref	#Units	Market Area	% Affordable	EUV (£ / net acre)	RLV (£ / net acre)	% Premium
A	5	Leicester Fringe	0%	£200,000	£293,524	47%
B	15	Leicester Fringe	10%	£200,000	£238,134	19%
D	30	Leicester Fringe	10%	£200,000	£242,086	21%
I	15	Loughborough / Shepshed	10%	£200,000	£223,101	12%
K	40	Loughborough / Shepshed	10%	£200,000	£226,599	13%
N	200	Loughborough / Shepshed	10%	£200,000	-£622,111	Unviable
Q	15	Wider Charnwood	10%	£200,000	£389,579	95%
U	35	Borough Wide	10%	£200,000	-£846,727	Unviable

Source: AspinallVerdi

7.19 The analysis above demonstrates that the reduction in policy to 10% on brownfield sites reduces the risk that sites will require a viability assessment at the development management stage of planning (with the exception of flatted development). If this is required, we consider there is flexibility in our appraisal to enable policy to be achieved, for example:

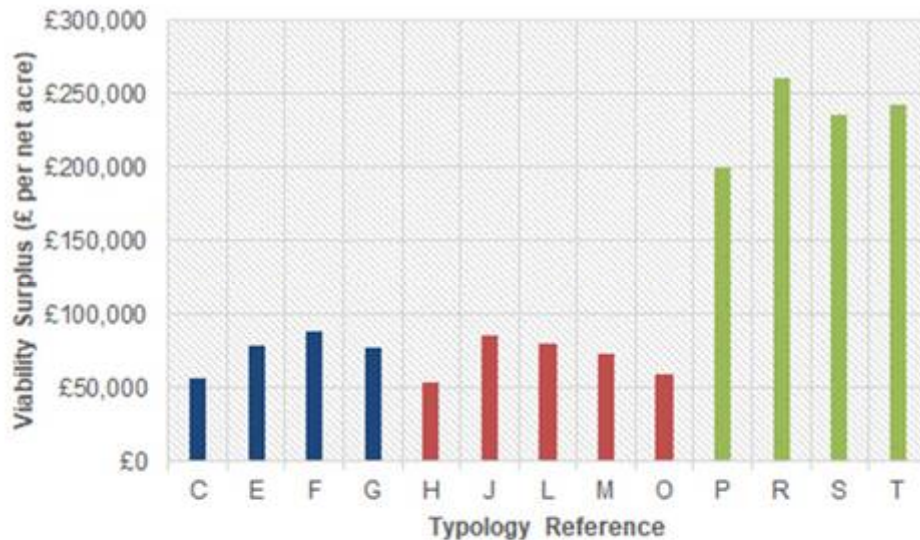
- Build cost and sales values – we have assumed conservative sales values and median BCIS build costs. A developer could build a lower specification product to manage cost.
- Potential for lower Section 106 costs – a small brownfield site is less likely to have onerous Section 106 obligations. Our cost reflects a reasonable worst-case scenario.
- Developer profit – there is scope to reduce the level of developer profit.
- Benchmark Land Value – we have assumed £210,000 per acre but some brownfield sites will have a very low Existing Use Value.

7.20 The sensitivity tables provided with the appraisals illustrate how viability is impacted by these key appraisal items (see Appendix 6).

Greenfield Premiums

7.21 Figure 7.3 shows the viability surplus and deficit of greenfield typologies.

Figure 7.2 - Viability Surplus / Deficit (£ Per Net Acre) by Greenfield Typology



Key: | Leicester Fringe | Loughborough / Shepshed | Wider Charnwood | Borough Wide

Source: AspinallVerdi

7.22 This shows that greenfield sites in Leicester Fringe and Loughborough / Shepshed have a viability buffer of up to £100,000 per net acre with the surplus greater on the larger development typologies. This is because we have assumed a lower build cost due to economies of scale.

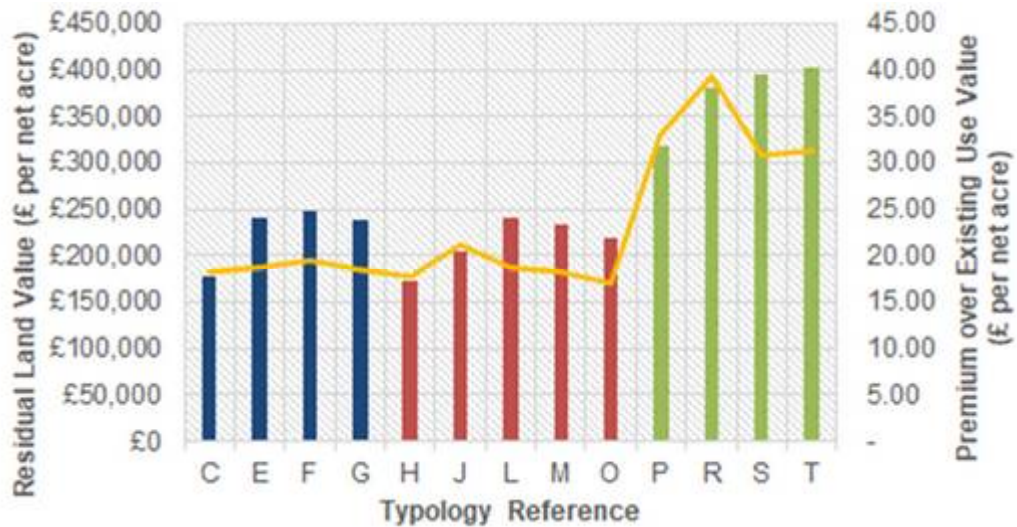
7.23 The viability surplus is greater in the wider Charnwood market area. This is driven by the higher sales prices adopted based on the evidence in our property market report (see Appendix 4).

7.24 Should scheme costs increase, or a landowner require a higher premium we consider this could be off-set by the following (as evidenced by our sensitivity tables provided with appraisals):

- Higher sales prices (due to our conservative assumptions), and / or
- A reduction in developer profit as we have adopted 20% on market sale development value

7.25 Figure 7.3 shows the Residual Land Values (per net acre) of each greenfield typology and the premiums achieved over our opinion of agricultural Existing Use Values of £8,000 per gross acre which equates to £12,800 per net acre on large sites (over 75 dwellings).

Figure 7.3 - Premiums over Agricultural Existing Use Value (£ per net acre) by Typology



Key: | Premium | Leicester Fringe | Loughborough / Shepshed | Wider Charnwood
Source: AspinallVerdi

- 7.26 This shows that in all scenarios on greenfield sites a premium over 17 times the Existing Use Value is being achieved. In the wider Charnwood market area, premiums around 30 times greenfield land values. With the exception of the smallest typologies (C and H), all typologies are generating a residual land value that is in excess of £200,000 per net acre.
- 7.27 Across the larger greenfield typologies³⁷, the residual land values being generated exceed £219,500 per net acre and would provide a landowner with a premium equivalent to 17 times our opinion of agricultural EUV.
- 7.28 Through our stakeholder consultation, it was stated that site coverages of 50% can be common. In this instance, the Benchmark Land Value would increase to £200,000 per net acre (assuming all other assumptions remain the same). The residual land values generated across the three larger typologies means sites would remain viable, this is shown by the Benchmark Land Value sensitivity tables provided with the appraisals (Appendix 6).
- 7.29 Through our more detailed stakeholder engagement on key large sites, we have received feedback that £244,000 per net acre or £300,000 per net acre would be required by landowners. The lower end of this range is around the level of Residual Land Value being generated in the appraisals for Leicester Fringe and Loughborough / Shepshed. We have assumed conservative sales prices and we consider that higher land values would be achievable. However, developers need to ensure their agreements with landowners' factor in the costs of delivering infrastructure associated with their development.

³⁷ Leicester Fringe: E – 125 units, F – 250 units, G – 950 units; Loughborough / Shepshed: L – 150 units, M – 250 units, O – 500 units; and Wider Charnwood: S – 125 units and T – 250 units

8 Key Large Sites

- 8.1 We have engaged in more detail with five promoters / developers of key large greenfield sites proposed for inclusion in the Local Plan. By virtue of their size, they would have a significant impact on the overall housing numbers in the Plan if they were unable to be delivered. This exercise was undertaken on the basis confidential information would not be shared. Therefore, in this section we make some general points about the viability of key large sites (and some confidential information is redacted).
- 8.2 Following our wider stakeholder consultation event, we had a 1-2-1 meeting with stakeholders of some key large sites. These comprise:
- PSH062 - 190 units Tickow Lane, Shepshed
 - PSH291 - 394 units Tickow Lane, Shepshed
 - PSH404 - 300 units Tickow Lane, Shepshed
 - PSH069 - 960 units Land South East of Syston
 - PSH255 - 723 units Land South of Loughborough
- 8.3 The stakeholders were asked to populate a bespoke proforma to gather data from each of the site promoters and landowners/developers. This includes fields for:
- Land assembly / BLV
 - Financial Viability and Funding
 - Planning Policy and Consents
 - Delivery Mechanism etc.
- 8.4 We also provided an appraisal assumptions template in Excel setting out:
- the land budget, housing trajectory (per annum, per phase etc);
 - the quantum of site opening up infrastructure required;
 - site specific S106 assumptions.
- 8.5 We have held a series of one-to-one workshop meetings with the strategic site promoters, developers and landowners for each of the sites to review the draft site proformas. We have then provided an opportunity for the site proformas to be updated/finalised.
- 8.6 The populated site delivery proformas have been provided to the Council as a confidential document and we provide an example of the proforma at Appendix 7.
- 8.7 We particularly draw your attention to the responses in respect of questions 18-20 and 45-48. Given the government's agenda that Local Plans are viable and deliverable it is very important that the Council continues to work closely with the developers in bringing forward these sites for development. We note that the Council recognises the importance of viability through planning

performance agreements and open book viability appraisals for all large sites. This should could include an understanding of land values and particularly existing use value (EUV).

- 8.8 In cases where developers have been unable to confirm either the EUV + premium or the minimum land value (in the case of options / promotion agreements etc.) we have had to assume a higher degree of risk than sites which have confirmed these figures (all other things being equal) because there is more uncertainty about the deliverability of the sites irrespective of the viability position.
- 8.9 This is not to say that these are the values that the landowner expects to achieve in the future (where policy compliant residual land values could be higher than current expectations).

Stakeholder Feedback

- 8.10 All stakeholders considered their sites were viable at 30% affordable housing. Only one stakeholder caveated their statement, indicating that further due diligence was required.
- 8.11 Parties failed to provide clarity and sufficient information in terms of site infrastructure costs and opinions of Benchmark Land Value that would enable more specific financial appraisals to be produced to evaluate and moderate these sites. This does mean there is a risk that if these sites are allocated, the landowners / developers / promoters will come back at the decision-making stage and try to reduce their planning obligations.
- 8.12 Of those to comment on our sales value assumptions, the opinion was that they were conservative. Each stakeholder indicated that build costs could be higher with £1,251 psm mentioned or median BCIS. In our experience, lower quartile BCIS is a common approach on large site typologies and was the approach used in the previous viability study by HDH Planning & Development. As stakeholders considered their sites to be viable, it is likely that the slightly higher build cost assumptions advocated by stakeholders would be off-set by the higher sales rates they indicated.
- 8.13 Using the information provided to us through this stakeholder process, the table below summaries our RAG (Red Amber Green) assessment of the deliverability of these sites.

Table 8.1 - Key Large Site Deliverability Assessment (Redacted for confidentiality reasons)

SHLAA Ref	PSH62	PSH291	PSH404	PSH069	PSH255
Stakeholder	Land promoter	Landowners	Developer	Developer	Landowner + developer
SHLAA # Units	190	394	300	960	723
Ownership & Delivery	Single ownership with promotion + sales agreement in place	Two landowners with equalisation agreement in place	Single ownership with option agreement in place	Single ownership with option agreement in place. Part of site already retained.	Three landowners with option agreements in place.
EUV	██████████	██████████	██████████	██████████	██████████
Minimum price (for land)	Not provided due to confidentiality but indicated ██████ times premium reasonable (██████████ per net acre).	No response	Not provided due to confidentiality but indicated ██████ per net developable acre is required from experience.	██████████ per net developable acre stated as the minimum price.	Not provided due to confidentiality
Development risks	Single landowner and agreements in place, but no detail shared on minimum price or mechanisms in place. There are site constraints (levels, drainage, access + foundations) that may increase development cost. Their opinion of land value could mean that deliverability is comprised if abnormal costs are not factored into the agreement.	There are two landowners and no developer on board, meaning more risk. Realistic view of EUV but no indication as to land value expectations – a risk. Landowners indicate no technical constraints but the site does require both highways infrastructure and significant green infrastructure. There is no understanding of costs for these works, which is a further risk.	There is only one landowner and there is an agreement in place which includes a clause to enable abnormal costs to be taken from land value. This is positive; however, their land value expectations are high. It is not clear if this is the price in the option agreement. There are some significant blue and green infrastructure associated with the site.	Single landowner and option agreement in place with a reasonable minimum price expectation that should be achieved as we consider this site to be in a good location that will achieve sales values akin to the wider Charnwood market area. Risk is that the infrastructure costs are unknown at this stage and there is a large amount of blue and green infrastructure.	There is only one point of access and there is a large amount of infrastructure associated with the site and no detail on costs. The option agreement(s) are said to include a clause to enable abnormal costs to be taken from the land value. However, the quantity of landowners is a risk, in particular given the need to deliver a school. How this is to be funded is unclear and there is a lack of clarity over minimum price expectations.

9 Recommendations

- 9.1 Based on the assumptions set out in this report and the financial appraisals appended, we recommend that the Charnwood Local Plan is viable on the basis of:
- 30% affordable housing on greenfield sites across all market areas.
 - 10% affordable housing on brownfield sites across all market areas - with the exception of larger brownfield regeneration sites that are likely to be subject to a viability assessment at the decision-making stage.
- 9.2 Due to the lack of transparency provided by the 'Key Large Site' promoters and developer's in this process in terms of transparency of minimum land value expectations, we would recommend undertaking further engagement with them (and the promoters of any other new/proposed Key Large Sites). This could help de-risk the plan further to ensure that Key Sites are both viable *and* deliverable within the constraints of the commercial requirements of landowners and developers. It is important to ensure that developers acquire land and prices that facilitate the delivery of the infrastructure; and that landowners appreciate that the value of their land assets is predicated on such infrastructure being delivered.
- 9.3 We recommend that, in accordance with best practice, the plan wide viability is reviewed on a regular basis to ensure that the Local Plan remains relevant as the property market cycle(s) change. This is even more pertinent due to the Covid-19 pandemic which has created market uncertainty throughout the period of this study.
- 9.4 Furthermore, to facilitate the process of review, we recommend that the Council monitors the development appraisal parameters herein, but particularly data on land values across the Borough.

Appendix 1 – Policies Matrix

210223 Charnwood Borough Council_Policies Matrix_v5 - Version Notes

Date	Version	Comments
210223	v5	

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
DS1	Development strategy	Sustainable development supported with various aspirations. Requirement that development delivers a net gain in biodiversity and safeguards services and facilities.	Direct	Development cost	Costs considered to be within standard cost allowances. Net gain in biodiversity: £287 per unit (brownfield) £1,011 per unit (greenfield)	No further comment.	Medium	DEFRA
DS2	Leicester and Leicestershire Unmet Needs	N/A - policy relating to unmet housing and employment need and the Council reviewing its local plan.				We assume that this has no impact on viability (cashflow)		
DS3	Local plan allocations	Policy mentions net gain in biodiversity again - otherwise requirements relate to specific sites. This includes references to sites needing to contribute towards a new school.	Direct	Development cost + S.106	Same development cost identified for policy DS1 . Education contributions: £6,048 per dwelling (Leicester Fringe), £5,811 per dwelling (Loughborough / Shepshed) and £6,862 per dwelling (Wider Charnwood)	Allocation of sites also has an indirect impact on viability as it influences supply of sites. The specific requirements have been costed in the appraisal. School requirements have been identified based on planned growth and cost for this infrastructure has been calculated. It is included explicitly within our S.106 assumptions.	Medium	DEFRA and Charnwood Borough Council
DS4	Employment sites	No specific requirements - just list of allocations.	Indirect	Land value	N/A	Indirect impact on property market through allocation of sites for specific uses.	Low	N/A
DS5	Burial space	No - Council to allocate 9.1ha of land at Nanpatan for burial space.	Indirect	Land value	N/A	Indirect impact on property market through allocation of sites for specific uses.	Low	N/A
DS6	High quality design	No specific requirements except for 6 specific allocated sites where an independent design review will be required.	Direct	Development cost	Professional fee allowance covers need for independent design review.	BCIS + external works allowances for development. Cost increases due to higher quality design would be off-set by higher sales prices.	Medium	N/A
LUA1	Leicester urban area	No specific requirements - policy in relation to Leicester Urban Area which borders Charnwood Borough.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
LUA2	Thorpebury Sustainable Urban Extension	Specific policy relating to Sustainable Urban Extension site - this already has planning permission.	Indirect	Land value and property prices		We have not appraised this typology as it already has secured planning permission. Policy will indirectly impact the property market through allocation and development of land.	Low	N/A
LUA3	Broadhook Sustainable Urban Extension	Specific policy relating to Sustainable Urban Extension site - this already has planning permission.	Indirect	Land value and property prices		We have not appraised this typology as it already has secured planning permission. Policy will indirectly impact the property market through allocation and development of land.	Low	N/A

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
LUC1	Loughborough Urban Centre	Place based policy about development in Loughborough Urban Centre. Development should supports measures to mitigate flood risk including contributions towards flood alleviation works in the wider catchment of the Woodbrook or other water courses flowing through or adjacent to the town.	Direct	Development cost (S.106)	10% external works on <74 dwellings and 20% external works on >75 dwellings. £3,000 per dwelling assumption made for Borough Council S.106 generally	Policy talks about design and connectivity aspirations. External works allowance would cover the cost or Borough Council S.106 allowance. In terms of flood risk mitigation - where this is a known development risk the cost of mitigation should be factored into land value.	Medium	N/A
LUC2	Garendon Park Sustainable Urban Extension	Specific policy relating to Sustainable Urban Extension site - this already has planning permission.	Indirect	Land value and property prices		We have not appraised this typology as it already has secured planning permission. Policy will indirectly impact the property market through allocation and development of land.	Low	N/A
LUC3	Loughborough Science & Enterprise Park	Specific policy relating to an allocation for science and enterprise park - policy has various requirements, some subject to viability.	Indirect	Land value	N/A	Indirect impact on property market through allocation of sites for specific uses.	Low	N/A
SUA1	Shepshed policy	Place based policy - development should mitigate impact on air quality and the Black Brook as a strategically important wildlife corridor.	Direct	Development cost + site coverage	20% external works allowance on large sites (75+ dwellings) +	Combination of assumptions to mitigate air quality + Black Brook including external works (for on-site blue / green infrastructure) and bio-diversity, but also site coverage assumptions based on SHLAA (62.5%) and impact on Benchmark Land Value. Sensitivity analysis on site coverage provided in viability report. Education contributions calculated by Charnwood Borough Council.	Medium	Standard assumption + Charnwood Borough Council
SC1	Service centres	Policy relating to development in service centres - no specific requirements that would result in additional development cost.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
OSH1	Other settlements, and small villages and hamlets	Policy relating to development in smaller settlements - no specific requirements that would result in additional development cost.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
C1	Countryside	Policy relating to managing development in the Countryside - no specific requirements.	Indirect	Land value	N/A	Protecting the countryside will have an indirect impact through the control of land supply for development (influencing agricultural land values).	Low	N/A
H1	Housing mix	Required housing mix based on most up to date evidence based (Strategic Housing Market Assessment).	Direct	Development typologies	N/A	We have based our assumptions on the most recent SHMA.	Medium	Charnwood Housing Needs Assessment, July 2020
H2	Housing for older and disabled people	At least 10% of homes to be category M4(2).	Direct	Development typologies + cost	£521 per unit M4(2)	10% of all dwellings are M4(2) in appraisals.	Medium	MHCLG

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
H3	Internal space standards	Requirement to meet nationally described space standards.	Direct	Development typologies	N/A	Typologies meet this assumption as set out in main viability report.	Medium	MHCLG
H4	Affordable housing	Requirement split by site typology: - 30% - Greenfield (67% / 33%) Affordable rent / Affordable home ownership - 10% - Brownfield (50% / 50%) Affordable rent / Affordable home ownership	Direct	Development typologies	45% of Market Value (Affordable rent) 70% of Market Value (Affordable home ownership)	Typologies matrix summarises affordable housing requirements for each typology.	High	Standard assumption which has been consulted upon
H5	Rural exception sites	Planning condition or legal agreement that homes delivered on rural exception sites must remain as affordable housing in perpetuity.	Direct	Development typologies + value	45% of Market Value (Affordable rent) 70% of Market Value (Affordable home ownership)	Typologies matrix includes a specific Rural Exception Site typology.	High	Standard assumption which has been consulted upon
H6	Self-build and custom housebuilding	Seek at least 5 plots on 250+ dwelling sites if there is clear evidence of demand.	No Impact	N/A	N/A	Assumed that the cost / value equation is the same as if full house was built + sold e.g. reduced cost / risk to developer + lower value secured - potential to improve viability as there could be a premium for serviced plots to enable bespoke design + build.	Not Applicable	N/A
H7	Houses in multiple occupation	Specific policy about managing the number of houses in multiple occupation (HMOs).	No Impact	N/A	N/A	Not considered a development typology - these are delivered through conversion / extension rather than new build development.	Not Applicable	N/A
H8	Campus and purpose-built student accommodation	Policy relating to student housing development - requirement for contributing towards Student Street Support Scheme.	No Impact	N/A	N/A	We have not appraised this typology of development.	Not Applicable	N/A
H9	Gypsies, Travellers and Travelling show people	Qualitative criteria in relation to sites for gypsies, travellers and travelling show people.	No Impact	N/A	N/A	We have not appraised this typology of development.	Not Applicable	N/A
E1	Meeting employment needs	General policy about supporting development that supports economic needs and provision of business space / support.	Indirect	N/A	N/A	Delivery of new workspace will indirectly influence the property market and support housing development.	Low	N/A
E2	Protecting existing employment sites	Policy protecting sites for employment uses.	Indirect	Land value	N/A	Indirect impact on property market through allocation of sites for specific uses.	Low	N/A

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
E3	Rural economic development	No specific requirements - policy in relation to supporting the rural economy.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
T1	Town centres and retail	Impact assessments for retail and offices developments outside of defined centres that meet specific criteria.	No Impact	N/A	N/A	Policy generally to support town centre vitality and vibrancy.	Not Applicable	N/A
T2	Protection of community facilities	Policy preventing loss of a community facility for development of an alternative use.	No Impact	N/A	N/A	No further comment - only in exceptional circumstances would this occur. It is not considered a typical development typology.	Not Applicable	N/A
T3	Car parking standards	Development must meet latest guidance published by County and Borough Councils.	Indirect	Development density / development cost	N/A	We have made standard density assumptions for development + any cost considered to be covered by standard external works allowance.	Low	N/A
CC1	Flood risk management	Requirements for flood risk assessments; no net increase in surface water run off (greenfield) and decrease (brownfield); and ensure flood risk does not increase.	Direct	Development cost	7% professional fees 10% external works (<74 dwellings) 20% external works (>75 dwellings)	Professional fees allowance assumed to cover cost of assessments. External works allowance to mitigate and development cost implications.	Medium	Standard assumption which has been consulted upon
CC2	Sustainable drainage systems (SuDS)	Policy to ensure development includes appropriate measures to manage flood risk.	Direct	Development cost	10% external works (<74 dwellings) 20% external works (>75 dwellings)	This is a 'where necessary' policy - considered external works would mitigate the cost for this.	Medium	Standard assumption which has been consulted upon
CC3	Renewable and low carbon energy installations	Policy relates to renewable energy works / development (not related to housing development).	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
CC4	Sustainable construction	All developments need to take account of sustainable development principles and will need to provide a Design & Access Statement for major development. Policy also requires: efficient use of natural resources in new buildings; sustainable water management solutions; and layout / orientation of development to improve energy efficiency.	Direct	Development cost	7% professional fees	Professional fees allowance to cover requirement for Design & Access Statement. Other requirements considered to be within BCIS cost allowances. This policy generally encourages standards. Increases in costs associated with this policy anticipated to be off-set by value increases (due to better quality design / specification) given that we have adopted conservative sales prices.	Medium	Standard assumption which has been consulted upon

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
CC5	Sustainable transport	Development needs to be informed by a transport assessment and travel plan. No other specific requirements but development supported that contributes towards shift to active / sustainable modes of travel.	Direct	Development cost	7% professional fees	Professional fees allowance to cover transport assessment + travel plan. External works allowances and S.106 assumptions would also help mitigate any cost associated with this policy.	Medium	Standard assumption which has been consulted upon
CC6	Electric vehicle charging points	Electric charging point or cabling routing for each new dwelling with a car parking space + requirements for non-residential development.	Direct	Development cost	Electric charging: £1,000 per unit houses £10,000 per block of 4 flats	No further comment.	Medium	AspinallVerdi experience from other studies
EV1	Landscape	New development has to protect landscape character + maintain identities of towns and villages/	Direct	Development cost / density	BCIS + external works	We have made standard density assumptions for development + any cost considered to be covered by BCIS / standard external works allowance.	Low	N/A
EV2	Green wedges	Policy about retaining green wedges - development which retains / enhances public access to green wedges supported.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
EV3	Areas of local separation	Policy to protect spaces between settlements.	Indirect	Land value	N/A	Indirect impact on property market for land by restricting supply.	Low	N/A
EV4	Charnwood Forest and the National Forest	Policy about protecting and enhancing the forests.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
EV5	River Soar and Grand Union Canal Corridor	Policy about protecting and enhancing the River Soar and Grand Union Canal corridor.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
EV6	Conserving and enhancing biodiversity and geodiversity	Requirement for ecology surveys and biodiversity and geodiversity assessments (where necessary). Net gain in biodiversity required.	Direct	Development cost	Same policy cost identified for DS1 . Net gain in biodiversity: £287 per unit (brownfield) £1,011 per unit (greenfield)	No further comment.	Medium	DEFRA
EV7	Tree planting	Policy to increase the number of trees in the Borough - developments must replace any removed trees with at least three new trees.	Direct	Development cost	10% external works (<74 dwellings) 20% external works (>75 dwellings)	Cost dependent upon site / scheme - assumed to be included in external works allowance.	Medium	Standard assumption

Charnwood Local Plan Policies Matrix

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
EV8	Heritage	Policy about conserving and enhancing historic environment.	Direct	Development cost	BCIS	BCIS is rebased to Charnwood and therefore reflects cost of developing in Borough in accordance with this policy. Also heritage assets (e.g. conservation areas) tend to have bespoke/higher values which off-set some of the design enhancements. Conservation and restoration projects would be subject to site-specific appraisal e.g. for Optimal Viable Use (under the NPPF).	Medium	Standard assumption
EV9	Open spaces, sport and recreation	Major developments supported where on-site open space, sport and recreation facilities provided; and / or off-site contributions. Spaces must be accessible + future management / maintenance responsibilities agreed before commencement.	Direct	Development cost / S106	10% external works (<74 dwellings) 20% external works (>75 dwellings) Borough Council S.106 (£3,000 per dwelling)	Considered to be a combination of external works and S.106 allowances to mitigate this policy. We have also made site coverage (density) assumptions based on the SHLAA.	Medium	Standard assumption + development monitoring evidence base
EV10	Indoor sports facilities	No specific requirements but development supported that provides financial contributions to provision of indoor sports facilities.	Direct	S106	Borough Council S.106 (£3,000 per dwelling)	No further comment.	Low	Development monitoring evidence base
EV11	Air quality	No specific requirements - developments expected to support aim to improve air quality.	No Impact	N/A	N/A	No further comment.	Not Applicable	N/A
INF1	Infrastructure and developer contributions	Development expected to contribute towards reasonable cost of on site, or off-site infrastructure to mitigate impacts of development.	Direct	Development cost / S106	10% external works (<74 dwellings) 20% external works (>75 dwellings) Off-site highways costs between £1,715-£2,485 per dwelling (depending on market area).	On-site infrastructure costs covered by external works allowance. All appraisals also include cost allowance for off-site highways improvements. Cost varies by market area and is based upon modelling work undertaken by Aecom.	Medium	Standard assumption + transport modelling study by Aecom.
INF2	Local and strategic road network	Transport assessment required and development expected to provide necessary sustainable transport and contribute towards reasonable cost of measures to mitigate cumulative impacts of the development strategy.	Direct	Professional fees / S106	7% professional fees allowance Off-site highways costs between £1,715-£2,485 per dwelling (depending on market area).	No further comment.	Medium	Standard assumption + transport modelling study by Aecom.

County Planning Obligations SPD

Policy Ref	Policy Name	Specific Requirements	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Where does this Impact in the Viability Appraisal	Financial Assumption / Metrics (£)	Further Comments on Policy and Assumption	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
Appendix 1	Adult Social Care & Health	Infrastructure for adult social care and health secured through planning contributions on a case by case basis.	Direct	S106	Other County S.106 allowance of £3,130-£3,700 per dwelling (depending on market area).	If there is a contribution then this would be covered by our S106 allowance.	Medium	Development monitoring evidence base
Appendix 2	Household Waste Recycling Centres & Waste Management	Contributions sought on developments of 10+ dwellings but no cost indication	Direct	S106	Other County S.106 allowance of £3,130-£3,700 per dwelling (depending on market area).	No further comment.	Medium	Development monitoring evidence base
Appendix 3	Education	Various contributions sought - see Policy	Direct	S106	County Education contributions: £6,048 per dwelling (Leicester Fringe), £5,811 per dwelling (Loughborough / Shepshed) and £6,862 per dwelling (Wider Charnwood)	No further comment.	High	Charnwood Borough Council
Appendix 4	Highways & Transportation	Travel plan on sites of 80+ dwellings - contribution may be required	Direct	Professional Fees / S106	7% professional fees + remainder in S106 pot (£3,130-£3,700 per dwelling (depending on market area)).	If there is a contribution then this would be covered by our S106 allowance.	Medium	Development monitoring evidence base
Appendix 5	Economic Growth	Case by case assessment - not considered applicable to residential	No Impact	N/A	N/A	N/A	Not applicable	N/A
Appendix 6	Library Services	Case by case assessment - where development creates a demand	Direct	S106	Other County S.106 allowance of £3,130-£3,700 per dwelling (depending on market area).	If there is a contribution then this would be covered by our S106 allowance.	Medium	Development monitoring evidence base
Appendix 7	Sports and Recreation	Case by case assessment, expectation that large schemes will contribute	Direct	S106	Other County S.106 allowance of £3,130-£3,700 per dwelling (depending on market area).	We have also factored in site coverage into our land value assessment.	Medium	Development monitoring evidence base
Appendix 8	Community Safety	Requires good design principles, may be circumstances where contribution sought	Direct	Development Cost	BCIS Median + 10% external works (<74 dwellings) BCIS Lower quartile + 20% external works (>75 dwellings)	Assumed to be in our build cost and external works allowance as similar requirements in local policy - if there is a contribution it would be captured through our S106 allowance.	Low	Standard assumptions
Appendix 9	Public Health	May be instances where S106 is required but no indication into quantum	Direct	S106	Other County S.106 allowance of £3,130-£3,700 per dwelling (depending on market area).	Assumed this is covered in our allowance for S106.	Medium	Development monitoring evidence base
Appendix 10	Notification Procedure for Planning Obligations	Requires schemes over 10 dwellings / 0.25 ha at 36 dph to notify for the case by case assessments	No Impact	N/A	N/A	Procedural policy.	Not applicable	N/A

Appendix 2 – Typologies Matrix

210202 Charnwood Typologies Matrix_v6 - Version Notes

Date	version	Comments
210202	v6	

Charnwood Local Plan Residential Typologies Matrix

Ref.	# Resl Units	Market Area	Site Typology	Development Density (dph) [1]	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Other County S106 [2]	County Education [2-1]	Off-Site Highways Costs [2.2]	Borough S106 [2.3]	Total S106 (£/unit)	DEFRA Biodiversity [3]	Sustainable Transport [4]	CIL - Baseline [5]	AH Target [6]	AH Basis [6]	AH Tenure Mix [6]:			Market Housing Mix [8]:							Affordable Rent Housing Mix [9]:						Affordable Intermediate Tenures Housing Mix [9]:						Cat. M4(2)	Cat. M4(3)		
																	On or off-site	Affordable Rent (% of AH)	Intermediate (% of AH)	Intermediate (% of total >10%) [7]	1B F	2B F	1B H	2B H	3B H	4B+ H	Total	1B F	2B F	1B H	2B H	3B H	4B+ H	Total	1B F	2B F	1B H	2B H			3B H	4B+ H
A	5	Leicester Fringe	Small Brownfield	40	0.13	0.31	£3,260	£4,890	£1,715	£3,000	£12,865	£287	£1,000	£0	0%	N/A	0%	0%	0%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	-	-	-	-	-	-	-	-	-	-	10%	0%		
B	15	Leicester Fringe	Small Brownfield	40	0.38	0.93	£3,260	£4,890	£1,715	£3,000	£12,865	£287	£1,000	£0	10%	On-site	50%	50%	5%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
C	20	Leicester Fringe	Medium Greenfield	30	0.67	1.65	£3,260	£4,890	£1,715	£3,000	£12,865	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
D	30	Leicester Fringe	Small Brownfield	40	0.75	1.85	£3,260	£4,890	£1,715	£3,000	£12,865	£287	£1,000	£0	10%	On-site	50%	50%	5%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
E	125	Leicester Fringe	Large Greenfield	35	3.57	8.83	£3,260	£4,890	£1,715	£3,000	£12,865	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
F	250	Leicester Fringe	Large Greenfield	35	7.14	17.65	£3,260	£4,890	£1,715	£3,000	£12,865	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
G	950	Leicester Fringe	Large Greenfield	35	27.14	67.07	£3,260	£4,890	£1,715	£3,000	£12,865	£1,011	£1,000 (Houses) £2,500 (Flats)	£0	30%	On-site	67%	33%	10%	-	-	5.0%	25.0%	45.0%	25.0%	100.0%	5.0%	5.0%	20.0%	40.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
H	15	Shepshed / Loughborough	Medium Greenfield	30	0.50	1.24	£3,130	£6,775	£1,780	£3,000	£14,685	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
I	15	Shepshed / Loughborough	Small Brownfield	40	0.38	0.93	£3,130	£6,775	£1,780	£3,000	£14,685	£287	£1,000	£0	10%	On-site	50%	50%	5%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
J	40	Shepshed / Loughborough	Medium Greenfield	35	1.14	2.82	£3,130	£6,775	£1,780	£3,000	£14,685	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
K	40	Shepshed / Loughborough	Small Brownfield	40	1.00	2.47	£3,130	£6,775	£1,780	£3,000	£14,685	£287	£1,000	£0	10%	On-site	50%	50%	5%	-	-	-	25.0%	55.0%	20.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
L	150	Shepshed / Loughborough	Large Greenfield	35	4.29	10.59	£3,130	£6,775	£1,780	£3,000	£14,685	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
M	250	Shepshed / Loughborough	Large Greenfield	35	7.14	17.65	£3,130	£6,775	£1,780	£3,000	£14,685	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
N	200	Shepshed / Loughborough	Large Brownfield (Flat Development)	125	1.60	3.95	£3,130	£6,775	£1,780	£3,000	£14,685	£287	£2,500	£0	10%	On-site	50%	50%	5%	40.0%	60.0%	-	-	-	-	100.0%	60.0%	40.0%	-	-	-	-	100.0%	60.0%	40.0%	-	-	-	-	100.0%	10%	0%
O	500	Shepshed / Loughborough	Large Greenfield	35	14.29	35.30	£3,130	£6,775	£1,780	£3,000	£14,685	£1,011	£1,000 (Houses) £2,500 (Flats)	£0	30%	On-site	67%	33%	10%	-	-	5.0%	25.0%	45.0%	25.0%	100.0%	5.0%	5.0%	20.0%	40.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
P	15	Wider Charnwood	Medium Greenfield	30	0.50	1.24	£3,700	£8,525	£2,485	£3,000	£17,710	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	20.0%	55.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
Q	15	Wider Charnwood	Small Brownfield	40	0.38	0.93	£3,700	£8,525	£2,485	£3,000	£17,710	£287	£1,000	£0	10%	On-site	50%	50%	5%	-	-	-	20.0%	55.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
R	50	Wider Charnwood	Medium Greenfield	35	1.43	3.53	£3,700	£8,525	£2,485	£3,000	£17,710	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	20.0%	55.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
S	125	Wider Charnwood	Large Greenfield	35	3.57	8.83	£3,700	£8,525	£2,485	£3,000	£17,710	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
T	250	Wider Charnwood	Large Greenfield	35	7.14	17.65	£3,700	£8,525	£2,485	£3,000	£17,710	£1,011	£1,000	£0	30%	On-site	67%	33%	10%	-	-	-	30.0%	45.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%
U	35	Borough Wide	Small Brownfield Flatted Scheme	150	0.23	0.58	£3,130	£6,775	£1,780	£3,000	£14,685	£287	£2,500	£0	10%	On-site	50%	50%	5%	40.0%	60.0%	-	-	-	-	100.0%	60.0%	40.0%	-	-	-	-	100.0%	60.0%	40.0%	-	-	-	-	100.0%	10%	0%
V	5	Borough Wide	Greenfield Rural Exception Site	20	0.25	0.62	£3,700	£8,525	£2,485	£3,000	£17,710	£1,011	£1,000	£0	100%	On-site	67%	33%	33%	-	-	-	20.0%	55.0%	25.0%	100.0%	-	-	25.0%	45.0%	25.0%	5.0%	100.0%	-	-	20.0%	35.0%	35.0%	10.0%	100.0%	10%	0%

Notes

- [0] Site density assumptions based on those used for SHLAA
- [1] Assumptions based on HDH study
- [2-2.2] Education and highways costs provided by Charnwood Council - we have used historic S.106 data to work out that education on average equates to 65% of County S.106 contributions. The 'other S.106' makes up the 100%.
- [2.3] Allowance to cover any Borough Council S.106s
- [3] Policy LP22 - Cost taken from Biodiversity Net Gain and Local Nature Recovery Strategies, 2019
- [4] Policy LP33 for electric charging vehicles - cost from experience elsewhere
- [5] No CIL currently adopted
- [6] Policy LP4 on affordable housing - note that tenure mix does not meet NPPF requirement
- [7] NPPF requirement for minimum 10% affordable home ownership
- [8] Mix based on latest needs assessment in accordance with Policy LP6 - note that the appraisal shows a blended affordable housing mix across tenures
- [9] M4 (2) and M4 (3) based on policy LP6



Appendix 3 – Land Market Review

Final Report

Land Value Paper (Appendix 3)



Charnwood Borough Council

September 2020

Private and Confidential

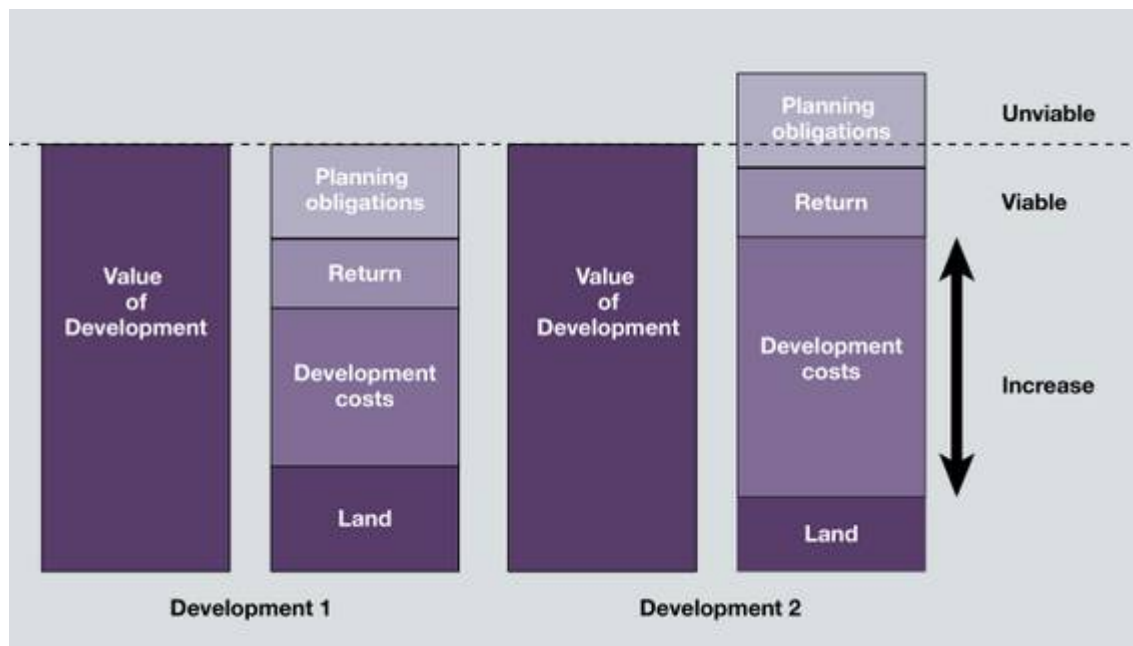
1 Introduction

- 1.1 As set out in section 4 of our Viability Appraisal report, the (benchmark) land value assumption(s) are fundamental in terms of plan viability. We set out below our approach to land values for the Viability Assessment, before reviewing land values across the District in order to inform our assumptions for the Benchmark Land Values (BLV) used in the appraisals.

Land Value Approach

- 1.2 In a development context, the land value is calculated using a residual approach – the Residual Land Value (RLV).
- 1.3 The RLV is calculated by the summation of the total value of the development, less the development costs, planning obligations, developers return/profit to give the land value. This is illustrated on the following diagram (see Figure 1.1).

Figure 1.1- Development Viability



Source: Royal Institution of Chartered Surveyors (RICS) Financial Viability in Planning, 1st edition Guidance Note (August 2012)

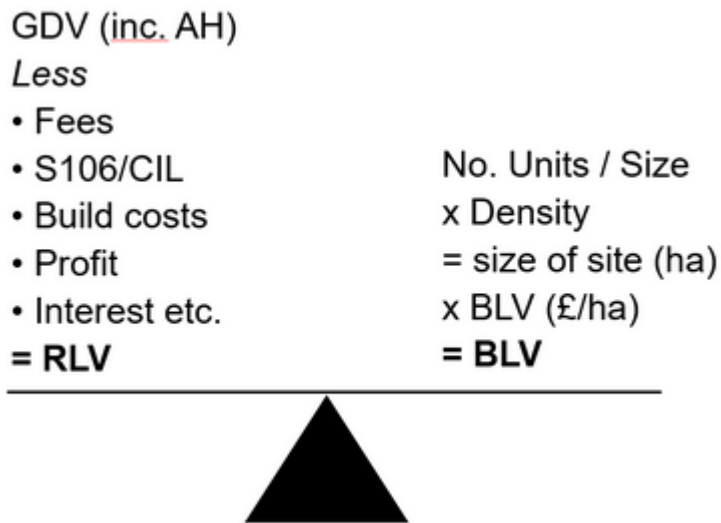
- 1.4 In Development 1 above, the value of the development less the development costs and planning obligations is sufficient to generate a sufficient return and land value – the scheme is fundamentally viable.
- 1.5 In Development 2, the development costs have increased such that the sum of the costs is greater than the value of the development – the scheme is fundamentally unviable.

- 1.6 In order to determine whether development is viable in the context of area-wide studies, the NPPF (February 2019) is silent on the requirements of landowners and developers¹. It now simply states that, ‘all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available’.²
- 1.7 The NPPG Viability provides guidance on the land values and particularly benchmark land values for the purposes of viability assessment:
- How should land value be defined for the purpose of viability assessment?
‘A benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner’. Paragraph: 013 Reference ID: 10-013-20190509
 - What factors should be considered to establish benchmark land value?
‘In plan making, the landowner premium should be tested and balanced against emerging policies’. Paragraph: 014 Reference ID: ID: 10-014-20190509
 - What is meant by existing use value in viability assessment?
‘EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development)’. Paragraph: 015 Reference ID: 10-015-20190509
 - How should the premium to the landowner be defined for viability assessment?
‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements’. Paragraph: 016 Reference ID: 10-016-20190509
- 1.8 The above PPG guidance is described in detail in the main report (section 2 – National Policy Context). The PPG does not provide any guidance on the quantum of premiums. One therefore has to ‘triangulate’ the BLV based on market evidence.
- 1.9 Hence for plans and schemes to be viable the RLV has to be tested against the benchmark which would enable sites to come forward – the Benchmark Land Value (BLV). This is illustrated on the following diagram.

¹ Previously paragraph 173 of the NPPF (2012) stated that ‘to ensure viability, the policy costs should provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable’.

² Paragraph 57, February 2019, Ministry of Housing, Communities and Local Government, National Planning Policy Framework

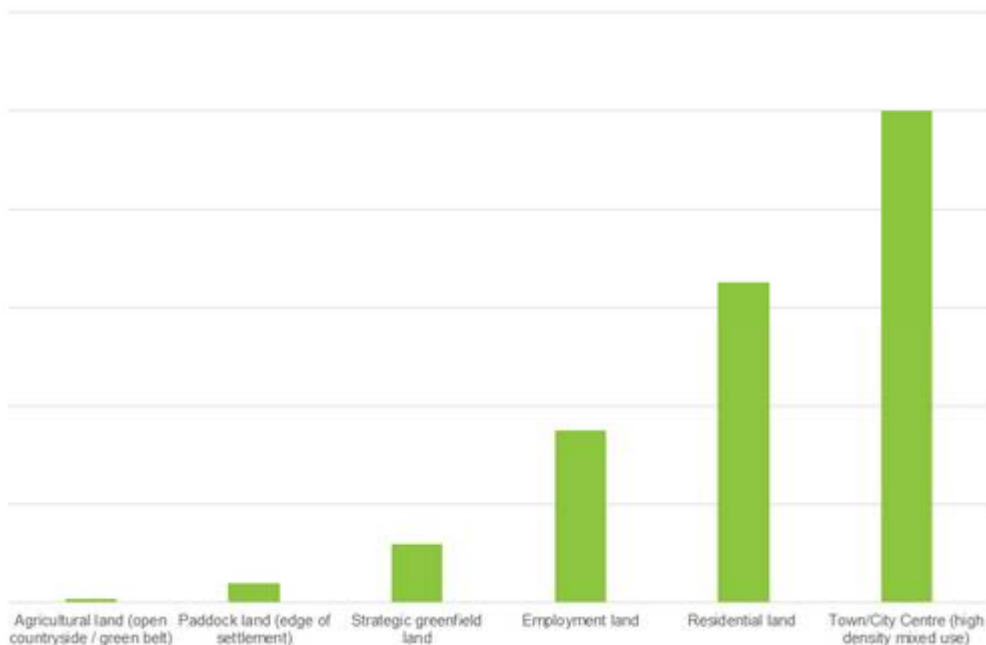
Figure 1.2 - Balance between RLV and BLV



Source: AspinallVerdi (© Copyright)

- 1.10 The fundamental question is, ‘*what is the appropriate BLV?*’ The land market is not perfect but there is a generally accepted hierarchy of values based on the supply and demand for different uses. This is illustrated on an indicative basis in the chart on the following page (Figure 1.3).

Figure 1.3- Indicative Land Value Hierarchy



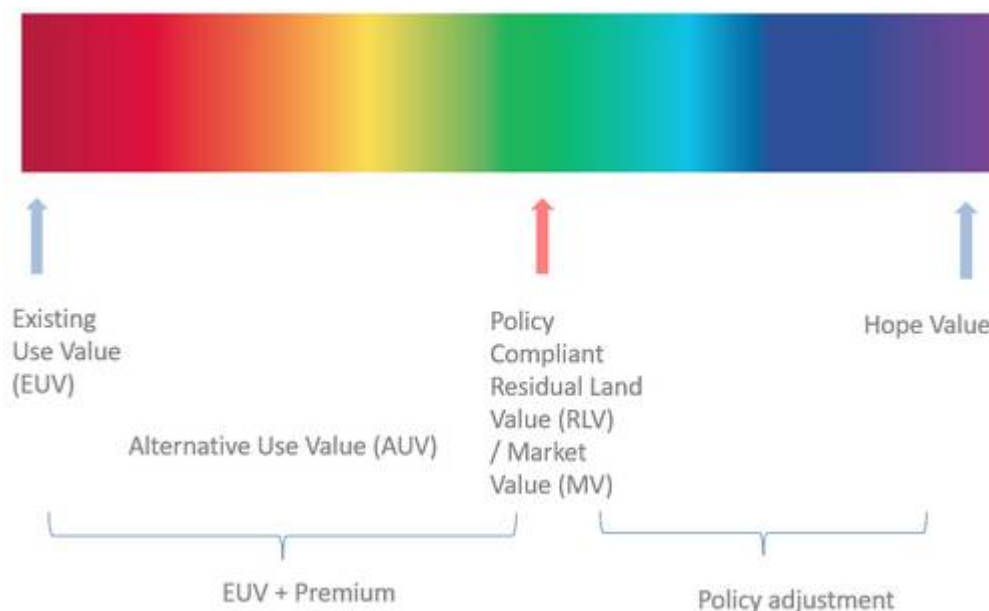
Source: AspinallVerdi (© Copyright)

- 1.11 Note that the value of individual sites depends on the specific location and site characteristics. In order for development to take place (particularly in the brownfield land context) the value of the

alternative land use has to be significantly above the existing use value to cover the costs of site acquisition and all the cost of redevelopment (including demolition and construction costs) and developers profit / return for risk. In a Plan-wide context, we can only be broad-brush in terms of the BLV as we can only appraise a representative sample of development typologies.

- 1.12 Note also that some vendors have different motivations for selling sites and releasing land. Some investors take a very long-term view of returns, where as other vendors could be forced sellers (e.g. when a bank forecloses).
- 1.13 Finally, 'hope value' has a big influence over land prices. Hope value is the element of value in excess of the existing use value, reflecting the prospect of some more valuable future use or development. The NPPG specifically states that hope value (and the price paid) should be disregarded from the EUV. However, hope value is a fundamental part of the market mechanism and therefore is relevant in the context of the premium.
- 1.14 Figure 1.4 illustrates these concepts. It is acknowledged that there has to be a premium over EUV in order to incentivise the land owner to sell. This 'works' in the context of greenfield agricultural land, where the values are well established, however, it works less well in urban areas where there is competition for land among a range of alternative uses. In an urban context, it begs the question EUV "for what use?" It is impossible to appraise every possible permutation of existing use (having regard to any associated legacy costs³)/ development potential.

Figure 1.4 - Benchmark Land Value Approaches



Source: AspinalVerdi (June 2019)

³ E.g. Existing buildings to be demolished and/or contamination requiring remediation.

- 1.15 In this context, the Harman report '*allows realistic scope to provide for policy requirements and is capable of adjusting to local circumstances by altering the percentage of premium used in the model. The precise figure that should be used as an appropriate premium above current use value should be determined locally. But it is important that there is [Market Value] evidence that it represents a sufficient premium to persuade landowners to sell*'.⁴
- 1.16 The HCA (now Homes England) Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) is the only source of specific guidance on the size of the premium. The guidance states:
- There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied. Benchmarks and evidence from planning appeals tend to be in a range of **10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value**.*⁵
- 1.17 The RICS provides a more market facing approach based on Market Value less an adjustment for emerging policy (say, 25%). This approach has also been endorsed in the Mayor of London CIL Inspectors Report (Jan 2012); Greater Norwich CIL Inspectors Report (Dec 2012); and the Sandwell CIL Inspectors Report (Dec 2014).
- 1.18 Greater emphasis is now being placed on the existing use value (EUV) + premium approach to planning viability to break the circularity of ever-increasing land values. Due to ever increasing land values (partly driven by developers negotiating a reduction in policy obligations on grounds of 'viability') we are finding that the range between existing use value (EUV) and 'Market Values' and especially asking prices is getting larger. Therefore (say) 20 x EUV and (say) 25% reduction from 'Market Value' may not 'meet in the middle' and it is therefore a matter of professional judgement what the BLV should be (based on the evidence). Our BLV's are set out in Table 6.1 – at the end of this paper.
- 1.19 In order to provide comprehensive analysis, we also set out a variety of sensitivities in terms of changes to profit and BLV assumptions – these are shown for each of the typologies on the appraisals appended (with an explanation of how to interpret the sensitivities in section 4 of the main Viability Assessment report).
- 1.20 The following paper and summary values are derived from our land value database which comprises circa 60 entries based on the existing evidence base, web-based research, agent research and stakeholder consultation.

⁴ Viability Testing Local Plans Advice for planning practitioners - Local Housing Delivery Group - Chaired by Sir John Harman (June 2012), page 29

⁵ HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions), August 2010, Transparent Assumptions v3.2 06/08/10

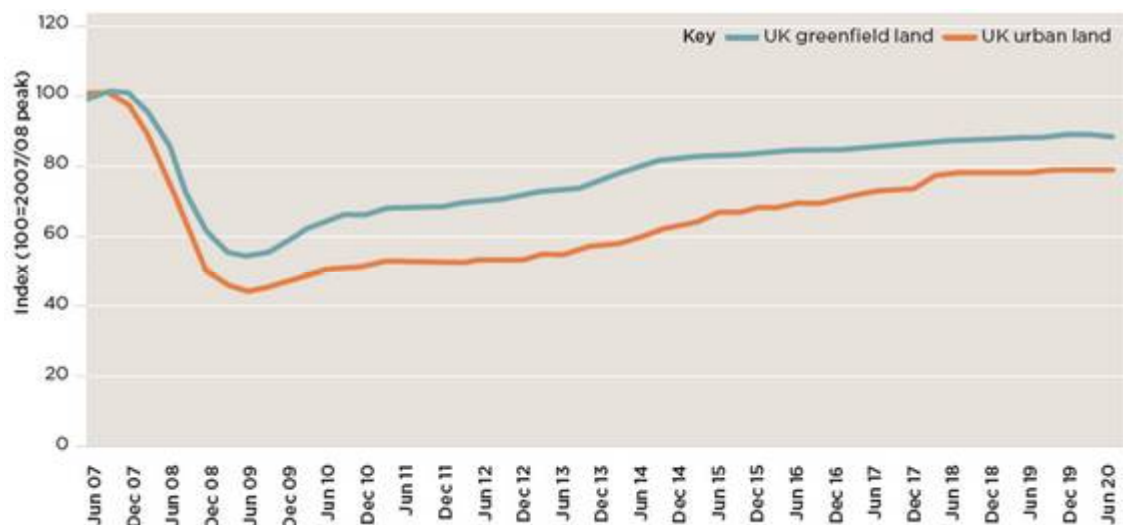
2 Land Values in the UK

2.1 This section provides some background context to development land values and agricultural land values at a national level.

Development Land

2.2 Figure 2.1 is taken from Savills Research on the residential land market in its Q2 2020 update. The headline is that land values have remained ‘relatively stable’ despite Covid-19, with greenfield land values falling 1.1% and urban (brownfield) land values falling 0.2% on the quarter. Despite the bigger fall, greenfield land values remain above brownfield land values and this is in keeping with the long-term trend⁶. However, the gap has since 2018/2019 become more marginal. This reflects some uncertainty in 2019 in relation to Brexit and in the lead up to the general election. It is also perhaps an indication of changes to the PPG highlighted above, placing a greater emphasis on Existing Use Values and premiums reflecting policy requirements, enabling developers to negotiate with landowners.

Figure 2.1 – UK Greenfield and Urban Residential Land Value Index



Source: Savills Research

2.3 Whilst land values remain stable, the impact of Covid-19 is unlikely to have fully fed through into the data as a result of a slowdown in the number of transactions. Looking at the graphic in more detail, it can be seen that the Global Financial Crisis (GFC) of 2007-2008 resulted in a drop of between 50-60 basis points to both greenfield and brownfield land.

⁶ However, it is not clear how urban land is defined and or how much remediation is required (vis-à-vis our Indicative Land Value Hierarchy chart above)

- 2.4 Land values for residential development land are linked to residential sales prices as developers will make assumptions in terms of house price in their development appraisals. Figure 2.2 shows that the UK House Price Index (HPI) (for all property types) over the same time period as Figure 2.1. The drop was around 20 basis points which is less significant than the drop in land values following the GFC. The recovery of house prices since the GFC has also surpassed at a national level the pre-GFC peak (as shown by the index) whilst land values still remain below.
- 2.5 The growth in the HPI is however, largely driven by London and the south east with prices in the regions more varied and generally hovering around the pre-recession peak - average house prices in Charnwood have surpassed pre-recession levels. Using the GFC as a proxy, if residential sales values fall, this would have a downside impact on land values.

Figure 2.2 - UK House Price Index (HPI)



Source: AspinallVerdi using Land Registry

- 2.6 In our opinion, land values have also hit a ‘ceiling’ in around 2017-2018. Since the Brexit referendum vote there has been ongoing political and economic uncertainty, followed by changes to the PPG on viability and now Covid-19.
- 2.7 All of these are factors that have will restrict development land value growth (both greenfield and brownfield), in particular: the economic challenges and risks of Covid-19; increased build costs due to labour shortages; supply chain issues but also increasing emphasis on sustainability to achieve carbon net zero by 2050. The impact of the cost of achieving net zero on land pricing was highlighted prior to Covid-19 in the Q4 2019 residential development land market update by Savills⁷.

⁷ Savills Research, Residential Development Land Q4 2019, page 2

- 2.8 In a brownfield context specifically, Covid-19 has accelerated the decline of the retail and leisure market, whilst posing a threat to the future of the office market. The impact is likely to increase vacancies and reduce rental and capital valuations which will feed into land pricing. As a result, there is likely to be increased opportunity for redevelopment in town and city centres, with landowners potentially forced to sell. Distressed sales is a trend picked up by Savills Research in their land market report⁸.
- 2.9 It is difficult to predict how the land market and pricing will react and this will have to be monitored moving forwards. If the experience of the GFC is used as an example, then we can anticipate a reduction in both greenfield and brownfield development land values. However, this may take some time to feed through into the market and data, with a reduced number of land deals taking place. Measures such as the furlough scheme which has prolonged employment may impact the economy and demand from house buyers as the scheme unwinds.
- 2.10 Despite these challenges, development market activity will continue as the Government sees the sector as a way of driving the economic recovery. There also remains a 'housing shortage' which will have only been exacerbated by development stalling through the pandemic. The Savills Research paper highlights a mixed response to land acquisitions from the sector at present. Housing associations are said to be acting more competitive using grant to support acquisitions. In comparison, some larger housebuilders are acting more cautiously and focusing on their committed pipelines whilst others such as Taylor Wimpey have raised £500 million of capital funding to finance acquisitions⁷.

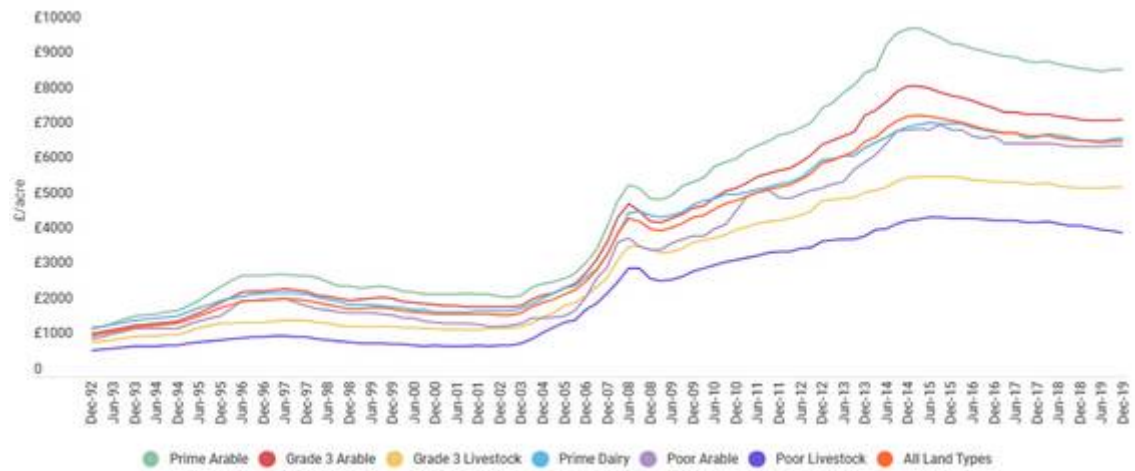
Agricultural land

- 2.11 Whilst understanding the development land market is important, with the changes to the PPG on viability as set out above in Chapter 1, exploring agricultural land values is equally as important to understand. This informs the Benchmark Land Value of greenfield allocations and 92% of the proposed allocated dwellings in the Draft Local Plan are on greenfield sites in Charnwood.
- 2.12 Figure 2.3 below shows the long-term trend in average agricultural land values by type. It shows that following a relatively small drop in the average price post GFC (by approximately £500 per acre), there was a sustained period of growth up to early 2015. At this point prime arable land achieved on average just short of £10,000 per acre. Since then has been on a slight negative trend with the average price for prime arable land at £8,715 per acre at the end of 2019.
- 2.13 According to Savills Research, this downwards trend has been influenced by weakness in commodity pricing during 2014 which started to drag average prices down. Then in 2016 the Brexit referendum vote resulted in material uncertainty over the future prosperity of UK

⁸ Savills Research, Residential Development Land Q2 2020, page 1

agriculture. Despite publishing its own UK agricultural and environmental policy changes in 2018, not much policy has been legislated and ongoing negotiations around an exit deal continue to slow the rural land market.

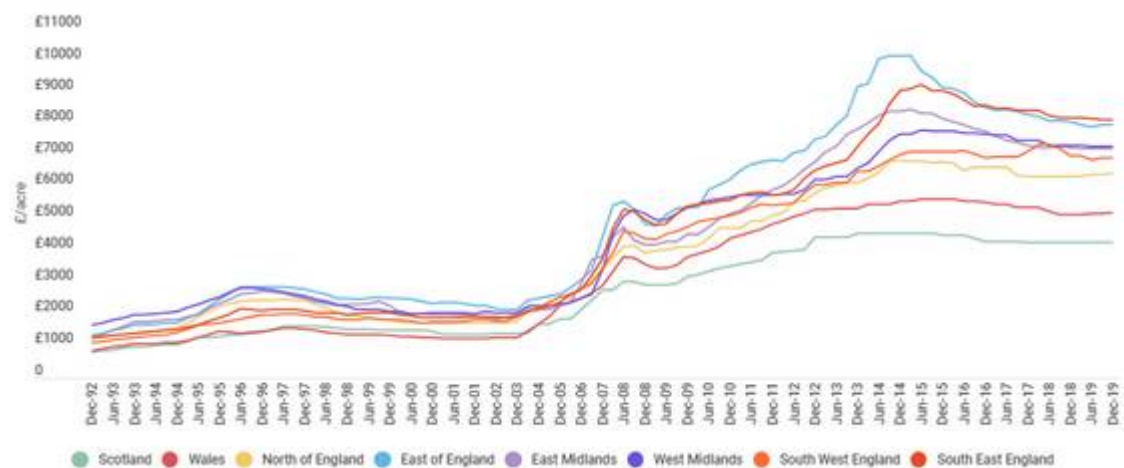
Figure 2.3 - Average Agricultural Land Values Per Acre (by land type)



Source: Savills Research

2.14 On a regional level, agricultural land values have been strongest in the South East and East of England at around £8,150 and £8,000 per acre respectively (as shown by Figure 2.4). This graph provides an overall average and does not distinguish between grade of land. However, it shows that on average agricultural land values in the East Midlands (i.e. including Charnwood) are behind the East and South East, around £7,225 per acre at the end of 2019 and broadly in line with the average price for the West Midlands.

Figure 2.4 - Average Agricultural Land Values Per Acre (by region)

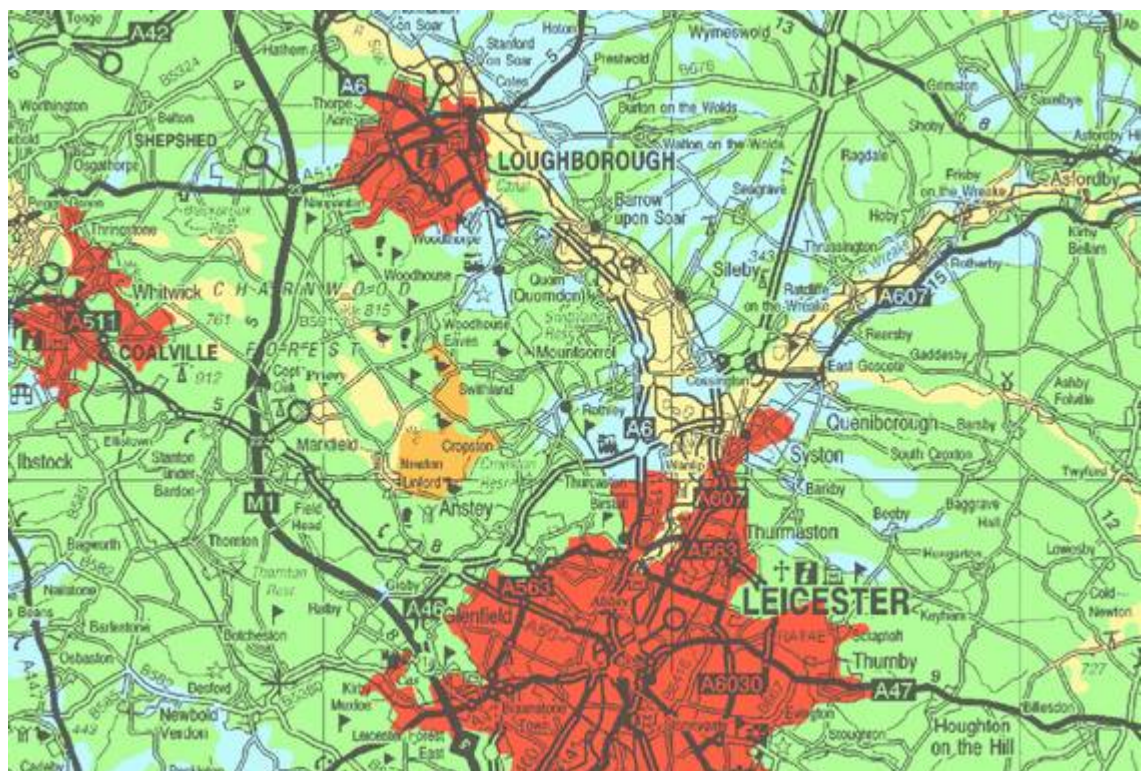


Source: Savills Research

2.15 Figure 2.5 below shows the quality of agricultural land in Charnwood which shows that generally the land is rated good to moderate (Grade 3) with some very good, Grade 2 land in parts of wider rural Charnwood. The only poor agricultural land is along the River Soar and River Wreake which we anticipate is a consequence of flooding issues.

2.16 If land is generally Grade 3, we can equate this back to the evidence presented above in Figure 2.3 and Figure 2.4. Grade 3 land nationally is on average between £7,000-£8,000 per acre. In the East Midlands, agricultural land values are on average £7,225 per acre. This would suggest an assumption within this range is appropriate.

Figure 2.5 - Agricultural Land Classification Map, East Midlands



Grade	Description	
1	Excellent	
2	Very Good	
3	Good to Moderate	
4	Poor	
5	Very Poor	
		Non-Agricultural Land
		Other land primarily in non-agricultural use
		Land predominantly in urban use

Source: Natural England

Impact of Covid-19 on Agricultural Land

- 2.17 As with development land, the graphics above do not yet provide any indication as to how the market will respond to Covid-19. Both Savills⁹ and Knight Frank¹⁰ cite a shortage in supply of land as an issue in terms of market constraint that means limited deals are taking place. Knight Frank indicate that Covid-19 may result in farmland being seen as attractive, safe investment which could stimulate demand and result in price growth akin to that post Global Financial Crisis. However, their optimism is curtailed by the uncertainty which remains around Brexit which forced the current downward trends shown in Figure 2.3 and Figure 2.4.
- 2.18 As with development land, the market will have to be closely monitored moving forwards but we consider it unlikely prices for agricultural land are going to increase significantly in the short to medium term. In the following chapter, we consider more regional and local evidence to inform our Benchmark Land Value assumptions for both greenfield and brownfield scenarios.

⁹ <https://www.savills.co.uk/property-values/rural-land-values.aspx>

¹⁰ <https://www.knightfrank.co.uk/research/article/2020-03-24-covid-rural-update>

3 Existing Evidence Base

3.1 The Affordable Housing Viability Assessment (HDH Planning & Development, 2019) is a useful reference point for land values in Charnwood given that this involved some consultation with the development industry. The table below summarises the assessment of Existing Use Values (EUV) for land.

Table 3.1 - HDH Existing Use Land Value Assumptions, 2019

Type	£ per hectare	£ per acre
Agricultural*	£20,000	£8,000
Paddock Land**	£50,000	£20,235
Industrial Land (i.e. brownfield sites)	£500,000	£200,000

*sites >0.5 ha (1.2 acres)

**sites <0.5 ha (1.2 acres)

Source: Affordable Housing Viability Assessment, HDH Planning & Development, 2019

3.2 Based on the evidence presented above in terms of agricultural land values nationally and regionally, an existing use value for agricultural land of £8,000 per acre is an appropriate assumption reflecting Grade 2-3 land. We note that locally to Charnwood, the following assumptions have been made for agricultural land values:

- Melton Borough - £7,500 per acre in 2016
- North West Leicestershire District - £7,500 per acre in 2016
- Harborough District - £10,000 per acre in 2016-17

3.3 Premiums tend to range between 10-15 times the EUV for greenfield sites. However, the premium must enable policy compliance and reflect abnormal costs in accordance with the PPG.

3.4 On brownfield sites, HDH applied a 20% uplift to the Existing Use Value of £200,000 per acre to get a Benchmark Land Value of £240,000 per acre. It is difficult to scrutinise this when there is a multitude of potential existing uses on brownfield sites. In general terms the £200,000 per acre is not an unreasonable assumption for brownfield land, but there could be sites where the existing buildings are redundant and therefore, the EUV is very low. Furthermore, where there are abnormal costs associated with redevelopment, then in our view, you would not anticipate a premium of 20%.

4 Agricultural Land Values

- 4.1 Agricultural land values will vary dependent upon a number of variables including access, water supply, topography and quality of soil / ground conditions. In determining a value per acre / hectare (ha) for agricultural land, we have searched CoStar for land sales and online databases for asking prices for land. The evidence which is discussed below indicates that agricultural land values are around £8,000 per acre which is in line with the national average reported by Savills but is moderately higher than the regional average at the end of 2019 (£7,225 per acre).

Agricultural Land Sales

- 4.2 We have identified ten transactions for agricultural land within and around Charnwood Borough. These are summarised in Table 4.1.

Table 4.1 - Agricultural Land Sales 2015 - 2020

Address	Transaction Date	Site Area (acres / ha)	Price Paid	£ per acre / £ per hectare
Land at Syerston, Nottinghamshire	01.12.17	76 / 30.76	£650,000	£8,553 / £21,134
Land at Great Dalby, Leicestershire	01.12.17	5.09 / 2.06	£40,000	£7,859 / £19,419
Land at Claypole, Newark, Nottinghamshire	01.11.19	2.50 / 1.01	£30,000	£12,000 / £29,653
Land at Normanton Lane / Stanford on Soar / Leicestershire Border, LE12 5PZ	01.09.17	107.31 / 43.43	£1,000,000	£9,319 / £23,027
Land at Coates, Redford, Nottinghamshire	01.08.19	46.24 / 18.71	£315,000	£6,812 / £16,834
Land at Gumley, Leicestershire	01.07.17	114.70 / 46.42	£1,050,000	£9,154 / £22,621
Land at Mountsorrel Lane, Sileby, Charnwood	01.07.17	6.20 / 2.51	£36,000	£8,506 / £14,348
Little Oaks Farm, Leicestershire	01.05.18	117.50 / 47.55	£950,000	£8,085 / £19,979
Land at Shelford, Wolvey, Leicestershire	01.04.19	48.87 / 19.78	£600,000	£12,277 / £30,338

Address	Transaction Date	Site Area (acres / ha)	Price Paid	£ per acre / £ per hectare
Land at South Leverton & Cottam, Nottinghamshire	01.01.19	2.58 / 1.04	£15,000	£5,814 / £14,367

Source: AVL '2009118 Charnwood Borough Council_Benchmark Land Value Database_v4

- 4.3 The lowest land value in our database is for a site which is subject to flooding issues and therefore, clearly this has influenced the price per acre achieved at £5,814 per acre. The highest land value relates to a sale of 48.87 acres (20 ha) of arable land in Wolvey, Leicestershire in an off-market deal in 2019 which is perhaps a reflection of the higher price. In total, there are only two data points above £10,000 per acre which indicates the assumption made by HDH was at the top-end of the range.
- 4.4 Generally, land values have been or are around the £8,500 per acre mark, the key comparables are considered to be:
- Grade 3 arable land totalling 61.97 acres (25 ha) at Redmile, Melton Mowbray is currently being marketed by Andrew Grainger & Co for £8,553 per acre
 - Arable land totalling 110.20 (44.6 ha) acres at Lings Farm, Eaton, Leicestershire is currently being marketed by Shoulder & Son for £7,532 per acre.
 - 46.24 acres (18.7 ha) of arable land at Coates, Retford, Nottinghamshire sold by Fisher German for approximately £6,800 per acre in 2019.
 - 117.50 acres (47.6 ha) of land at Little Oaks Farm was on the market with an asking price of approximately £8,000 per acre but sold in 2018 for below the asking price, between 10-20% meaning as low as £7,185 per acre was achieved.
 - 5.09 acres (2 ha) of arbale land at Great Dalby was sold in 2017 by Brown & Co for £7,859 per acre.
- 4.5 In light of this evidence, we believe that an EUV of £8,000 per acre is a robust starting point, particularly with evidence that deals have been done below this level and £7,500 per acre has been used in neighbouring authorities.

Paddock Land Values

- 4.6 We classify paddock land as small scale agricultural / 'pony paddock' land which is on the edge of an existing settlement and generally 1 acre (0.4 ha) in size. This type of land typically has 'hope value' attached, perhaps due to a lapsed extant planning permission or that the site (or a neighbouring site) has been identified as one with development potential.
- 4.7 We have found no evidence of agreed sales prices for paddock land having reviewed CoStar and therefore we only have regard to asking prices from online databases and local agents.

4.8 There are two paddock land sites that we are aware of currently being marketed which do not have planning permissions, but both of these are larger sites than a typical ‘paddock’:

- Land at Westhorpe, Willoughby-on-the-Wolds – a 2.75-acre (1.1 ha) site available for £120,000 (£43,500 per acre) – this site is currently under offer and benefits from direct gated access from Westhorpe and water feed, split into two inter-connecting paddocks with hedgerow perimeter.
- Land at Newton Harcourt, Harborough District – a 3.13-acre (1.3 ha) site situated on the edge of Newton Harcourt which benefits from mains water supply – a restrictive covenant is in place to capture uplift from granting of planning permission for development – this site is being marketed for £60,000 (£19,000 per acre).

4.9 Based on this evidence, the assumption of £20,000 per acre by HDH is considered reasonable. We do note that the majority of proposed greenfield allocations in Charnwood are on sites in excess of 1 acre (0.4 ha) and therefore would be more akin to ‘agricultural’ land values.

5 Residential Development Land Values

- 5.1 For the purpose of this research, residential development land is land which has either obtained planning permission or has outline planning consent for residential use and/or is allocated for residential development within the Council's adopted policy documents.
- 5.2 As with agricultural land, we have utilised CoStar and the Council's database for transaction-based evidence as well as the asking values of sites currently listed on Rightmove and local agent websites. We have analysed the data to establish a value per acre / hectare and a value on a per unit basis. We also analyse this evidence to assess the typical market values for residential land (greenfield and/or brownfield).
- 5.3 Careful consideration has to be given to whether the values are aspirational and / or may not represent policy compliant market values. It should be noted that within our database of evidence we have carried out background research wherever possible into the planning consent the site has, and whether that is policy compliant or not. More weight is given to evidence which is policy compliant. However, it is difficult to be certain that developers have not offered values (and landowners have not asked for values) which are not sustainable in planning policy terms and therefore challenge viability at detailed planning stage.
- 5.4 We also recognise that it is difficult to generalise what a 'typical' greenfield or brownfield residential development site is worth across a District given that all sites are unique. It is therefore important to reiterate that this is a Plan-wide study and thus the purpose of our research is to establish a suitable Benchmark Land Value for the respective typologies of development to be appraised, utilising both existing use and policy compliant market values for greenfield and brownfield land. The BLV does not mean that this is the price that all land has to transact in the District – it is simply the benchmark for Plan viability purposes.

Greenfield Sites

- 5.5 We have found evidence of fourteen transactions for residential development land on CoStar, the Land Registry and from the HDH Charnwood Viability Study 2019. We summarise these below and the evidences shows that land values (per acre) can vary quite significantly, reflecting the quality of the site amongst other factors. We discuss each data point individually:
- Land at Gynsill Court, Antsey, LE7 7AH – A 6.25-acre (2.5 ha) site with full planning consent for the erection of 43 dwellings with access from Gynsill Lane. This site sold for £900,000 (£144,000 per acre) in February 2017. The purchase price was quoted in a viability report for the site that agreed 21% affordable housing as viable. Whilst not fully

policy compliant¹¹, it is useful evidence that around £140,000 per acre is an acceptable land value.

- Land Adjacent to Gynsill Court, Antsey – A site of 7.36 (3 ha) acres with full approved planning consent for the erection of 57 dwellings with associated access, open space, landscaping and construction of noise attenuation bunds. It transacted at £768,000 (£104,000 per acre) in February 2017 and was approved on the basis of 0% affordable housing and £275,000 of S106 payments (£4,824 per unit). Whilst not policy compliant, it still is a useful piece of evidence as it demonstrates what landowners are willing to sell at.
- Land off Cropston Road, Antsey – at 10.67 acres (4.3 ha), this site has outline planning consent for the erection of up to 70 residential dwellings including highways alterations. This site transacted at £3,000,000 (£281,000 per acre) in October 2015. The site is policy compliant with 30% affordable housing and S106 payments upwards of £400,000 (£5,886 per unit). This is evidence that policy compliant development can generate a land value with a high premium over the EUV of agricultural land.
- Hamilton Lane, Barkby Thorpe – a large urban extension site totalling 44.7 acres (18 ha) sold in January 2014 for £223,600 per acre. This site had planning permission for 320 dwellings on a policy compliant basis. This is evidence that policy compliant development can generate a land value with a high premium over the EUV of agricultural land.
- Land off Melton Road, Barrow-upon-Soar – a large 36.8-acre (14.9 ha) greenfield site with planning permission for 291 dwellings including 25% affordable housing was sold in 2016 for £27,175 per gross acre and £48,650 per net acre. The low land value reflects some of the site-specific constraints including the need for two roundabouts as well as a large area of open space for drainage and play area. Whilst not fully policy compliant, it is evidence that landowners are willing to accept a much smaller premium if the site is constrained.
- Land at 95 Nottingham Road, Barrow-upon-Soar – a 9.5-acre (3.8 ha) greenfield site with planning permission for 71 dwellings was sold in 2016 for £236,500 per acre on a policy compliant basis. This is a high-quality development providing a large amount of open space and is an example of the type of land value that can be generated on a policy compliant basis.
- Land at Ling Road, Loughborough – a 25-acre (10.1 ha) greenfield site with reserved matters planning permission, on the edge of Loughborough towards Barrow-upon-Soar sold for £420,000 per acre on a policy compliant basis in 2015. This is evidence that development can generate high land values on the edge of Loughborough on a policy compliant basis.
- Land off Barkby Road, Queniborough – a greenfield site totalling 16.3 acres (6.6 ha) sold with outline planning consent for the erection of up to 165 residential dwellings and

¹¹ Policy compliance in terms of the percentage of affordable housing secured based on current policy

associated works for £1,651,000 (£101,000 per acre) in June 2015. This shows that landowners are willing to accept a premium of around 10-13 times agricultural EUV to enable policy compliant development.

- Land at Linkfield Farm, Rothley – a development site of 6.17 acres (2.5 ha) benefiting from a policy compliant outline planning consent for 45 residential dwellings with associated open space, access, infrastructure and landscaping. It sold for £1,825,000 (£295,000 per acre) in December 2016 and is further evidence that policy compliant development can generate a land value with a significant premium over agricultural EUV.
- Land at Peashill Farm, Sileby – 23.72 acres (9.6 ha) of greenfield development land with outline planning consent for the erection of up to 170 residential dwellings with associated open space, landscaping and the conversion of existing farm buildings. This site sold for £1,000,000 (£42,000 per acre) in April 2014 prior to securing outline permission on a policy compliant basis. This is evidence of some hope value above agricultural land value.
- Land off Hathern Road, Shepshed – this large site at 21.99 acres (8.9 ha) was sold with the benefit of policy compliant planning consent for the erection of up to 270 residential dwellings in May 2017 for £6,951,000 (£257,368 per gross acre / £315,000 per net acre). This shows that policy compliant development land can generate a premium over agricultural EUV. We do note that the S.106 contributions totalled £1,688 per unit which is relatively low.
- Land at Oakley Road & Hallamford Road, Shepshed – a development site of 5.18 acres (2.1 ha) with outline planning consent for the erection of approximately 33 residential dwellings on a policy compliant basis. The site was sold for £700,000 (£135,135 per acre) in October 2016 and is useful evidence for Benchmark Land Value purposes.
- Land at 183 Seagrave Road, Sileby, LE12 7NH – a 29.21-acre (11.8 ha) site sold with outline planning consent for the erection of up to 195 residential dwellings on a policy compliant basis. It sold for £7,305,000 (£250,000 per acre) in May 2019. This is useful evidence of policy compliant development land values in wider Charnwood.
- Land at Seagrave Road, Sileby – this is another large 24-acre (9.7 ha) site which was sold with outline planning permission for 134 dwellings on a policy compliant basis in 2014 for £209,000 per net acre.

5.6 In terms of asking prices, we have identified four sites with planning for residential development that are being marketed for sale. We summarise these below, however it should be stressed that the data is less useful than the transactions listed above because they are primarily smaller sites which are not comparable to the majority of the proposed allocations in the Charnwood Local Plan. Furthermore, the evidence is of asking prices and therefore, prices could be aspirational. Notwithstanding that, we have identified the following:

- Land at Main Street, Nailstone – a 1-acre (0.4 ha) greenfield site with full planning permission for up to 6 dwellings. It is being marketed for £700,000 equating to around £700,000 per acre. The site is not located within Charnwood (it is situated in neighbouring Borough of Hinckley & Bosworth) and is below the small site threshold meaning no affordable housing is required. The small size of the site also inflates the value per acre / ha, as such we have not given it much weight when forming our opinion of land value.
- Land at Newbold Road, Barlestone – This site has full planning consent for the construction of 4 pairs of semi-detached dwellings. It is being marketed for £750,000. This site is below the small sites threshold so we do not consider it to be particularly comparable, even for our smaller site typologies.
- Land at Swepstone Road, Heather, Coalville – A small development site with outline planning consent for the construction of 3 dwellings. This site is being marketed for £495,000 – again, this site is below the small sites threshold and is not comparable to larger development sites.
- Land at Bardon Road, Coalville, Leicestershire, LE67 – A small development site that has full planning consent for 10 detached and semi-detached dwellings, it is being marketed for £775,000. This site is also below the small sites threshold so it has had little impact on our opinion of land value.

5.7 From the above evidence, we draw some key conclusions:

- Policy compliant development land has sold for as low as £50,000 per net acre. The lowest cluster of land values are around £100,000-£150,000 per acre. The majority of evidence shows that sites have been sold on a policy compliant basis for in excess of £200,000 per acre.
- Policy compliant development land values per unit or dwelling do not exceed around £50,000 per unit, but can be as low as around £10,000 per unit.

Brownfield Sites

- 5.8 For plan-viability studies, arriving at a brownfield land value is challenging given the numerous variables (e.g. existing use, site clearance costs and/or historic legacy costs) which influence the value of brownfield development land.
- 5.9 We have 13 data points for brownfield land, underutilised land and mixed brownfield / greenfield sites in and around Charnwood. The prices vary significantly from £200,000 per acre to prices in excess of £1 million per acre.
- 5.10 There is one site in Loughborough which comprises of a 400 sqm (4,300 sqft) leisure centre (Pinfold Gate marketed by Lambert Smith Hampton) which is available for in excess of £3 million per acre (or £2,379 per square metre / £221 per square foot capital value). This is marketed with

residential development potential, subject to planning and it is not clear whether the price is policy compliant. The land value on a per acre basis is driven by the site being only 0.11 hectares / 0.29 acres. The marketing particulars indicate that up to 40 units could be delivered on site (over 300 dwellings per ha), which indicates a land value of £23,750 per dwelling. This is a more appropriate figure for comparison purposes than the £3 million per acre.

- 5.11 We are also aware that the former Ashmount Special Education School, Beacon Road (a 1.85-acre site) was sold with reserved matters planning consent for the erection of 30 residential dwellings (policy compliant) for £1,550,000 (£838,000 per acre) in November 2017. This is a small site, but on a per unit basis the acquisition price equated to £51,666 per unit and is strong evidence that policy compliance can be achieved on brownfield sites.
- 5.12 The strongest information we have, is from a site-specific viability assessment for land at 129 Cropston Road, Antsey, Leicestershire, LE7 7BR. The brownfield site including industrial premises was sold subject to planning permission for 46 residential dwellings in 2018. The agreed level of affordable housing was only 2%, but there were in excess of £200,000 per acre of abnormal costs. We are not clear on whether these constraints were reflected in the Benchmark Land Value. However, we note that the residual land value in the appraisal from the applicant which showed that 2% affordable housing was viable, equated to £250,000 per acre. This indicates that the landowner was willing to accept this land value. As this did not achieve full policy compliance (albeit, was accepted through the site-specific viability process) – we do not consider a value in excess of £250,000 per acre (inclusive of a premium) can be justified and we this supports the £200,000 per acre figure proposed by HDH in their 2019 study.
- 5.13 In terms of asking prices for brownfield land with residential development value we have discovered three sites.
- The Former Hollybush Inn, Swadlincote – a small 0.55-acre site with full planning consent for the conversion of the former Hollybush Inn into two spacious cottages and the erection of three new detached family homes. The planning permission is agreed for the conversion and development of approx. 10,000 square gross internal area across five plots with a Gross Development Value of c.£2,350,000. This site is being marketed for £650,000 (£1,181,618 per acre). Since this site is below the small sites threshold and the small site size makes the land value per acre very high we have not given this site much consideration when developing our opinion of land value.
 - Land at Stamford Street, Glenfield – a very small site at just 0.016 acres (0.006ha), this site has full planning consent for the construction of 4 one-bedroom flats. It is being advertised for £115,000. We do not believe this site is comparable for local plan purposes as it is below the small site threshold.

- Land for sale at Church Lane, Whitkirk, Coalville – a small in-fill site with outline planning consent for the construction of 3 dwellings on the back of an existing row of houses. This site is being marketed for £225,000 but is below the small sites threshold and therefore we have not given it much weight when coming to an opinion of land value.
- 5.14 There is limited evidence of brownfield development land in terms of sales or asking prices. In our opinion, the site-specific viability evidence helps justify the £200,000 per acre assumption made by HDH in the Affordable Housing viability study in 2019.
- 5.15 In terms of the premium, we consider that 5% is an appropriate starting point. When we have appraised our brownfield typologies, we have analysed the residual land value generated and reported the premium over the EUV of £200,000 per acre. Fundamentally, the premium is driven by the site-specific characteristics and constraints; and whether the development is complying fully with policy but we have used 5% as this covers fees relating to disposals.

6 Benchmark Land Value Assumptions

- 6.1 The table below summarises our Benchmark Land Value (BLV) assumptions for plan making purposes. The gross to net assumptions is driven by the Strategic Housing Land Availability Assessment¹² that states that sites of 0.4-2.0 hectares have a gross to net ratio of 82.5% and sites between 2-35 hectares have a ratio of 62.5%. This has been reflected following comments made as part of our stakeholder consultation event on the 30th September.

Table 6.1 – Benchmark Land Value Assumptions

Typology	EUV				Uplift x [X] x [Y]%	BLV	
	(per acre) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)		(per acre) (net dev.) (rounded)	(per ha) (net dev.) (rounded)
Agricultural Land - Medium Greenfield (11-74 dwellings)	£8,000	83%	£9,697	£23,961	12.5	£120,000	£296,520
Agricultural Land - Large Greenfield (>74 dwellings)	£8,000	63%	£12,800	£31,629	12.5	£160,000	£395,360
Brownfield Land - Small / Large Sites	£200,000	100%	£200,000	£494,200	5.0%	£210,000	£518,910
Rural Exception Sites						£10,000 per plot	

Source: AspinallVerdi (200918 Charnwood Borough Council_Benchmark Land Value Database_v4)

- 6.2 **It is important to note that the EUVs/ BLV's contained herein are for 'high-level' Plan / CIL viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). It is important to emphasise that the adoption of a particular BLV in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications. Where sites have obvious abnormal costs, these costs should be deducted from the value of the land. The land value for site specific viability appraisals should be thoroughly evidenced having regard to the EUV of the site (as is best practice in the NPPG). This report is for plan-making purposes and is 'without prejudice' to future site-specific planning applications.**
- 6.3 **Furthermore, we are not saying that land can only be acquired in the District for these EUVs/ BLV's. As the appraisals show there is often a surplus between the RLV and BLV which could be put to a stronger land bid or retained as profit. Conversely, if a site has high abnormal costs then then land may be worth less than the BLV presented. Furthermore, the sensitivity scenarios show the impact on the surplus (i.e. difference between RLV and BLV) for various levels of BLV and profit (%).**

¹² https://www.charnwood.gov.uk/pages/strategic_housing_land_availability_assessment

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Appendix 4 – Residential Market Paper

Residential Market
Paper

Charnwood Local Plan Viability Study



Charnwood Borough Council

September 2020

Private and Confidential

1 Residential Market Review

1.1 This report provides the background to the value assumptions made in appraising the residential development typologies set out in the main report. The purpose of the overarching study is to test the viability implications of the Draft Charnwood Local Plan 2019-37 which will replace and extend the period covered by the Charnwood Core Strategy adopted in November 2015.

1.2 The structure of this paper is as follows:

2) National and Regional Market Overview	Provides an assessment of the current residential market in a National and Regional context.
3) Existing Evidence Base	Provides a review of the existing market evidence from previous studies and reports in respect of development viability in Charnwood.
4) New Build Achieved Values	Provides an assessment of new build achieved values across the Borough. The market assessment is based on industry recognised published data from the Land Registry and the Energy Performance Certificate (EPC) Register.
5) New Build Asking Prices	Provides an assessment of asking prices for new build properties. The market assessment is based on published data from Rightmove/Zoopla and developer's websites. Whilst we have placed more weight on the transactional evidence base, we have also considered current asking prices to inform our sales value assumptions.
6) Residential Value Assumptions	Based on our assessment of the residential market, we set out our value assumptions for the different development typologies to be tested across the market areas identified in Charnwood.
7) Affordable Housing Transfer Values	Provides a review of existing evidence which will inform our transfer values assumptions for S106 affordable housing.

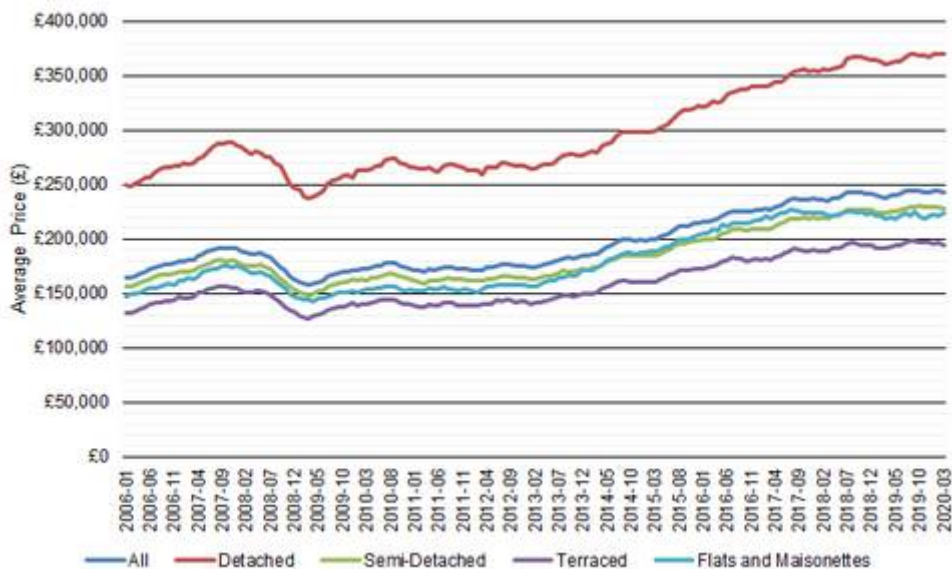
2 National and Regional Market Overview

- 2.1 The RICS publishes a regular UK residential market survey¹ providing an overall opinion of the direction that the residential market is taking, along with commentary from surveyors across the regions. The July 2020 publication provided the following summary:
- All activity metrics point to a significant pick-up in July.
 - The headline price growth indicator moves out of negative territory for the first time since March.
 - Respondents envisage sales slowing at the twelve-month horizon due to the difficult economic climate.
- 2.2 It is important to state that these headlines follow a hiatus in the property market as a result of the Covid-19 pandemic which halted sales and lettings. The RICS state that this month's survey signals the ongoing recovery in the sales market with it gaining further momentum in July. With regards to new buyer enquiries, a headline net balance of +75% of survey participants noted an increase over the month. Furthermore, new instructions listed onto the sales market also rose with a net balance of +59% respondents reporting a rise from +41% in June.
- 2.3 Looking ahead, the RICS states that near term expectations are signalling continued growth in sales at the headline level over the next three months with a +26% of contributors anticipating an increase.
- 2.4 In terms of house prices, the RICS states that the price growth moved out of negative territory for the first time since March (i.e. when the UK went into 'lockdown') with a net balance of +12% of respondents reporting an increase in house prices during July, up from -13% in June.
- 2.5 In the lettings market, the RICS noted a recovery in tenant demand over the three months to July (seasonally adjusted quarterly) with a net balance of +35% respondents reporting a recovery denoting a sharp rebound from the -44% reported in the previous quarter. A net balance of +6% respondents reported a pick-up over the survey period. Although only marginally positive, this is the first occasion since 2016 in which the flow of landlord instructions has reportedly improved.
- 2.6 Looking backwards and more historically at long-term trends, Figure 2.1 shows that England and Wales experienced strong house price growth leading up to the 2007/08 financial crisis. Following the financial crisis average prices fell by around 19%. Since 2009 average prices have been steadily increasing as the market recovered from the crash, this was at first driven by strong house price growth in London and the south east. House price growth and recovery in the regions has been more varied and nuanced, with some areas performing better than others.

¹ July 2020: UK Residential Market Survey RICS

2.7 Average prices in England and Wales are now in excess of their 2007/08 peak (£192,235) at £243,269 equating to a 27% increase in values.

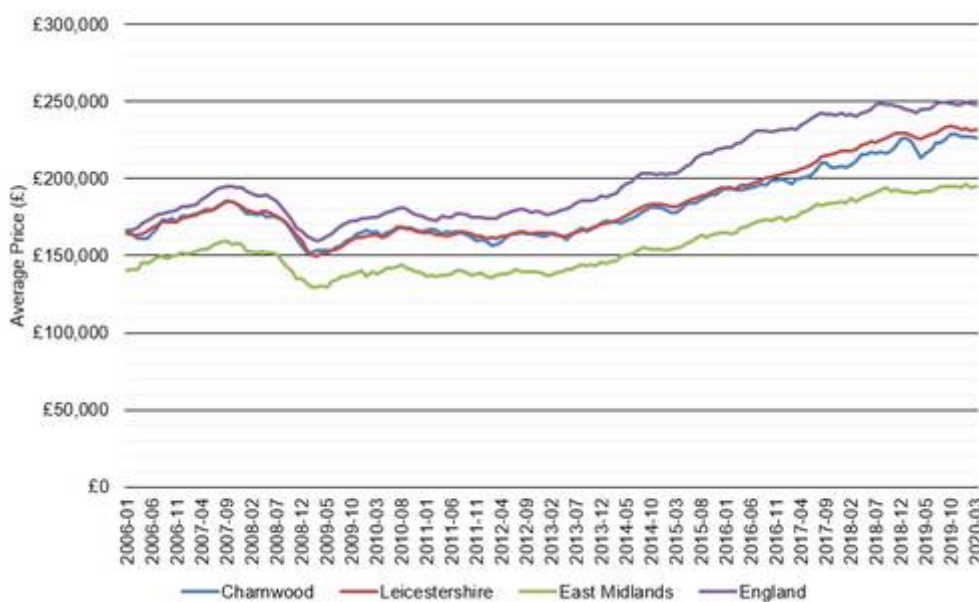
Figure 2.1 - Average House Prices in England and Wales



Source: UK House Price Index (August 2020)

2.8 Figure 2.2 shows that average prices in Charnwood and Leicestershire are closely aligned and stronger than the wider East Midlands. However, average growth has been slower in the recovery from the financial crisis compared to the average for England.

Figure 2.2 - Average Prices Since 2006 (All Property)



Source: UK House Price Index (August 2020)

- 2.9 Following the 2007/08 peak, average prices fell by around 18% in Charnwood and Leicestershire. As of August 2020, across all property types in Charnwood and Leicestershire average house prices were £226,389 and £231,836 respectively, and are in excess of their 2007/08 peaks of between £185,000 - £186,000.
- 2.10 As we are currently experiencing an economic downturn, the graphs presented above and the impact of the financial crisis is an interesting comparator. However, Covid-19 is more of an unprecedented situation and was not property and financially induced like the 2007/08 crisis.
- 2.11 The positive market indicators referenced above from the July market survey, have been stimulated through short-term changes to stamp duty, as well as pent up demand following a period of forced market inactivity. These conditions are unlikely to continue in perpetuity and there is certainly more caution in the market looking forwards, with concerns around continued loss of employment and tighter lending from mortgage providers. This could result in weaker market demand and subsequently, weaker house price growth.
- 2.12 The market evidence presented in this report will primarily be from sales that took place before Covid-19. The current market circumstances mean the sensitivity analysis on value assumptions are going to be important, particularly on the downside, in order to ensure the recommendations are future proof.

3 Existing Evidence Base

- 3.1 We have undertaken a review of the existing evidence base in relation to the residential property market and residential development. This provides a contextual overview of the local market.

Charnwood Local Plan Viability Study 2014

- 3.2 This study was prepared by DTZ (now Cushman Wakefield) in 2014 and made the sales value assumptions set out in Figure 3.1 - Sales Value Assumptions (2014). This identified Shepshed as the lowest value area, along with parts of Loughborough. Rural areas of the district were higher in value with sites on the edge of Loughborough also seen as being amongst the higher value areas of the District.

Figure 3.1 - Sales Value Assumptions (2014)

	Rural		Shepshed Infill	Loughborough		
	Prime	Other		Edge	Higher value infill	Lower value infill
£ psf	230	190	165	200	185	170
£ psm	2,476	2,045	1,776	2,153	1,991	1,830

Source: Charnwood Local Plan Viability Study, 2014, page 29

- 3.4 The study also differentiated assumptions in terms of net sales area and densities depending on the location of development.

Figure 3.2 - Unit Size and Density Assumptions (2014)

	Prime value	Prime rural	Mid value	Lower value
Density (dph²)	35	30	35	37
Net sales area sqft	1,025	1,200	1,025	975
Net sales area sqm	95	111	95	90.

Source: Charnwood Local Plan Viability Study, 2014, page 30

² Dwellings per hectare

Charnwood Affordable Housing Viability Assessment 2019

3.5 This study was prepared by HDH Planning & Development in 2018 and was published early in early 2019. This study changed the approach to development typologies and value zones to try and simplify the assessment.

3.6 HDH identified the following development scenarios that were reflective of future development.

Figure 3.3 - HDH Development Scenarios

Development typology	Comment
Larger brownfield sites	Values not driven by location in the district but the specific nature of the scheme which is higher density townhouses in urban locations with less desirable environs.
Smaller brownfield sites	As with larger brownfield sites, values not driven by location but nature of the scheme. Values slightly slower than for large brownfield sites as HDH assumed larger schemes could create a better 'sense of place'.
Urban flatted schemes	100% flatted schemes on brownfield sites in urban centres.
Large greenfield sites	Large greenfield sites in excess of 200 units likely to be on the edge of settlements with multiple sales outlets.
Medium greenfield sites	Greenfield sites between 20-200 units likely to be developed by a single developer.
Small greenfield sites	Developments in smaller settlements in the countryside – a premium value is applied for these schemes.

Source: AspinallVerdi referencing HDH Planning and Development Charnwood Affordable Housing Viability Assessment, January 2019, page 55-56

3.7 HDH used the above and three broad market / value areas which were:

- Leicester Fringe – larger greenfield urban extensions
- Loughborough / Shepshed – both town centres and greenfield sites on the edge of settlements
- Wider Charnwood - remaining areas in the Borough, including villages and remaining settlements

3.8 Following consultation with the industry, the following assumptions with regards to sales values were made (please see Table 3.1).

Table 3.1 - Sales Value Assumptions (September 2018)

Development typology	Leicester Fringe	Loughborough / Shepshed	Wider Charnwood
Larger brownfield sites	N/A	£2,750	N/A
Smaller brownfield sites	N/A	£2,500	£2,800
Urban flatted schemes	N/A	£2,450	N/A
Large greenfield sites	£2,900	£2,850	£3,000
Medium greenfield sites	£2,900	£2,850	£3,000
Small greenfield sites	N/A	N/A	£3,250

Source: HDH Planning and Development Charnwood Affordable Housing Viability Assessment, January 2019, page 57

- 3.9 These value assumptions are a useful starting point for use to build upon. In the remainder of this report, we set out our own market research and describe our approach and assumptions.

4 New Build Achieved Values

4.1 This section sets out our analysis of new build sales in the Charnwood.

Approach

4.2 We have carried out a market review of new build achieved values within the Charnwood between August 2016 and August 2020³. This data does not capture any sales for new build houses since the housing market was restarted following the national lockdown as a result of Covid-19. This is because there is a time-lag in the Land Registry uploading data of around 3-months meaning that any sales post-lockdown have not fed through the system.

4.3 This assessment has been based on a detailed analysis of the Land Registry new build achieved values, cross-referenced, on an address-by-address basis (approx. 1,940 transactions) to the floor areas published on the EPC (Energy Performance Certificate) database in order to derive the achieved values (£ per square metre). This gives a good baseline for comparing the values across the District and by each house type on a value per square metre (£ psm) basis. This is also consistent with the build cost rates £ psm from the BCIS.

4.4 We have removed extremely high values and 'one-off' properties from the dataset – to focus on the 'typical' new build units and to avoid skewing the results.

4.5 The Land Registry data for new build achieved values contains a 'PPD Category Type' which is defined on the gov.uk website as:

"Indicates the type of Price Paid transaction"

A = Standard Price Paid entry, includes single residential property sold for full market value.

B = Additional Price Paid entry including transfers under a power of sale/repossessions, buy-to-lets (where they can be identified by a Mortgage) and transfers to non-private individuals.

*Note that category B does not separately identify the transaction types stated. HM Land Registry has been collecting information on Category A transactions from January 1995. Category B transactions were identified from October 2013."*⁴

4.6 For the purposes of this research, we have excluded new build achieved data that falls under category B as the transactions consistently presented discounted transfer values to those provided under category A, therefore not providing a reflection of the true full market value.

³ All 27 sales in 2020 were registered prior to the national lockdown as a result of Covid-19

⁴ Price Paid Data Guidance, 14th August 2014 (<https://www.gov.uk/guidance/about-the-price-paid-data>)

4.7 We have analysed the data using the broad market areas identified by HDH Planning and Development, which were:

- Leicester Fringe – includes evidence from schemes in Hamilton, Thurmaston and Syston.
- Loughborough / Shepshed – includes evidence from schemes in the urban centres and on the fringes of both settlements.
- Wider Charnwood - remaining areas in the Borough, including sales from Anstey, Barrow-upon-Soar, Hathern, Queniborough, Quorn, Mountsorrel, Rothley, Sileby and Wymeswold.

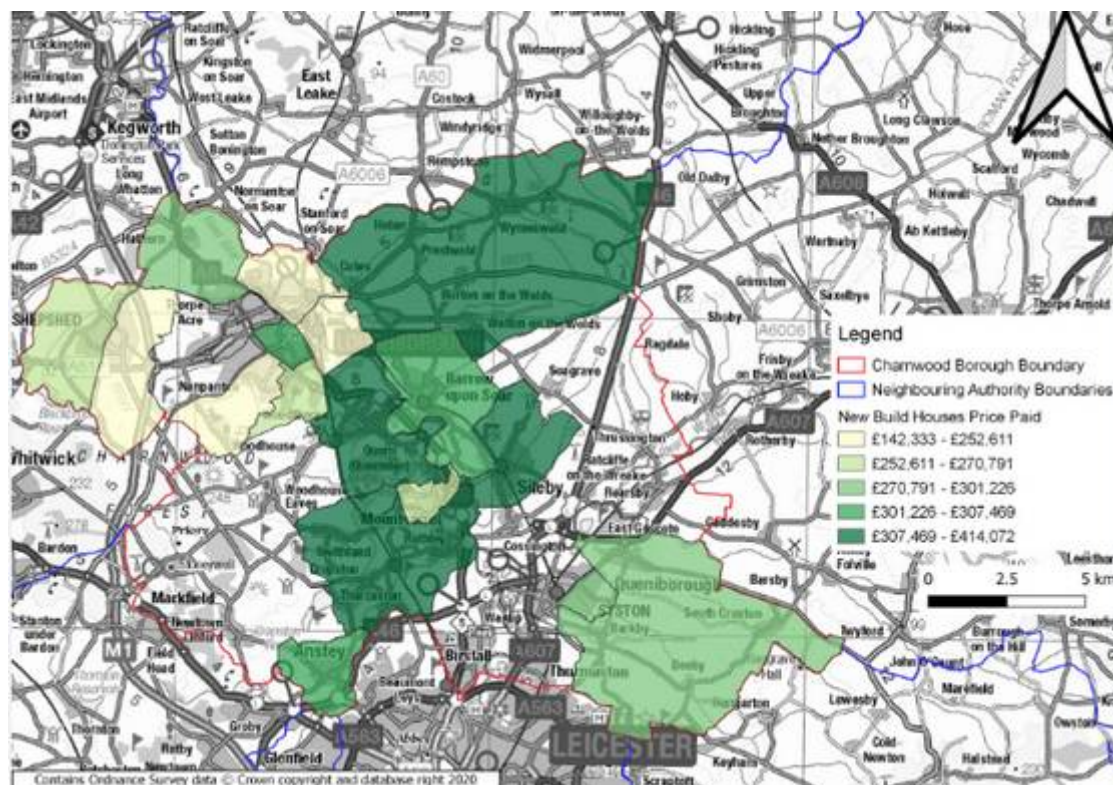
4.8 We have also analysed evidence looking at the type of development as identified by HDH:

- Small brownfield sites – less than 49 dwellings
- Large brownfield site – over 50 dwellings
- Urban flatted schemes (no dwelling limit)
- Small greenfield sites – less than 10 dwellings
- Medium greenfield sites– 11-74 dwellings
- Large greenfield sites – 75+ dwellings

New Build Sales Values Maps

4.9 We have produced two maps to illustrate the variation of sales prices and sales values per square metre (psm) across the District. These are shown below in Figure 4.1 and Figure 4.2.

Figure 4.1 – Average New Build Sales Values (£ Unit)

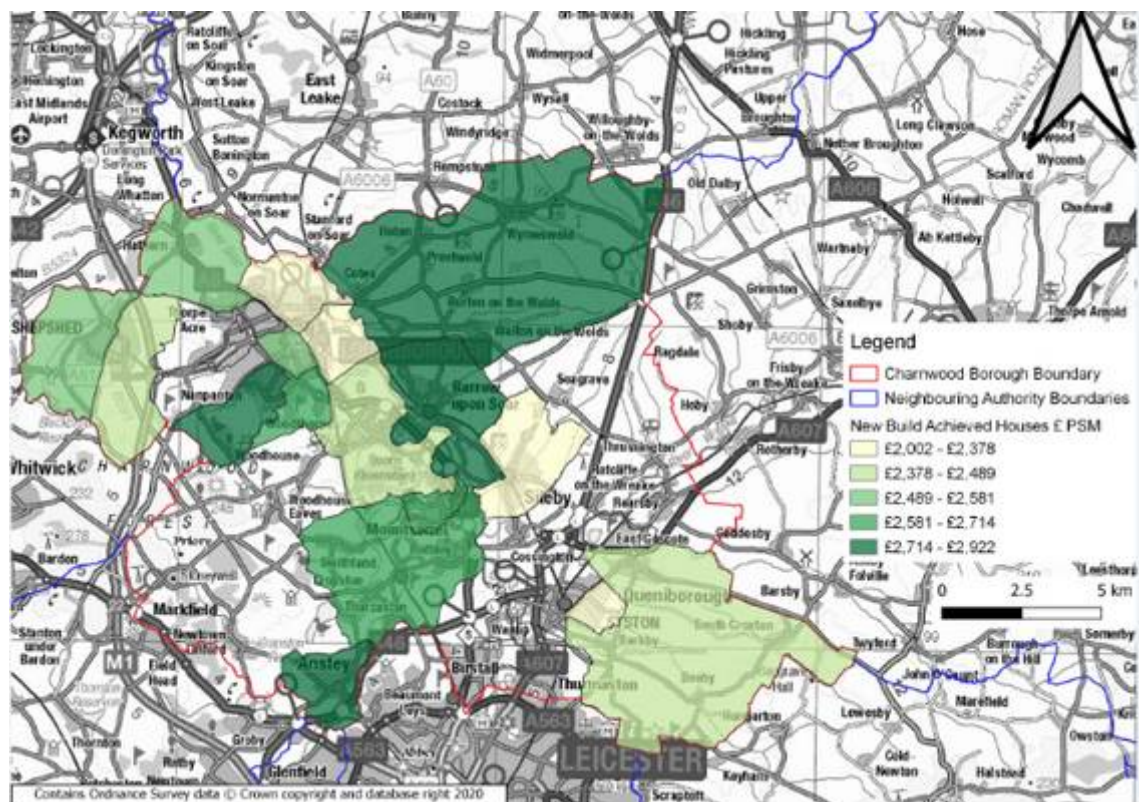


Source: AspinallVerdi

- 4.10 Figure 4.1 shows that on a price per unit basis, Loughborough and Shepshed is on average, the lower value area in the District. However, even in Loughborough there is a pocket south of the Town Centre where average values (per unit) have been relatively high and even up to £450,000. This higher value area has been driven by the William Davis scheme off Beacon Road, a development of generally large semi-detached and detached properties on the fringe of Loughborough.
- 4.11 North of Shepshed and Loughborough is the village of Hathern and this is shown as having higher average prices than the two principal urban areas of Loughborough and Shepshed, with values more akin to those being achieved in Queniborough and Syston in the south east of Charnwood.
- 4.12 The highest average values are shown to be in the Charnwood Forest area, the rural villages in the north such as Wymeswold but also in the 'service centres' of Anstey, Barrow-upon-Soar, Quorn, Rothley and Sileby.

4.13 Figure 4.2 shows average sales values on a value per-square-meter (psm) basis and the heatmap does not necessarily directly correlate to Figure 4.1 with pockets of lower £ psm values in Sileby, Syston, Queinborough, Quorn and higher values on the southern edge of Loughborough. Through further data analysis (below) we explain the nuances to provide a greater understanding of new-build sales values across the Borough. However, in summary the difference is in the type of housing being developed with much larger properties in wider Charnwood and Leicester Fringe in comparison to those in the lower value areas. The larger properties have deflated the average £ psm rate and subsequently means Figure 4.2 presents a slightly different picture to Figure 4.1

Figure 4.2 – Average New Build Sales Values (£ psm)

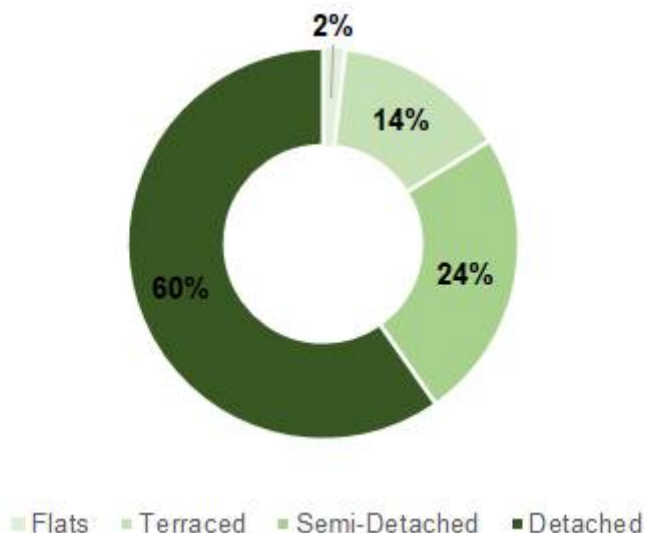


Source: AspinallVerdi

Data Analysis

- 4.14 Figure 4.3 shows that the majority of new-build houses in the Borough are detached properties, followed by semi-detached, terraced and then a very small proportion of flats.

Figure 4.3 - Percentage of Sales by Property Type (District Wide)

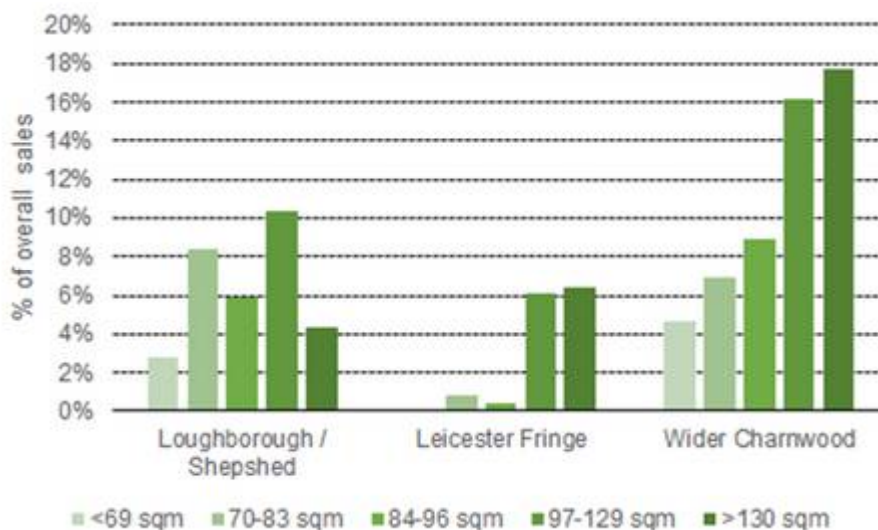


Source: AspinallVerdi using Land Registry

- 4.15 Figure 4.4 illustrates that with the exception of Loughborough / Shepshed, the majority of sales for new homes relate to properties in excess of 97 sqm and in wider Charnwood, the majority of properties are in excess of 130 sqm (i.e. 5+ beds based on 2-3 storey properties and the national space standards⁵).
- 4.16 The graph shows that since August 2016 around 60% of all sales in the Borough have been for properties in excess of 97 sqm. The impact of this is that prices on a £ psm basis are lower when properties are very large. This is why Figure 4.2 above could be slightly misleading as areas such as Quorn and Queniborough are not low value areas. There have just been a number of schemes with large detached properties that bring the overall £ psm average down.
- 4.17 Figure 4.4 also shows that the smaller dwelling types (and coincidentally the majority of new terraced housing) are found in the urban centres of Loughborough and Shepshed where sites are generally smaller and developments are of a higher density with smaller house sizes (sqm).

⁵ <https://www.gov.uk/government/publications/technical-housing-standards-nationally-described-space-standard>

Figure 4.4 - Size of Dwellings as a Percentage of Overall Sales

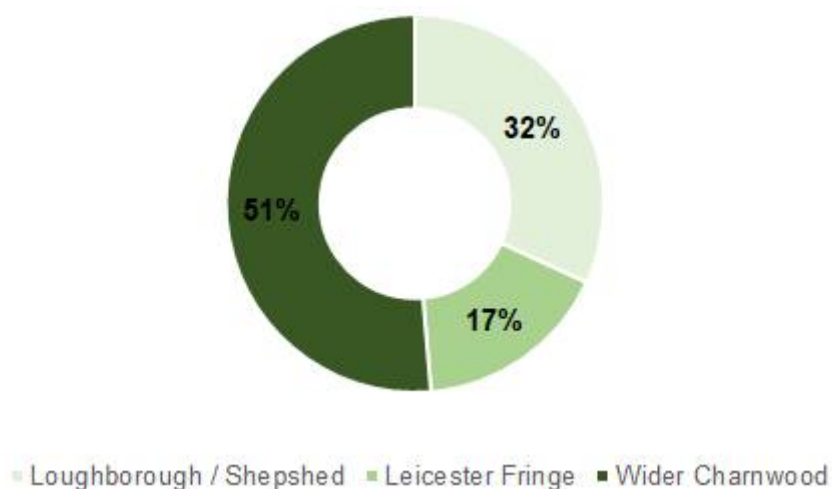


Source: AspinallVerdi using Land Registry

4.18 In terms of the location of new sales, Figure 4.5 shows that the majority of development has been in the wider Charnwood area which is unsurprising given this is a larger area covering the majority of the Borough’s service centres.

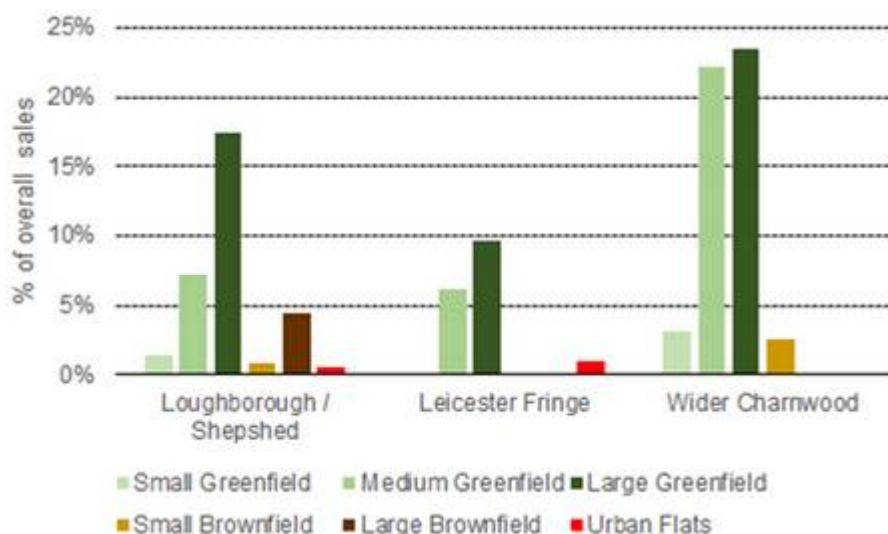
4.19 There has also been a large amount of development in Loughborough and Shepshed with some large greenfield sites on the edge of the respective settlements, in addition to smaller infill type of developments on brownfield sites. This is illustrated through our analysis of sales and site typologies shown in Figure 4.6, which also shows that the majority of new-build sales evidence comes from developments that have been on medium-large greenfield sites.

Figure 4.5 - Percentage of Sales by Market Area



Source: AspinallVerdi using Land Registry

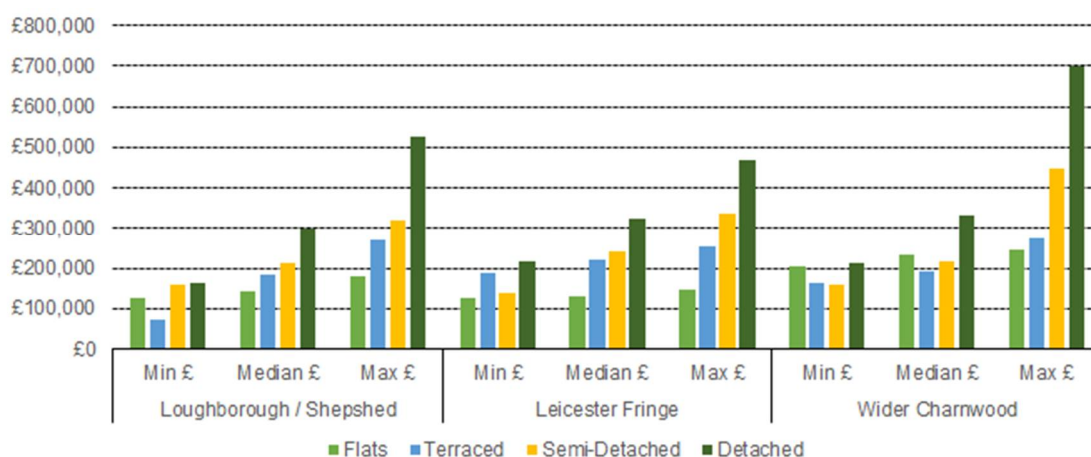
Figure 4.6 - Percentage of Sales by Site Typology⁶



Source: AspinallVerdi using Land Registry

4.20 In terms of sales values being achieved, Figure 4.7 shows the range of achieved prices by property type and market area.

Figure 4.7 - Range of Achieved New-Build Sales Prices by Property Type & Market Area



Source: AspinallVerdi using Land Registry

4.21 We draw out some key conclusions from the data presented above:

- Flats – values are strongest in wider Charnwood with median prices around £230,000 but this is driven by the larger size of property. In Loughborough / Shepshed and Leicester Fringe prices have been tighter between £125,000-£180,000 with the median slightly higher in Loughborough / Shepshed.

⁶ This is a visual assessment of sites and developments using Google Maps and online searches as well as looking at the number of data points in our database of housing sales

- Terraced – values are closely aligned across all the market areas with prices generally between £190,000-£215,000 although, up to around £270,000 has been achieved across wider Charnwood and in Loughborough / Shepshed.
- Semi-detached – values are generally closely aligned across the market areas between £215,000-£245,000 predominately. However, premiums can be achieved in wider Charnwood up to £450,000 depending on location / size of property compared to maximum prices of £320,000-£335,000 in Loughborough / Shepshed and Leicester Fringe respectively.
- Detached – clear premium across market areas for detached properties compared to other property types. Generally, values are closely aligned across the District between £300,000-£335,000 with the highest values achieved in wider Charnwood up to as high as £700,000.

4.22 Table 4.1 summarises the sales price data (for houses) on a £ psm basis looking at median prices achieved by unit size and compares it to the HDH assumptions. It is worth noting that the sample size for properties below 96 sqm in Leicester Fringe is low (only 23), making this evidence less reliable and the median size of all properties in our database for Leicester Fringe is 126 sqm which means on a £ psm basis values appear lower.

Table 4.1 - Median Achieved £ psm prices by Market Area & Unit Size (Houses Only)

Market area	HDH £psm Assumptions	<69	70-83	84-96	97-129	>130
Loughborough / Shepshed	£2,500-£2,850	£2,762	£2,478	£2,665	£2,479	£2,569
Leicester Fringe	£2,900	No data	£2,646	£2,627	£2,265	£2,234
Wider Charnwood	£2,800-£3,250	£2,968	£2,945	£2,818	£2,589	£2,559

Source: AspinallVerdi using Land Registry

4.23 We summarise some conclusions from the data below:

- Loughborough / Shepshed – median £ psm prices are in the range of HDH assumptions and we have evidence of prices exceeding the £2,850 psm.
- Leicester Fringe – median £ psm prices are lower than the HDH assumption but this has been driven by the predominance of sales for properties in excess of 97 sqm (as shown by Figure 4.4 above).
- Wider Charnwood – this is where the highest prices are predominately achieved and median £ psm prices are generally in line with the assumptions made by HDH. The

exception to this is larger property types where it is evident that as property sizes get larger, the £ psm rate is reduced.

- 4.24 In terms of flats, there is very limited sold price data but the evidence indicates that perhaps the assumption made by HDH in the round is achievable. Particularly given the nature of the proposed allocations where we would anticipate the flats being smaller units below 60 sqm in Loughborough / Shepshed.

Table 4.2 - Median Achieved £ psm prices for Flats by Market Area & Unit Size

Market area	HDH £psm Assumptions	<40	41-60	61-73	>74
Loughborough / Shepshed	£2,450	£3,580 (2)	£2,445 (5)	£2,224 (3)	£2,368 (1)
Leicester Fringe	Did not appraise	No data	No data	£2,080 (20)	No data
Wider Charnwood	Did not appraise	No data	No data	No data	£1,817 (4)

Source: AspinallVerdi using Land Registry

- 4.25 Note that 41-60 sqm flats are more likely to be 1-bedroomed and 61sqm+, 2-bedrooms.

Proposed Allocations, Draft Charnwood Local Plan, November 2019

- 4.26 It is useful to consider how the proposed allocations (herein referred to as PA) in the draft plan align to the development which has taken place (since August 2016) in order to inform our assumptions. The key consistency, is that 71% of PA are greenfield and 92% of the allocated dwellings are on greenfield sites. The difference is in where the development is to come forward. Figure 4.8 shows that there is an increase in the proportion of development in Loughborough / Shepshed which is being off-set by a reduction in development in wider Charnwood⁷.

Figure 4.8 - Comparison Between Location of Sales and Allocations

	% of new-build sales	% of allocated dwellings ⁷
Loughborough / Shepshed	32%	54%
Leicester Fringe	25%	27%
Wider Charnwood	43%	19%

Source: AspinallVerdi using Land Registry and Charnwood Borough Council

⁷ Excludes the SUEs

4.27 In terms of the types of PA across the different market areas, the table below uses the development typologies identified by HDH Planning & Development to show that primarily the brownfield and larger PA are in the Loughborough / Shepshed market area with a smaller number in the fringe and wider Charnwood. In wider Charnwood, the majority of typologies are medium sized greenfield sites.

Table 4.3 - Summary of Development Typologies by Area

Development typology	Leicester Fringe	Loughborough / Shepshed	Wider Charnwood
Larger brownfield sites (>50)	0	2 (F)	0
Smaller brownfield sites (<49)	4	8	3
Urban flatted schemes	Likely to be limited based on sales evidence – most likely to be on town centre brownfield allocations		
Large greenfield sites (>75)	4	12	10
Medium greenfield sites (11-74)	2	3	9
Small greenfield sites (<10)	0	1	0

(F) likely to be a flatted development as in town centre

Source: AspinallVerdi

4.28 We discuss the PA in more detail below and consider how the sales value evidence we have can inform our value assumptions on the larger (i.e. over 75 units) typologies.

Loughborough / Shepshed Allocations

4.29 The PA in Loughborough / Shepshed are quite contrasting, with a large number of brownfield PA in Loughborough (53% of the total brownfield allocations in the District are here) compared to the one brownfield PA in Shepshed. The majority of brownfield sites have a capacity smaller than 50 dwellings; the only exception is the Baxter Gate Opportunity Site.

4.30 In addition to the brownfield PA in Loughborough, the majority of residential capacity is on some large greenfield PA which is also the case in Shepshed. We identify and discuss these large allocations in Table 4.4 below.

Table 4.4 - Analysis of Key Draft Allocations in Loughborough / Shepshed

Ref	Location	Typology	Comment
HS35 / PSH255	Loughborough	Large greenfield site	This acts as an extension to development on the southern fringe of Loughborough. This is in the higher value area of the town.
HS37 / PSH21	Loughborough	Large greenfield site	Ditto above
HS23 / SH84	Loughborough	Large brownfield site	The site is currently a mix of retail, leisure, parking and healthcare. It adjoins the back of the flagship retail / leisure development by Citygrove. This is likely to be a high-density scheme, possible all flats or a large proportion of flats with high density townhouses.
HS38 / PSH24	Shepshed	Large greenfield site	This is located on the eastern side of Shepshed bounded by the M1 in the lower value area of Shepshed.
HS39 / PSH291	Shepshed	Large greenfield site	All of these sites are located on the western fringe of Shepshed where values are stronger as a result of the semi-rural location.
HS41 / PSH404	Shepshed	Large greenfield site	
HS44 / PSH293	Shepshed	Large greenfield site	
HS48 / PSH62	Shepshed	Large greenfield site	

Source: AspinallVerdi

Leicester Fringe

- 4.31 The Leicester Fringe draft PA are quite varied, with four brownfield sites and eight greenfield sites. However, 97% of the residential dwellings that are proposed to be allocated, are on greenfield sites indicating that the brownfield allocations are only small infill developments.
- 4.32 The draft greenfield PA are predominately located around Syston with the exception of two small allocations in Birstall and Thurmaston, and a large PA in Glenfield which is on the western edge of Leicester. We summarise the key draft PA in Table 4.5 below. In our opinion, the two large draft PA in Syston are likely to command a premium as they are actually in a semi-rural location despite being in close proximity to the urban fringe of Leicester.

Table 4.5 - Analysis of Key Draft Allocations in Leicester Fringe

Ref	Location	Typology	Comment
HS5 / PSH144	Glenfield	Large greenfield site	This is a large site bounded by the A46. It is only just located in Charnwood District and is a true 'fringe' site / location to Leicester.
HS6 / PSH69	Syston	Large greenfield site	This would act as an extension to Syston (south east) out towards Barkby. The location is semi-rural and is not necessarily on the fringe of Leicester despite being in close proximity. It is likely to benefit from stronger sales values due to its location.
HS9 / PSH70	Syston	Large greenfield site	Similar to HS6 / PSH69 this site would act as an extension to the east of Syston and is close to the village of Queniborough which is higher value and not typically 'Leicester Fringe'.

Source: AspinallVerdi

Wider Charnwood

- 4.33 As was the case in Leicester Fringe, the draft PA in wider Charnwood are largely on greenfield sites. There are 17 draft greenfield PA compared to 3 brownfield sites and 98% of the capacity will be delivered on greenfield sites.
- 4.34 The development is spread across a number of service centres in Anstey, Barrow-Upon-Soar and Quorn, Rothley and Sileby. These are all locations where average sales prices per unit have been high. There are also PA in Cossington, Hathern and Queniborough which are smaller settlements that would be classed as medium to high value locations based on sales price evidence. The two key large draft PA are located in Sileby and East Goscote and we discuss these below.

Table 4.6 - Analysis of Key Draft Allocations in Wider Charnwood

Ref	Location	Typology	Comment
HS64 / PSH439	Sileby	Large greenfield site	This is a large greenfield site on the north eastern fringe of Sileby. The sales price evidence we have from Sileby indicates that values on smaller brownfield sites can be much lower on average at £222,047 (£1,930 psm).

Ref	Location	Typology	Comment
			However, Seagrave Park developed by Bellway on a greenfield site has achieved much stronger prices and medium greenfield sites in Sileby on average have achieved much stronger prices than brownfield sites at £325,382 (£2,354 psm).
HS67	East Goscote	Large greenfield site	This site is on the east of Melton Road and will act as a further extension to the settlement. The most recent evidence from this location of new-build house sales pre-dates our data analysis period. However, we note that values in 2015 for properties on Nurseryman Way achieved between £224,995-£474,995 (£1,921-£2,410 psm) and were £329,209 on average (£2,262 psm). On a unit price basis, the values are in line with what has been achieved in Queniborough on new-build schemes. The £ psm sales rates appear low but the properties were on average 147 sqm reflecting similar trends in wider Charnwood recently.

Source: AspinallVerdi

Summary

4.35 Taking into consideration the information presented above related to new-build sales since 2016 and our understanding of the new-build proposed allocations, we provide some conclusions in Table 4.7.

Table 4.7- Conclusions from New-Build Sales Evidence

Area	Commentary
Loughborough Shepshed	<p data-bbox="587 600 1422 808">This market area would be classed as the lowest value area in the District, particularly in the urban areas, on the east of Shepshed which is bounded by the M1 and east of the A6 in Loughborough up to the railway line. There are a number of brownfield sites in the proposed allocations in the urban centres of Loughborough and Shepshed and this is where viability may be more challenging.</p> <p data-bbox="587 853 1422 1055">However, on the fringes of Loughborough to the South and Shepshed to the west, sales prices on a £ psm basis have been comparable to parts of wider Charnwood, in particular on sites on the southern fringe of Loughborough towards Quorn and Barrow-upon-Soar. The majority of housing numbers in this market area will be on large greenfield allocations in these better locations.</p>
Leicester Fringe	<p data-bbox="587 1104 1406 1413">The Leicester Fringe is effectively the settlements of Birstall, Thurmaston, Syston and Hamilton. These are all north / north east of Leicester and in our opinion, it is arguable whether some of the proposed larger allocations in Syston are true 'fringe' Leicester sites as they have a rather more rural location that could obtain premium sales prices. Evidence of new-build sales in the fringe of Leicester show that properties are generally very large with 65% of sales being for detached properties and an overall median size of 126 sqm. We have reflected this characteristic in our appraisals.</p> <p data-bbox="587 1458 1422 1874">In addition to the north eastern fringe of Leicester, Charnwood District overlaps the Leicester Western Bypass to meet up with the edge of Glenfield on the western fringe of the city. The single proposed draft allocation is located very close to Anstey where our evidence shows sales prices on Bloor Homes and Jelson Homes schemes have been strong on both a unit price and £ psm basis. We anticipate this site might not achieve the premium prices of Anstey bordering rural Charnwood and will be more in line with prices achieved on the northern fringe of Leicester. This is based on a site currently being marketed by Keepmoat Homes on land adjacent to this allocation. We also have site specific viability evidence from this site and it was agreed that the site would deliver 21% affordable housing.</p>

Area	Commentary
Wider Charnwood	<p>Values in wider Charnwood i.e. the rural north (Wymeswold), villages such as Queniborough in the east and the service centres of Anstey, Quorn, Barrow-upon-Soar and Rothley in particular, are the strongest in the District. In some instances, for example in Quorn the new-build £ psm sales map indicates average values are lower than the rest of wider Charnwood. However, there are limited data points for sales in this ward and the evidence we have is for large property types over 130 sqm which is deflating the average £ psm.</p> <p>Likewise, in Sileby the evidence on a £ psm basis indicates average values are not as strong as wider Charnwood. This is driven by some 20 data points for new-build sales on smaller brownfield sites where the average £ psm price has been £1,930 psm which is a consequence of primarily larger house types with an average of 115 sqm.</p> <p>We have ensured our appraisals reflect the nature of the units coming forward and the likely sales prices on a £ per unit and £ psm basis.</p>

Source: AspinallVerdi

5 New Build Asking Prices

- 5.1 In order to bring our value assumptions up-to-date, we have also reviewed current new build asking prices on scheme currently on-site across the District.
- 5.2 It should be noted that asking prices may be aspirational and may reflect the incentives offered by the developer (which have to be deducted to calculate a net price) or the actual value a willing purchaser will pay.
- 5.3 The RICS information paper on comparable evidence in property valuation⁸ states that asking prices *'cannot by themselves provide reliable evidence of value and should be treated with some caution. They will usually vary from the price achieved on exchange in the open market, but when interpreted with care by an experienced valuer they can provide some guidance as to current market sentiment and trends in value.'* Thus, whilst the achieved value data (from the Land Registry in section 4 above) provides robust data, this is retrospective. The asking price analysis in this section provides an indication of more up-to-date prices for new builds. It is important to note that in arriving at our value assumptions for the appraisals will have had regard to the new build asking prices but put more weight on the transactional data (section 4).
- 5.4 Also, it is important to note that the supply ('flow') of new build properties has to be sold within a market place that includes an established 'stock' of competing second-hand properties. The asking price is therefore tempered by the wider price mechanism and housing choices for purchasers.
- 5.5 We found new build properties advertised for sale at 14 developments across the Borough. These developments are:
- Bluebells on the fringe of Shepshed by William Davis Homes
 - Buttercup Fields also on the fringe of Shepshed by William Davis Homes
 - Rothley Meadow between Rothley and Mountsorrel by William Davis Homes
 - Grange Park on the edge of Loughborough near Woodthorpe by William Davis Homes
 - Fieldfare on the fringe of Mountsorrel by Jelson Homes
 - Poppyfields on the eastern fringe of Barrow-upon-Soar by Jelson Homes
 - Hookhill Reach in Shepshed by Jelson Homes
 - The Leys on the edge of Anstey by Jelson Homes
 - Charnwood Place located near the A6 on the edge of Mountsorrel by Linden Homes
 - Heath Gardens on the northern edge of Anstey near Cropston by Barwood Homes
 - Kings Gate on the edge of Shepshed near the M6 motorway by Persimmon Homes
 - Storkit Meadows in the rural setting of Wymeswold– Barwood Homes

⁸ Comparable evidence in property valuation, RICS information paper, 1st edition (IP 26/2012)

- Trinity Gardens in Shelthorpe on the edge of Loughborough by Morris Homes

Bluebells – William Davis Homes

- 5.6 A development by William Davis Homes, Bluebells offers a collection 4-bedroom family homes located off Tickow lane, Shepshed, LE12 9LY. The development is situated to the west of Shepshed approximately 1 mile (see Figure 5.1). There are three 4-bedroom properties advertised for sale at this development for £395,000 each with single garages. This is evidence that relatively high values can be achieved on the rural fringe of Shepshed.

Figure 5.1 – Location of Bluebells Development



Source: Google My Maps (2020)

Buttercup Fields – William Davis Homes

- 5.7 A development by William Davis Homes, Buttercup Fields offers a collection of 2-, 3- and 4-bedroom homes located off Buttercup Lane, Shepshed, LE12. This development is situated just to the north-east of the Bluebells development also by William Davis Homes.
- 5.8 There are three properties advertised for sale at this development, these are two 4-bedroom detached houses for £339,000 each and a 3-bedroom detached house for £225,000.

Figure 5.2 – Location of Buttercup Fields Development



Source: Google My Maps (2020)

Rothley Meadows – William Davis Homes

- 5.9 Rothley Meadows is another development by William Davis Homes offering a collection of 2-, 3- and 4-bedroom homes located to the north of Rothley off Sheppard Way, LE7. This development is positioned between Mountsorrel and Rothley. There is one 3-bedroom detached property being advertised for sale at this development for £285,000.

Figure 5.3 – Location of Rothley Meadows Development



Source: Google My Maps (2020)

Grange Park – William Davis Homes

- 5.10 This is another development by William Davis Homes. Grange Park offers a smaller collection of family homes in comparison to their larger developments in the Borough. The development is located off Highland Drive, LE11 2HT and is situated approximately 1.6 miles south of Loughborough town centre. There is one 4-bedroom detached property advertised for sale at £345,000. This scheme has formed a large part of our database of achieved prices.

Figure 5.4 – Location of Grange Park Development



Source: Google My Maps (2020)

Fieldfare – Jelson Homes

- 5.11 A development by Jelson Homes, Fieldfare offers a collection of 2-,3-,4- and 5-bedroom homes located off Halstead Road, Mountsorrel, LE12 7HE. There are four properties advertised for sale at Fieldfare. These are a 2-bedroom semi-detached house for £199,950, a 3-bedroom detached house for £284,950 and two 4-bedroom detached houses for £409,950 and £429,950.

Figure 5.5 – Location of Fieldfare Development



Source: Google My Maps (2020)

Poppyfields – Jelson Homes

- 5.12 A development by Jelson Homes, Poppyfields offers a collection of family homes located off Melton Road, Barrow Upon Soar, LE12 8NX. There are eight properties advertised for sale at Poppyfields, six of these are 3-bedroom detached properties with asking prices ranging from £249,950 - £284,950 averaging at £276,617. The other two are 4-bedroom detached properties with asking prices of £349,950 and £399,950.

Figure 5.6 – Location of Poppyfields Development

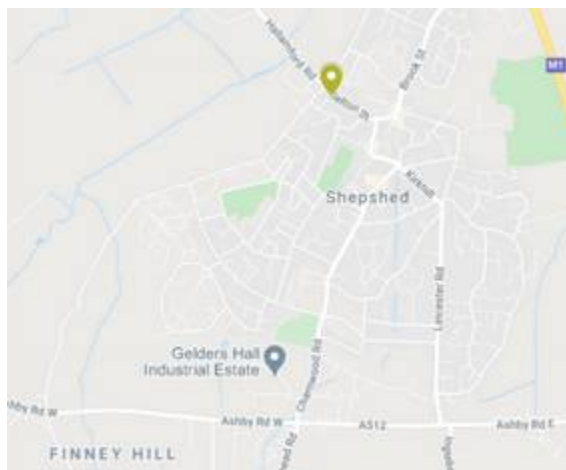


Source: Google My Maps (2020)

Hookhill Reach – Jelson Homes

- 5.13 A development by Jelson Homes, Hookhill Reach offers a collection of 2-, 3- and 4-bedroom homes. This development is situated off Tickow Lane in Shepshed, LE12 9BD (see Figure 5.7).

Figure 5.7 – Location of Hookhill Reach Development



Source: Google My Maps (2020)

- 5.14 There are nine properties advertised for sale at Hookhill Reach, two of which are shared ownership properties. Of the seven market sale houses, four are detached, two are semi-detached and one is a terrace. The asking prices of these properties ranges from £179,950 - £389,950 averaging at £273,807 which is slightly stronger than the average asking prices on the nearby Taylor Wimpey development.
- 5.15 The full list of asking prices are summarised as:

- 2-Bedroom Terrace £179,950
- 3-Bedroom Semi £204,950-£236,950
- 3-Bedroom Detached £274,950-£279,950
- 4-Bedroom Detached £349,950-£389,950

The Leys – Jelson Homes

- 5.16 A development by Jelson Homes, The Leys offers a collection of 3- & 4-bedroom homes located off Cropston Road, Antsey, LE7 7BR. The development is situated on the fringe of Anstey.

Figure 5.8 – Location of The Leys Development



Source: Google My Maps (2020)

- 5.17 There are four properties advertised for sale at The Leys. These are all 4-bedroom detached properties ranging in price from £354,950 - £364,950 equating to an average of £361,200.

Charnwood Place – Linden Homes

- 5.18 A development by Linden Homes, Charnwood Place is a smaller development offering a collection of 2-, 3-, 4- & 5-bedroom homes in a cul-de-sac location. This development is situated approximately 5 miles to the south-east of Loughborough and 6 miles north of Leicester.

Figure 5.9 – Location of Charnwood Place Development



Source: Google My Maps (2020)

- 5.19 There are two 3-bedroom semi-detached properties advertised for sale at this development. These are for £254,995 and £269,995 equating to an average of £262,495. There were no floor areas provided for this development.

Heathe Gardens – Barwood Homes

- 5.20 A development by Barwood Homes, Heathe Gardens offers a collection of 2-, 3- and 4-bedroom homes on the edge of Antsey towards the rural village of Cropston.

Figure 5.10 – Location of Heathe Gardens Development



Source: Google My Maps (2020)

- 5.21 There are eleven properties advertised for sale at Heathe Gardens. Offering a variety of house types (detached, semi-detached and terraces) the asking prices for these properties ranges from £239,995 - £379,995 equating to an average of £299,177. These are summarised as:

- 2-Bedroom Terrace £239,995
- 3-Bedroom Semi £259,995-£269,995
- 2-Bedroom Bungalow £279,995
- 3-Bedroom Semi £309,995-£329,995 ??
- 3-Bedroom Detached £324,995-£379,995

King's Gate – Persimmon Homes

- 5.22 A development by Persimmon Homes, King's Gate offers a collection of 2-, 3- and 4-bedroom family homes located off Hathern Road on Shepshed, LE12 9RP.

Figure 5.11 – Location of King's Gate Development



Source: Google My Maps (2020)

- 5.23 There are eight properties advertised for sale at King's Gate that are either 3- or 4-bedroom properties, ranging in asking price from £191,995 - £278,995 averaging at £233,495 indicating lower prices than on the rural fringe of Shepshed on schemes by William Davis Homes.

- 5.24 The full range of asking prices are as follows:

- 3-Bedroom Terrace £191,995
- 3-Bedroom Semi £193,995
- 3-Bedroom Detached £224,995-£248,995
- 4-Bedroom Semi £240,995-£278,995

Storkit Meadows – Barwood Homes

- 5.25 A development by Barwood Homes, Storkit Meadows is a small development of eight different house styles off Rempstone Road, Wymeswold, LE12 6UE. The development is situated in the desirable, rural setting of Wymeswold. There is one 225 sqm 5-bedroom detached property advertised for sale at this site for £595,995 (£2,609 psm) and is evidence of the value premium obtainable in this location.

Figure 5.12 – Location of Storkit Meadows Development



Source: Google My Maps (2020)

Trinity Gardens – Morris Homes

- 5.26 A development by Morris Homes, Trinity Gardens offers a collection of 2-, 3-, 4- and 5-bedroom homes located off Ling Road, Loughborough, LE11. This development is situated on the southern fringe of Loughborough in Shelthorpe. There is one 3-bedroom semi-detached property advertised for sale at £249,750.

Figure 5.13 - Location of Trinity Gardens Development



Source: Google My Maps (2020)

Gynsill Gate – Keepmoat Homes

5.27 This is a development by Keepmoat on inner (city-centre) side of the Leicester Western Bypass as shown by Figure 5.14. It is the strongest comparable for the proposed allocation on the other side of Gynsill Lane. The scheme is currently marketing 3 and 4-bed properties as follows:

- 3-Bed Semi £244,995-£245,995
- 3-Bed Detached £299,995
- 4-Bed Detached £359,995

Figure 5.14 - Location of Gynsill Gate Development



Source: Google Maps

Summary

5.28 We summarise in Table 5.1 and Table 5.2 the asking prices data we have captured for properties in Charnwood. The issue with asking price data is that the sample size is generally much smaller than the Land Registry sold price data. There is also no certainty that the prices quoted are achieved.

5.29 However, the information presented in Table 5.1 does show that on average prices are lower in Loughborough and Shepshed but generally, there is not a great deal of variation in prices across the District as is the case with sold prices. The Williams Davis Homes schemes on the edge of Shepshed are evidence that if you develop a good quality product, there is demand for properties at a slight price premium to other new-build developments in close proximity.

Table 5.1 - Summary of Asking Prices Data by Data

Location	# Properties	Min £	Average £	Max £
Anstey	15	£239,995	£315,716	£379,995
Barrow-upon-Soar	8	£249,950	£301,200	£399,950
Loughborough	3	£249,750	£281,500	£345,000
Mountsorrel	6	£199,950	£308,298	£429,950
Shepshed	21	£179,950	£279,648	£395,000
Glenfield*	6	£244,995	£278,828	£359,995

*Leicester western fringe (marketed as Anstey)

Source: AspinallVerdi

- 5.30 The table below shows that asking prices range is quite wide for each property type. We note that the maximum price for a 2-bed is a bungalow, hence the premium and that the next highest price is around £240,000 for a new-build terrace in Anstey. This is still higher than the value of some 3-beds in the District, in particular 3-bed terraced or semi-detached properties in Shepshed on the Persimmon development which are below £200,000. In terms of 4-beds, the lowest asking price is for a detached property on the same Persimmon development in Shepshed. However, Jelson Homes and William Davis Homes are quoting in excess of £339,000 for 4-bed detached properties on the other side of Shepshed.

Table 5.2 - Summary of Asking Prices by Property Type

Property Type	# Properties	Min £	Average £	Max £
2-Bed	4	£179,950	£224,973	£279,995*
3-Bed	31	£191,995	£269,189	£379,995
4-Bed	19	£240,995	£355,394	£429,950

*bungalow – hence premium

Source: AspinallVerdi

6 Residential Value Assumptions

6.1 In this section we summarise our residential sale value conclusions and assumptions. From the evidence, we agree with the three broad market areas identified by HDH Planning & Development:

- Leicester Fringe – includes the edge of Glenfield, Birstall, Hamilton, Thurmaston and Syston. Albeit, we consider that new large greenfield allocations in Syston will command a premium over sites in Glenfield and Birstall. Recent development in this market area has typically been on medium to large greenfield sites with the predominant development type large detached housing.
- Loughborough / Shepshed – this is a similar lower value area in the District, but fringe sites on the west of Shepshed and south of Loughborough will achieve higher values and in general there is not a huge difference between sales prices here and much of the District. It is on the brownfield urban sites where sales prices will be lower. We have reflected this in our development appraisal assumptions.
- Wider Charnwood - remaining areas in the Borough, including sales from Anstey, Barrow-upon-Soar, Hathern, Queniborough, Quorn, Mountsorrel, Rothley, Sileby and Wymeswold. This is the higher value area in the District and whilst on a £ psm basis the values are not always significantly higher than Loughborough / Shepshed, this is predominately due the difference in house types, with much larger properties delivered in wider Charnwood. The major draft allocations coming forward in this market area are on medium to large greenfield sites. We have reflected this in our development typology and value assumptions.

6.2 The table below summarises the type of allocations coming forward in the broad market areas.

Table 6.1 - Type of Allocations by Market Area

	Loughborough / Shepshed	Leicester Fringe	Wider Charnwood
Larger brownfield sites	2*	No – only windfall	No – only windfall
Smaller brownfield sites	Yes	Yes	Yes
Urban flatted schemes	Most likely on small brownfield sites	Possibly on small brownfield site	Possibly on small brownfield site
Large greenfield sites	Yes – large supply	Yes	Yes – large supply
Medium greenfield sites	Yes	Yes	Yes – large supply
Small greenfield sites	Yes – only 1	No – only windfall	No – only windfall
* assumed to be town centre flatted development			

Source: AspinallVerdi

- 6.3 Taking the above into consideration, we have assumed the following floor areas for the different typologies and market areas (see Table 6.2). This is based on sales value evidence from the Land Registry / EPC Register.

Table 6.2 - Floor Area Assumptions

Loughborough / Shepshed	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	45.00	58.00	64.00	72.00	84.00	103.00
Medium / Large Greenfield	45.00	58.00	64.00	74.00	87.00	115.00
Small Greenfield	N/A	58.00	N/A	74.00	93.00	115.00
Leicester Fringe	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	100.00	140.00
Small Greenfield	N/A	58.00	N/A	80.00	93.00	130.00
Wider Charnwood	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	105.00	130.00
Small Greenfield	N/A	58.00	N/A	80.00	110.00	150.00
District Wide	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Small Brownfield Flatted Development	45.00	N/A	64.00	N/A	N/A	N/A
Affordable Housing	45.00	58.00	64.00	72.00	84.00	103.00

Source: AspinallVerdi

- 6.4 Using the evidence available, we considered that it was more robust to value on an absolute basis rather than solely £ per square metre. Our value assumptions are shown below in Table 6.3 - Residential Sales Value Assumptions (£ per unit).

Table 6.3 - Residential Sales Value Assumptions (£ per unit)

	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Loughborough / Shepshed						
Brownfield	£120,000	£150,000	£160,000	£200,000	£225,000	£270,000
Medium / Large Greenfield	£120,000	£150,000	£160,000	£210,000	£240,000	£315,000
Small Greenfield	N/A	£150,000	N/A	£210,000	£260,000	£315,000
Leicester Fringe						
Brownfield	N/A	£150,000	N/A	£200,000	£230,000	£280,000
Medium / Large Greenfield	£130,000	£150,000	£165,000	£220,000	£265,000	£340,000
Small Greenfield	N/A	£150,000	N/A	£215,000	£245,000	£325,000
Wider Charnwood						
Brownfield	N/A	£160,000	N/A	£210,000	£245,000	£325,000
Medium / Large Greenfield	£145,000	£160,000	£170,000	£230,000	£300,000	£375,000
Small Greenfield	N/A	£160,000	N/A	£230,000	£325,000	£425,000
District Wide						
Small Brownfield Flatted Development	£120,000	£160,000	N/A	N/A	N/A	N/A

Source: AspinallVerdi

- 6.5 In Table 6.4, we present how the above assumptions translate into £ per square metre values. This also provides an average across the respective property types for a comparison to the HDH assumptions for reference. It can be seen that we have lowered the £ psm rate in a number of instances.
- 6.6 This is based on our detailed review of the data which indicates that larger properties tend to results in a lower £ psm value, but also a more cautious approach in light of Covid-19 to future proof the study. Whilst we consider that on the fringes of Loughborough/Shepshed and across wider Charnwood in particular, sales prices will no doubt exceed those we have assumed, the assumptions reflect a robust baseline position for testing viability under current circumstances.

Table 6.4 - Residential Sales Value Assumptions (£ psm)

	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Loughborough / Shepshed						
Brownfield	£2,667	£2,586	£2,500	£2,778	£2,679	£2,621
Medium / Large Greenfield	£2,667	£2,586	£2,500	£2,838	£2,759	£2,739
Small Greenfield	N/A	£2,586	N/A	£2,838	£2,796	£2,739
Leicester Fringe						
Brownfield	N/A	£2,586	N/A	£2,778	£2,674	£2,545
Medium / Large Greenfield	£2,889	£2,586	£2,578	£2,750	£2,650	£2,429
Small Greenfield	N/A	£2,586	N/A	£2,688	£2,634	£2,500
Wider Charnwood						
Brownfield	N/A	£2,759	N/A	£2,917	£2,849	£2,955
Medium / Large Greenfield	£3,222	£2,759	£2,656	£2,875	£2,857	£2,885
Small Greenfield	N/A	£2,759	N/A	£2,875	£2,955	£2,833
District Wide						
Small Brownfield Flatted Development	£2,667	£2,500	N/A	N/A	N/A	N/A

Source: AspinallVerdi

7 Affordable Housing Transfer Values

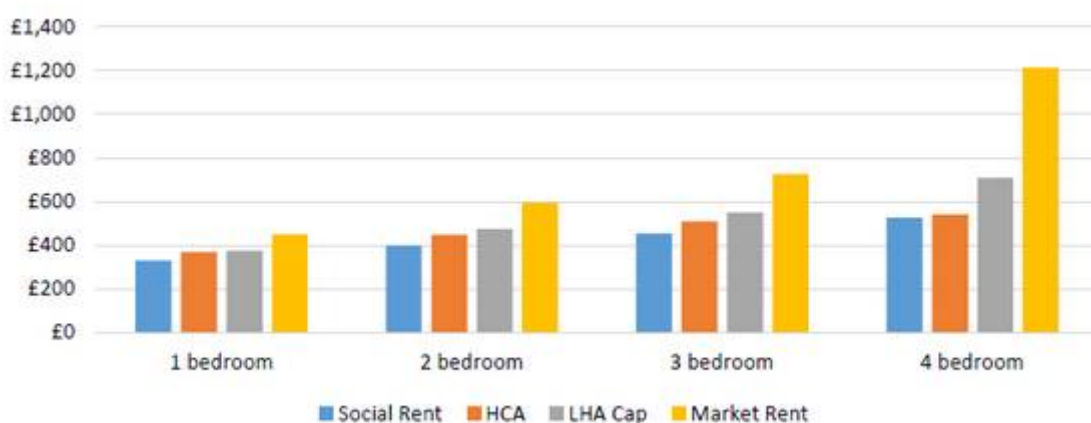
- 7.1 The Council has a policy target for the provision of affordable housing on housing sites providing 10 dwellings or more or on a site of 0.5 hectares or more. There is a tenure split between social or affordable rent and intermediate housing (e.g. shared ownership, shared equity or First Homes). The affordable housing can be delivered in different ways but as part of Local Plan viability studies, the assumption is that a housing site will be built by a developer with the percentage of affordable housing sold to a Registered Provider (RP).
- 7.2 Affordable housing transfer values is the term for the price at which the RP will acquire an affordable property from a developer. This price is primarily driven by the tenure of affordable housing, but also the market rents and market values in the locality. This is because the rents and discounts a Registered Provider will offer are capped. It is therefore common for values to be based on a percentage of market value.
- 7.3 In our experience, if policy does not firmly set a specific target for social and then affordable rent, the market is more likely to deliver affordable rented units as these are slightly more valuable because the rents can be set up to 80% of market rents. We note that the previous study assumed that the rented product would be affordable rent and we have retained this assumption.
- 7.4 In terms of intermediate housing tenures, the Government has recently proposed the introduction of 'First Homes'⁹ which would also fall under the intermediate tenure as it will offer a 30% discount against market value. This is on the stipulation that the new properties are 'local people who want to stay in the community where they live or work but are struggling to purchase a home at market prices', and they will be prioritised for first-time buyers, serving / veteran members of Armed Forces and key workers such as nurses, police and teachers. Our approach to the value of intermediate housing types means the study is future proofed for the potential introduction of First Homes.
- 7.5 We set out below our approach to the transfer value of these affordable tenures.

⁹ <https://www.gov.uk/government/consultations/first-homes>

Affordable Rented

- 7.6 In terms of what the transfer prices should be, we have used the previous study as a benchmark. The study looked at market rents and the Local Housing Allowance (amongst others) to inform the level of rent per week / month considered appropriate for an affordable rented unit (see Figure 7.1). With the exception of 4-beds, an 80% discount from market rent resulted in a rent akin to the Local Housing Allowance cap.

Figure 7.1 - Monthly Rents by Tenure and Number of Beds



Source: HDH Planning & Development using Market Survey, HCA Statistical Return & VOA (2018)

- 7.7 As there was a close alignment, the previous study used the Local Housing Allowance cap as the basis for gross monthly rents, which were: £374.00 (1 Bed), £473.75 (2 Bed) and £548.50 (3 Bed). Deductions were made equating to 20% for management, repairs, voids and bad debts to get a net rent which was capitalised at 5.5%. The calculation is shown below and the assumption was made that on average the value is £1,210 psm.

Figure 7.2 - Capitalisation of Affordable Rents (2018)

	1 Bed	2 Bed	3+ Bed
Gross rent	£4,488	£5,685	£6,582
Net rent	£3,590	£4,548	£5,266
Value (at 5.5% yield)	£65,274	£82,686	£95,741
Sqm	50	70	84
£ psm	£1,305	£1,181	£1,140

Source: HDH Planning & Development, Charnwood Affordable Housing Viability Report 2018

- 7.8 Through consultation with local RPs, responses suggested they paid between 39-50% of market value for affordable rented stock and in the end a 44% of market value assumption was made.
- 7.9 We have consulted with local RPs to get their views on whether this assumption remains robust. To date, we have had a limited response but there has been no challenge to this assumption. From our own experience, a fairly standard approach is to assume 45% of market value and therefore this is what we have adopted in our assessment.

Intermediate for Sale

- 7.10 In the previous study, the initial assumption was a value of 65% of market value based on purchasers acquiring a 50% share of the property initially and paying a rent equivalent to 2.75% of the equity retained (i.e. that they do not own). A 10% management allowance was made to get a net rental income which was capitalised at 5.5%.
- 7.11 Through consultation however, it was suggested 82-87% of market value would be a better assumption. Subsequently, HDH adopted 80% of market value in their appraisals.
- 7.12 We have re-approached the local RPs to get their views on whether this assumption remains robust. To date, we have had a limited response providing contradictory opinion that a lower figure of 60% of Market Value should be used.

We have adopted 70% of Market Value because this is in the middle of the range between the lower and upper end of consultations through recent studies. It also means that the assumption complies with the minimum discount from market value for the potential new tenure 'First Homes'.

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Appendix 5 – Stakeholder Workshop Slides & Feedback Matrix



Charnwood Borough Council Plan Viability Stakeholder Workshop

Wednesday 30th September 2020

Ben Aspinall MRTPI, MRICS, RICS Registered Valuer, RICS
Accredited Civil Commercial Mediator, Managing Director

Josh Wedge MRICS, RICS Registered Valuer

Overview

1. Introduction
2. Local Plan Viability Context
3. Methodology
4. Research and Emerging Assumptions
5. Feedback and Next Steps

About AspinallVerdi



- Specialist Property Development Consultants
- RTPI England Policy Panel / RICS FVIP Panel
- Homes England Property Panel
- RICS GP and P&D Surveyors / RTPI
- Local Plan and CIL Viability Studies
- Local Plan / Affordable Housing Viability
- Financial Viability Appraisals for S106
- Heritage - Conservation Deficit / Enabling Dev. Appraisals
- Market Studies to support change of use



Clients – plan wide / CIL studies



Overview

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5. Feedback and Next Steps

Why an economic study?

Plan Viability review to test:

- Primary legislation
- Planning policy – existing and emerging
- Statutory regulations
- Guidance

More specifically:

1. National Planning Policy Framework (NPPF), February 2019
2. Planning Practice Guidance (PPG), last updated 9 May 2019

NPPF (February 2019)

2012

Para 173. *Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking.....To ensure viability, the costs of any requirements likely to be applied to development (affordable housing, infrastructure contributions etc.) should, when taking account of the normal cost of development, provide **competitive returns to a willing land owner and willing developer to enable the development to be deliverable***

2019

Para 57. Where up-to-date policies have set out the contributions expected from development, **planning applications that comply with them should be assumed to be viable**. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The **weight to be given to a viability assessment is a matter for the decision maker**, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. ..

NPPF (cont.)

2019

Para 34. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the ***deliverability*** of the plan.

NPPG Viability

Paragraph 001

- Policy requirements should be clear
- Expressed as a single figure rather than a range
- Differential requirements

Plan Making

NPPG Paragraph 002

- Iterative and informed by engagement
- Deliverable, without the need for further viability assessment
- Site promoters to engage in plan making
- Policy compliant means development which fully complies with up to date plan policies
- Appropriate weight to emerging policies

Standard Inputs to Viability

NPPG Paragraph 010 - What are the principles for carrying out a viability assessment?

- *strike a balance*

Paragraph 011 - How should *gross development value* be defined for the purpose of viability assessment?

- Sales values evidence; rents and yields

Paragraph 012 - How should *costs* be defined for the purpose of viability assessment?

- All costs; including abnormals

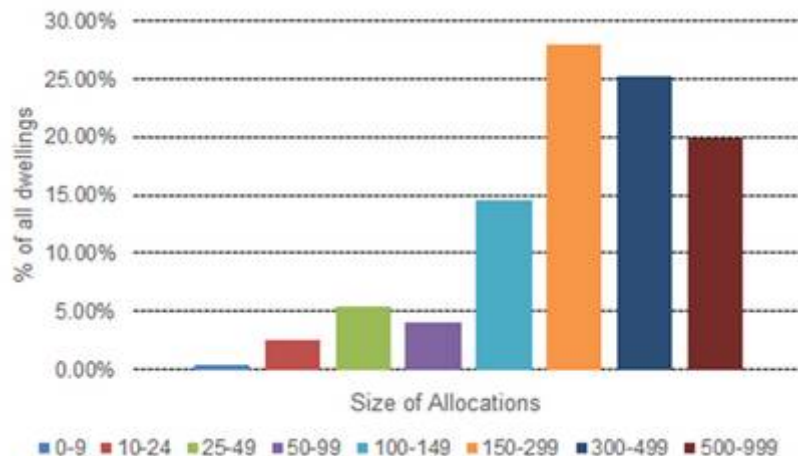
Paragraph 018 -How should a *return* to developers be defined for the purpose of viability assessment?

- 15-20% of gross development value (GDV)

Draft Charnwood Local Plan Planned Growth to 2036

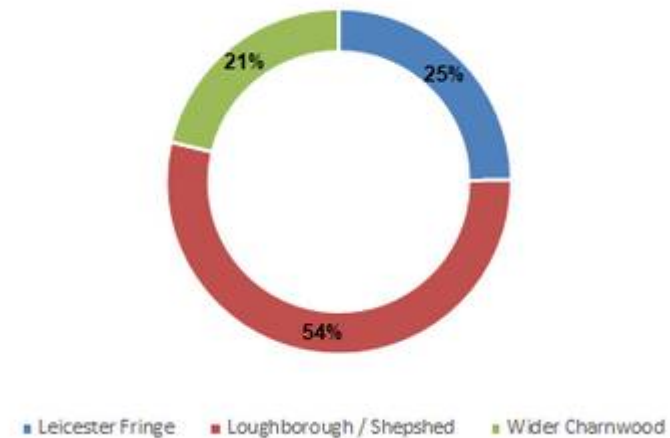
- 1,160 homes per annum (19,716 in total)
- 13.64 ha of office (E class)
- 64.24 ha of industrial / warehousing (B2-B8)
- 3,000-4,500 sqm (net) of non-food retail (long-term)

Size of proposed allocations



Location of proposed allocations

(As a percentage of total dwellings)



Excludes SUEs

Emerging policies directly impacting viability

Policy Ref	Policy Name	Specific Requirements	Where does this impact in the Viability Appraisal	RAG Rating of Cost/Value Assumptions £
LP4	Affordable Housing	30% (77% Rent + 23% Intermediate) - needs to be adjusted to be compliant with NPPF 10% of all homes being affordable ownership	Development Typologies	High
LP6	Housing Mix	5% M4(2) or M4(3)	Development Cost	High
LP7	Space Standards	Yes - National standards	Development Typologies	Medium
LP19	Landscape, Countryside, Green Wedges and Areas of Local Separation	Environmental protection	Density / S106	Medium
LP22	Conserving and Enhancing Biodiversity and Geodiversity	Net gain in biodiversity	Development Cost	High
LP23	Tree Planting	Tree planting + tree retention	Development Cost	Medium
LP25	Open Space, Sport and Recreation	On site provision (10+ dwellings) or contribution	Density / S106	Medium
LP26	Indoor Sports Facilities	Financial contribution	S106	Medium
LP31	Flood Risk Management	Managing surface water run off requirements	Density / Development Cost	Medium
LP32	Sustainable Drainage Systems	Sustainable Drainage Systems (where appropriate)	Density / Development Cost	Medium
LP33	Sustainable Transport	Cycle/walking infrastructure, bus stops, electric charging points for all dwellings	Density / Development Cost / S106	High

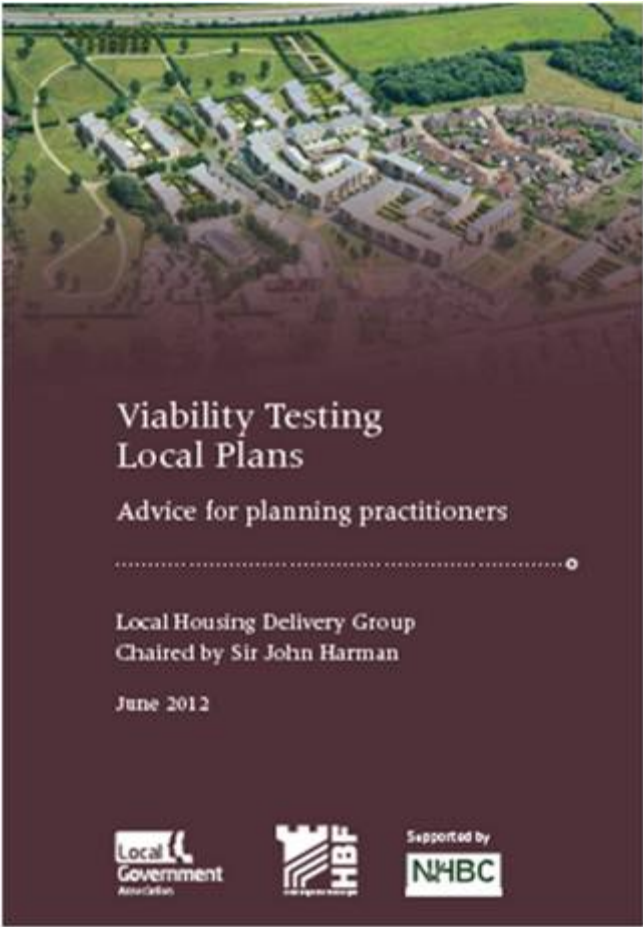
County policies directly impacting viability

Policy Ref	Policy Name	Specific Requirements	Impact on Viability	Appraisal Assumption
Appendix 2	Household Waste Recycling Centres & Waste Management	Contributions sought on developments of 10+ dwellings but no cost indication	High	S106
Appendix 3	Education	Various contributions sought - see Policy	High	S106
Appendix 6	Library Services	Case by case assessment - where development creates a demand	Medium	S106
Appendix 7	Sports and Recreation	Case by case assessment, expectation that large schemes will contribute	High	Density / S106
Appendix 9	Public Health	May be instances where S106 is required but no indication into quantum	Medium	S106
Appendix 10	Notification Procedure for Planning Obligations	Requires schemes over 10 dwellings / 0.25 ha at 36 dph to notify for the case by case assessments	Medium	S106

Overview

1. Introduction
2. Local Plan Viability Context
- 3. Methodology**
4. Research and Emerging Assumptions
5. Feedback and Next Steps

Best Practice



Best Practice - RICS FVIP, Aug 2012 (under revision)



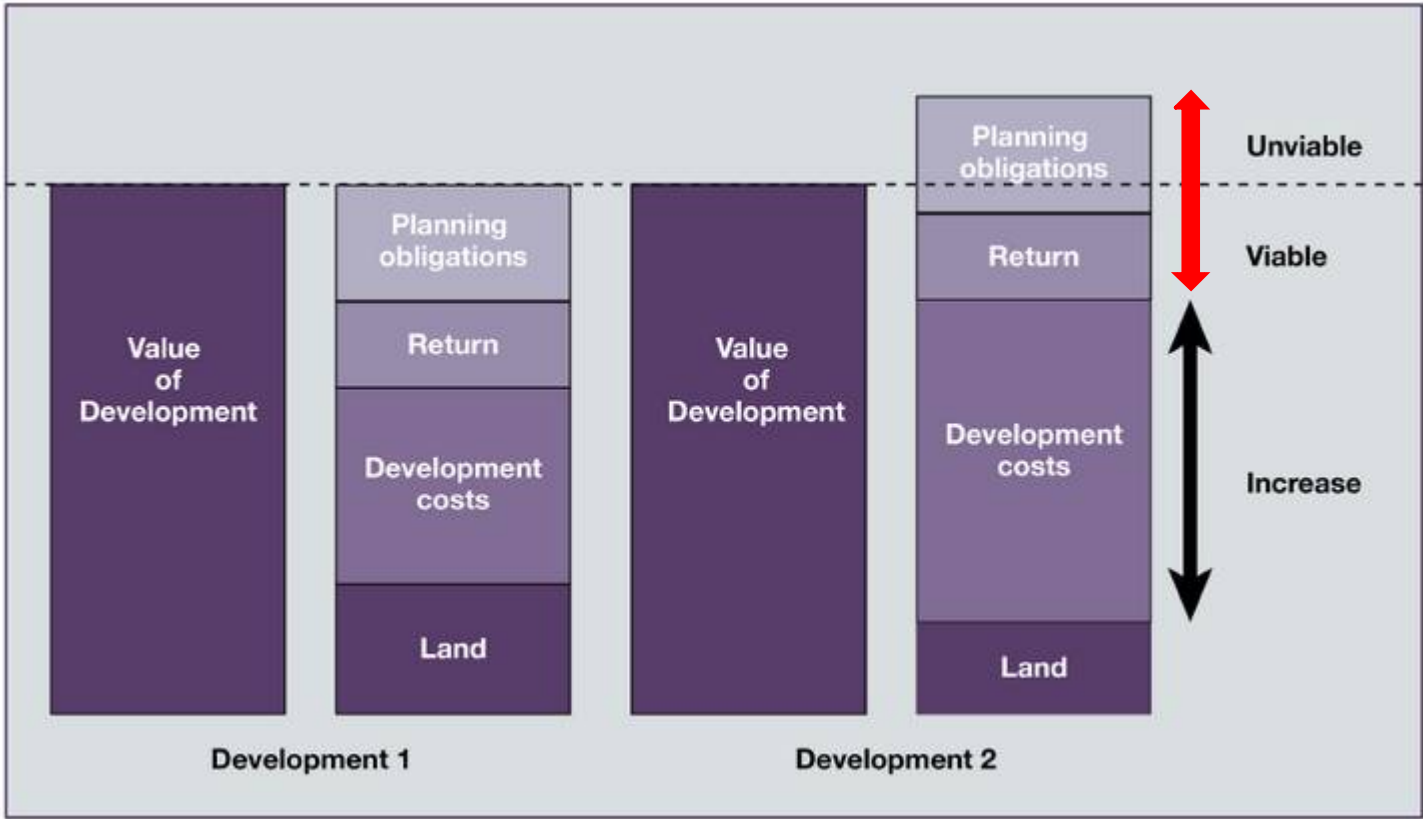
Box 7: Site Value definition

Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: *'Site Value should equate to the market value⁴ subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.'*

Box 8: Site Value – area-wide assessments

When undertaking Local Plan or CIL (area-wide) viability testing, a second assumption needs to be applied to the above: *'Site Value (as defined above) may need to be further adjusted to reflect the emerging policy / CIL charging level. The level of the adjustment assumes that site delivery would not be prejudiced. Where an adjustment is made, the practitioner should set out their professional opinion underlying the assumptions adopted. These include, as a minimum, comments on the state of the market and delivery targets as at the date of assessment.'*

RICS – Financial Viability In Planning



Appropriate Balance

Too low -

not enough funding for the Authority to deliver the required infrastructure to support the future development

Too high -

'choking-off' development such that economic growth and development is prevented



Regulation 14 CIL – “appropriate balance”

Best Practice Model

GDV (inc. AH)

Less

- Fees
- S106/CIL
- Build costs
- Profit
- Interest etc.

= RLV

No. Units / Size

x Density

= size of site (ha)

x BLV (£/ha)

= BLV



How is Land Value defined?

NPPG Paragraph 014-015

- EUV+
- Minimum return...a reasonable landowner would sell
- In comparison with other options available
- Allow a sufficient contribution to fully comply with policy
- Includes abnormal costs; site specific infrastructure
- Market evidence: policy compliant / adjusted

Existing Use Value

NPPG Paragraph 015

- EUV is the value of the land in its existing use
- Not the price paid for the land
- Disregard hope value
- Reference to AUV moved (para 014) and consolidated

Premium

NPPG Paragraph 016

- premium should provide a reasonable incentive for a land owner to bring forward
- while allowing a sufficient contribution to fully comply with policy requirements
- an iterative process informed by professional judgement
- Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement)

BLV Summary



Existing Use Value (EUV)



Policy Compliant Residual Land Value (RLV) / Market Value (MV)



Hope Value

Alternative Use Value (AUV)



EUV + Premium



Policy adjustment

Overview

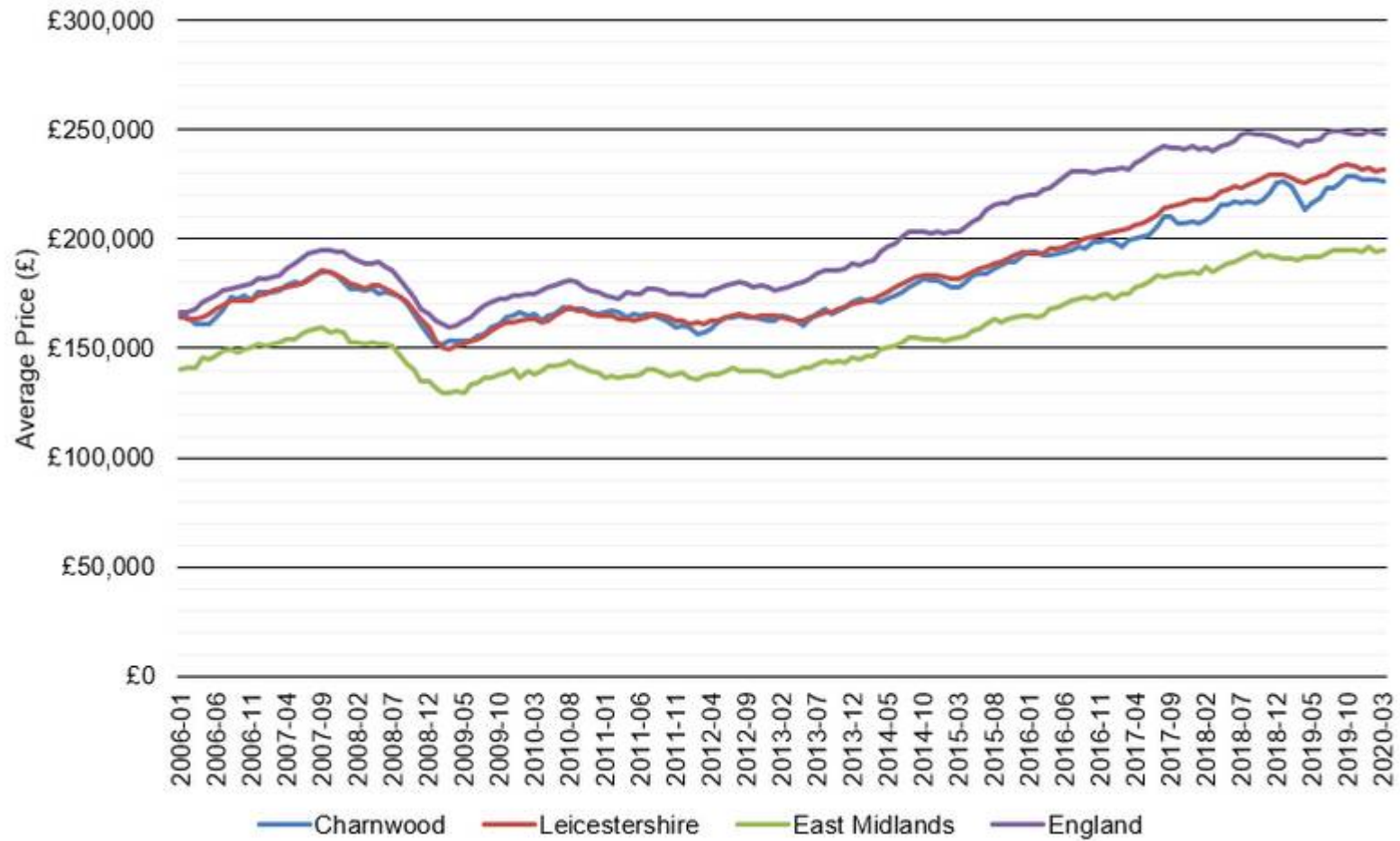
1. Introduction
2. CIL / Local Plan Viability Context
3. Methodology
4. **Research and Emerging Assumptions**
5. Feedback and Next Steps

Residential Values Market Research Paper



- UK and Regional Market Overview
- Existing Evidence Base on Residential Sales Values
- AspinallVerdi Research
 - New Build Achieved Values
 - New Build Asking Prices
- Conclusions
 - Market Housing Value Assumptions
 - Affordable Housing Transfer Values (Consultation with RPs)

Average House Prices Since 2006



Local Plan Viability Study 2018-19

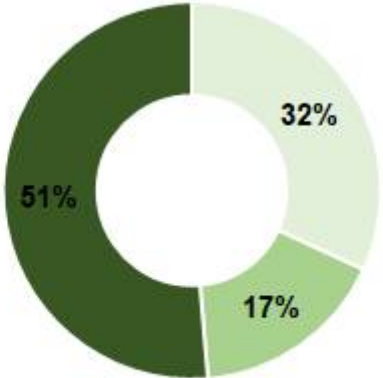
- Identified 3 broad market areas:
 - Loughborough / Shepshed
 - Leicester Fringe (e.g. urban extensions of Leicester)
 - Wider Charnwood (e.g. remaining service centres /rural areas)
- Identified 6 development typologies:
 - Small brownfield
 - Large brownfield
 - Urban flatted schemes
 - Small greenfield (<20 dwellings)
 - Medium greenfield (20-200 dwellings)
 - Large greenfield (>200 dwellings)

Local Plan Viability Study 2018-19 – Sales Value Assumptions (£ per square metre)

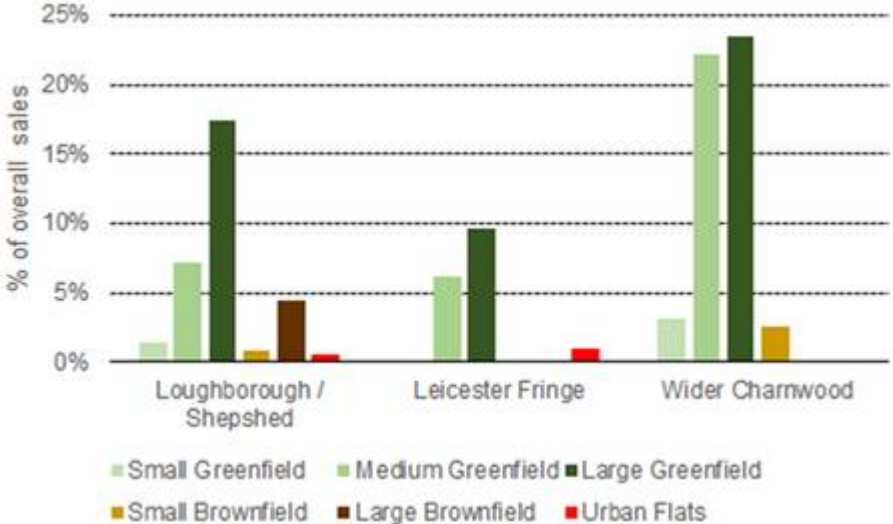


Development typology	Loughborough / Shepshed	Leicester Fringe	Wider Charnwood
Large brownfield	£2,750 psm	N/A	N/A
Small brownfield	£2,500 psm	N/A	£2,800 psm
Urban flatted schemes	£2,450 psm	N/A	N/A
Small greenfield	N/A	N/A	£3,250 psm
Medium greenfield	£2,850 psm	£2,900 psm	£3,000 psm
Large greenfield	£2,850 psm	£2,900 psm	£3,000 psm

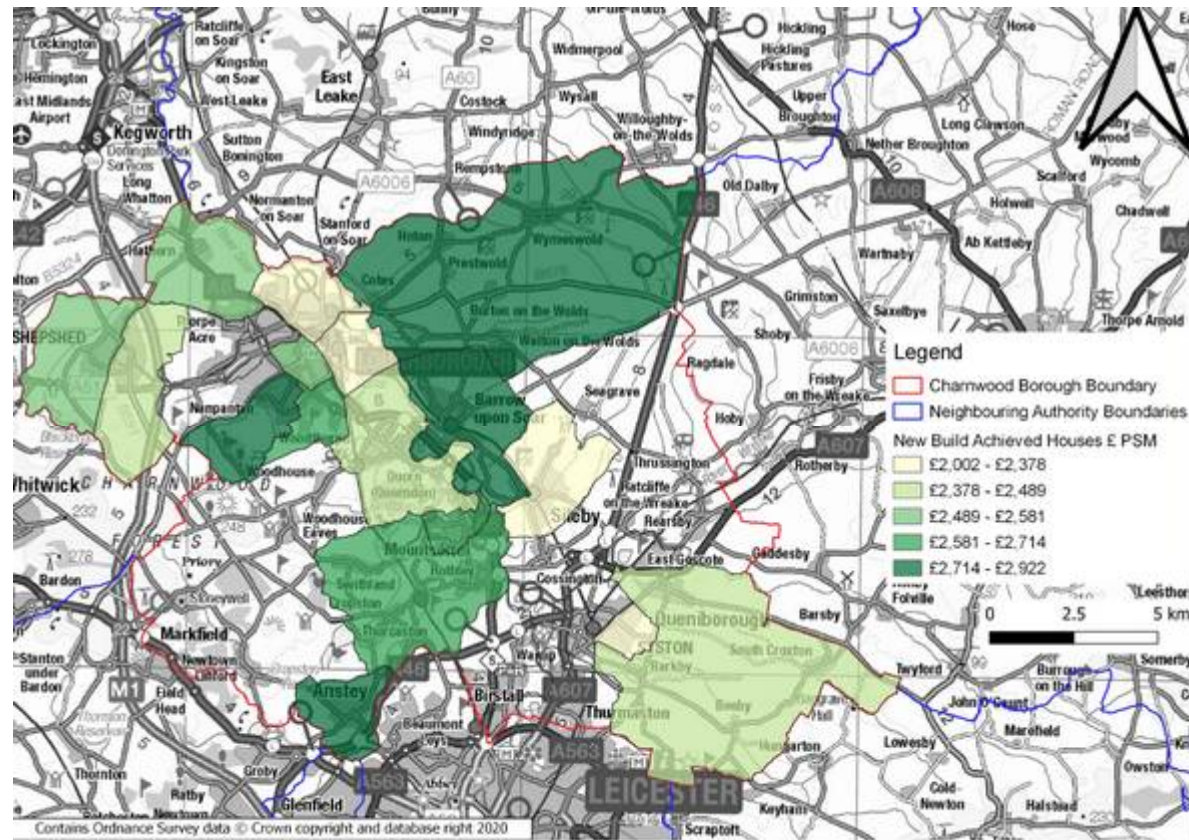
Data Analysis – Location / Type of New-Build Sales



■ Loughborough / Shepshed ■ Leicester Fringe ■ Wider Charnwood

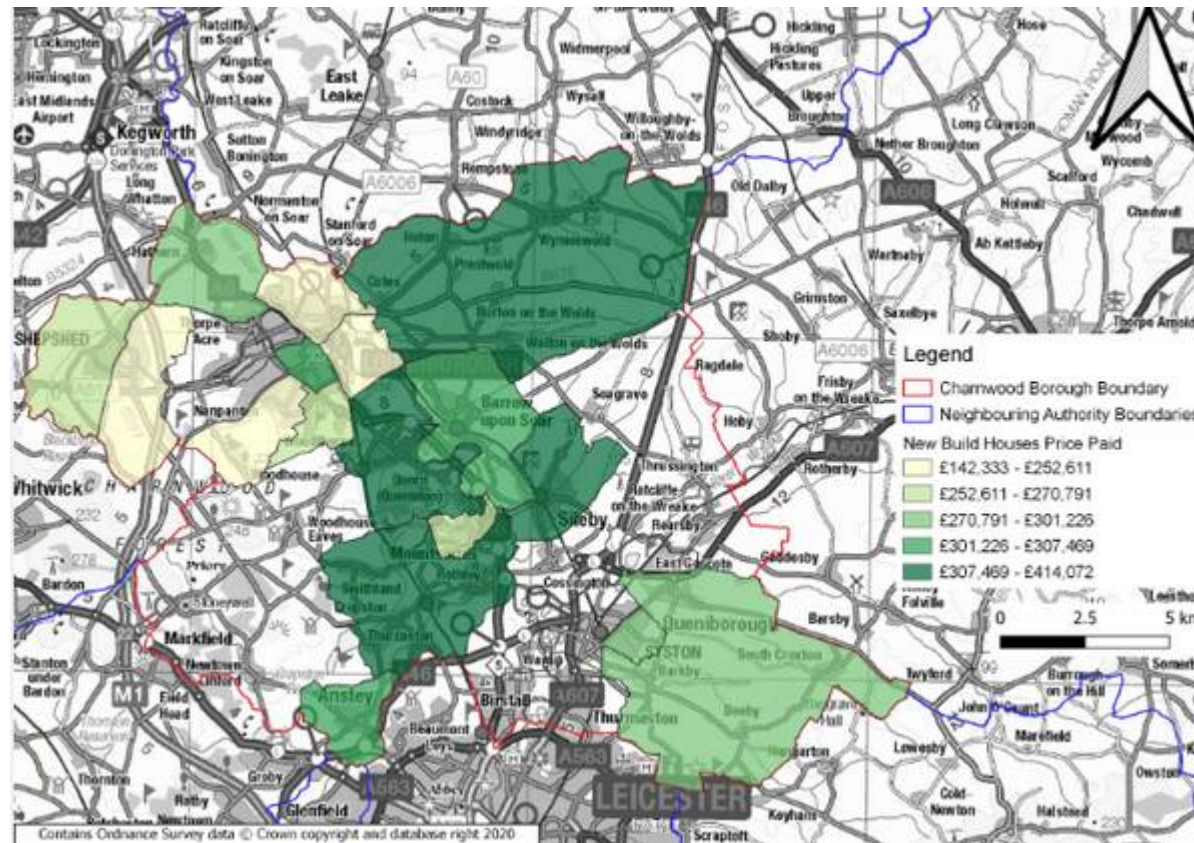


New Build House Sales - Achieved Prices (£ per square metre)



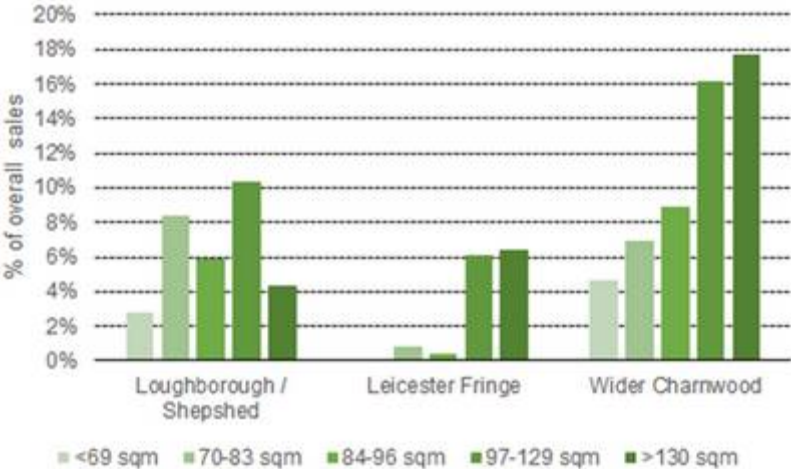
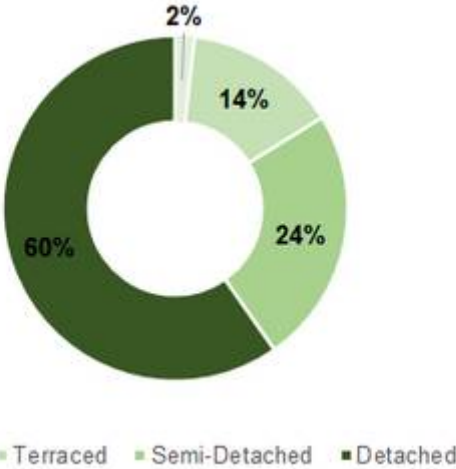
*Note – not enough new build data to map flats

New Build House Sales - Achieved Prices (£/unit)



*Note – not enough new build data to map flats

Data Analysis – Type/Size of New-Build Sales



Data Analysis – Sales Comparison to 2018-19 Study



Market area	HDH £psm Assumptions	Floor Areas (Sqm)				
		<69	70-83	84-96	97-129	>130
Loughborough / Shepshed	£2,500-£2,850	£2,762	£2,478	£2,665	£2,479	£2,569
Leicester Fringe	£2,900	No data	£2,646	£2,627	£2,265	£2,234
Wider Charnwood	£2,800-£3,250	£2,968	£2,945	£2,818	£2,589	£2,559

Average Sales Prices (£ psm)

Analysis of Proposed Allocations

- 92% of dwellings in proposed allocations on greenfield sites
- Majority of new development will come forward on medium to large greenfield proposed allocations over 75 dwellings
- 53% of proposed brownfield allocations in Loughborough / Shepshed

Development typology	Leicester Fringe	Loughborough / Shepshed	Wider Charnwood
Larger brownfield sites (>50)	0	2 (F)	0
Smaller brownfield sites (<49)	4	8	3
Urban flatted schemes	Likely to be limited based on sales evidence – most likely to be on town centre brownfield allocations		
Large greenfield sites (>75)	4	12	10
Medium greenfield sites (11-74)	2	3	9
Small greenfield sites (<10)	0	1	0

(F) likely to be a flatted development as in town centre

Typologies

- Based on proposed allocations in draft plan
 - Three market areas
 - Five development types
 - Small brownfield (<49 dwellings – includes some flatted schemes)
 - Large brownfield (>50 dwellings – town centre flatted scheme)
 - Small greenfield (<10 dwellings)
 - Medium greenfield (11-74 dwellings)
 - Large greenfield (>75 dwellings)
- Appropriate Densities
 - Generally 30-35 dph on greenfield sites
 - Between 40-50 dph on smaller brownfield sites
- Housing mix based on SHMA + draft affordable housing policy

Unit Size Assumptions – For Consultation

Loughborough / Shepshed	Size (Sqm)					
	1-Bed Flat*	1-Bed House	2-Bed Flat*	2-Bed House	3-Bed House	4-Bed House
Brownfield	45.00	58.00	64.00	72.00	84.00	103.00
Medium / Large Greenfield	45.00	58.00	64.00	74.00	87.00	115.00
Small Greenfield	N/A	58.00	N/A	74.00	93.00	115.00
Leicester Fringe	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	100.00	140.00
Small Greenfield	N/A	58.00	N/A	80.00	93.00	130.00
Wider Charnwood	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	N/A	58.00	N/A	72.00	86.00	110.00
Medium / Large Greenfield	45.00	58.00	64.00	80.00	105.00	130.00
Small Greenfield	N/A	58.00	N/A	80.00	110.00	150.00

Residential Value Assumptions (£) – For Consultation



Loughborough / Shepshed	Sales Price Assumption (£ unit)					
	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	£120,000	£150,000	£160,000	£200,000	£225,000	£270,000
Medium / Large Greenfield	£120,000	£150,000	£160,000	£210,000	£240,000	£315,000
Small Greenfield		£150,000		£210,000	£260,000	£315,000
Leicester Fringe	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield		£150,000		£200,000	£230,000	£280,000
Medium / Large Greenfield	£130,000	£150,000	£165,000	£220,000	£265,000	£340,000
Small Greenfield		£150,000		£215,000	£245,000	£325,000
Wider Charnwood	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield		£160,000		£210,000	£245,000	£325,000
Medium / Large Greenfield	£145,000	£160,000	£170,000	£230,000	£300,000	£375,000
Small Greenfield		£160,000		£230,000	£325,000	£425,000

Residential Value Assumptions (£ psm) – For Consultation



Loughborough / Shepshed	Sales Price Assumption (£ psm)					
	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield	£2,667	£2,586	£2,500	£2,778	£2,679	£2,621
Medium / Large Greenfield	£2,667	£2,586	£2,500	£2,838	£2,759	£2,739
Small Greenfield		£2,586		£2,838	£2,796	£2,739
Leicester Fringe	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield		£2,586		£2,778	£2,674	£2,545
Medium / Large Greenfield	£2,889	£2,586	£2,578	£2,750	£2,650	£2,429
Small Greenfield		£2,586		£2,688	£2,634	£2,500
Wider Charnwood	1-Bed Flat	1-Bed House	2-Bed Flat	2-Bed House	3-Bed House	4-Bed House
Brownfield		£2,759		£2,917	£2,849	£2,955
Medium / Large Greenfield	£3,222	£2,759	£2,656	£2,875	£2,857	£2,885
Small Greenfield		£2,759		£2,875	£2,955	£2,833

Affordable Housing Transfer Values

- Current Policy
 - 77% social or affordable rent
 - 23% intermediate housing
- NPPF 2019 – introduced 10% of all dwellings to be for affordable home ownership
- Revised draft policy mix and transfer price
 - 65% affordable rent @ 45% of market value
 - 35% intermediate @ 70-80% of market value

Cost Assumptions – Initial Payments/Policy Costs



Item	Assumption
Planning Application Professional Fees	Allowance for typology - generally x 3 Stat Planning fees
Statutory Planning Fees	Based on national formula

Policy Ref	Policy Name	Impact on Viability Appraisal (Direct, Indirect, No Impact)	Financial Assumption / Metrics (£)	RAG Rating of Cost/Value Assumptions £	Evidence Source (for Assumption)
LP6	Housing Mix	Direct	£521 per unit M4(2) £10,111 per unit M4(3)	High	MHCLG
LP19	Landscape, Countryside, Green Wedges and Areas of Local Separation	Direct	£3,000 per unit Local Authority S106	Medium	Development monitoring / existing evidence base
LP22	Conserving and Enhancing Biodiversity and Geodiversity	Direct	£287 per unit (brownfield) £1,011 per unit (greenfield)	High	DEFRA
LP23	Tree Planting	Direct	15% External works + density	Medium	N/A
LP25	Open Space, Sport and Recreation	Direct	£3,000 per unit Local Authority S106	Medium	Development monitoring / existing evidence base
LP26	Indoor Sports Facilities	Direct	£3,000 per unit Local Authority S106	Medium	Development monitoring / existing evidence base
LP31	Flood Risk Management	Direct	15% External works + density	Medium	N/A
LP32	Sustainable Drainage Systems	Direct	15% External works + density	Medium	N/A
LP33	Sustainable Transport	Direct	Electric charging: £1,000 per unit houses £10,000 per block of 4 flats	High	Development monitoring / our experience elsewhere

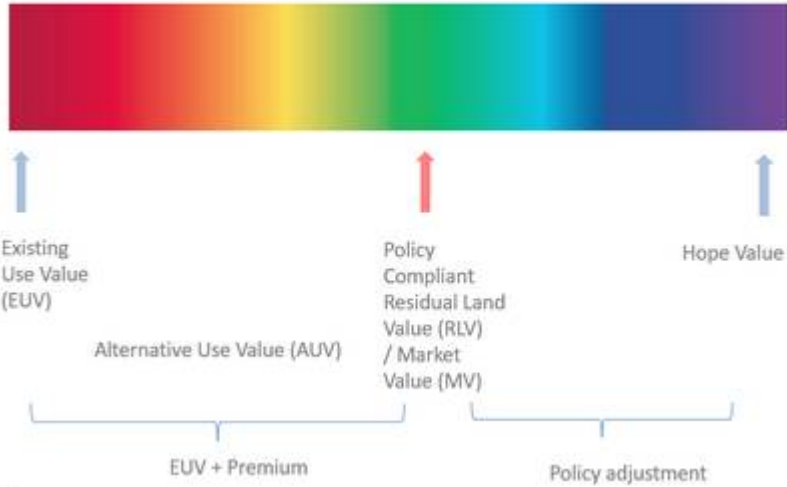
Cost Assumptions



Item	Assumption	Comments
Estate Housing	£1,120 - £1,231 psm	Lower Quartile BCIS on typologies over 75 units Median BCIS <74 units
Flats 3-5 Storey	£1,221 psm	Lower Quartile BCIS
External Works	5% 10% 20%	Apartment schemes Smaller sites (below 74 units) Larger sites (above 75 units)
Brownfield Site Costs	£50,000 / acre	Site clearance / remediation
Contingency	+3% / +5%	Greenfield / brownfield
Professional Fees	7%	of construction cost
Sales Agent	1%	of open market sales value
Sales Legal	0.25%	Ditto with £10,000 for affordables
Marketing budget	3%	of open market sales value
Debit Interest	6%	on 100% of cashflow
Profit	20% (Market Sales) 6% (Affordable Housing)	With sensitivities between 15% and 20%

Benchmark Land Value (BLV)

- Agricultural Land
- Development Land
- Brownfield Land

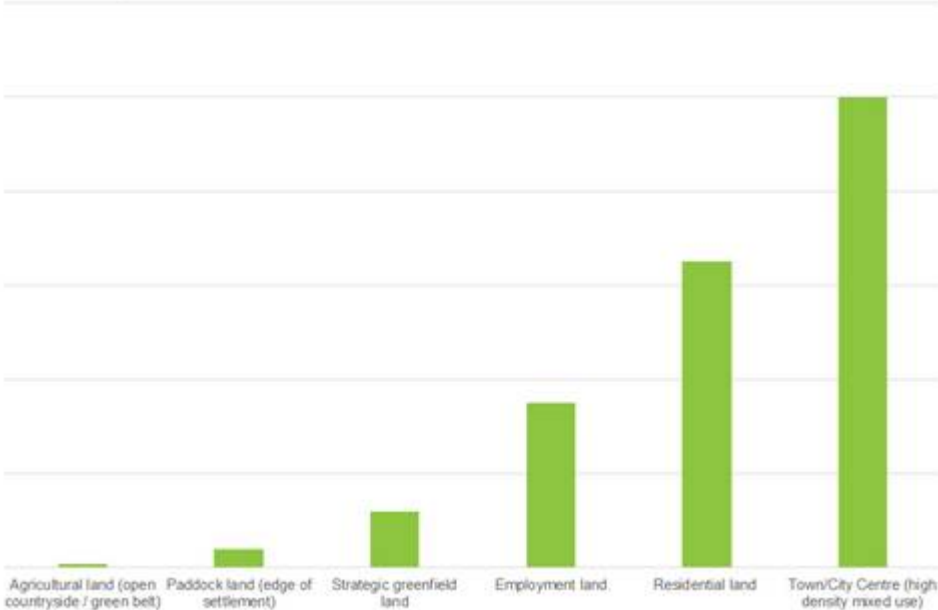


Evidence Base Review

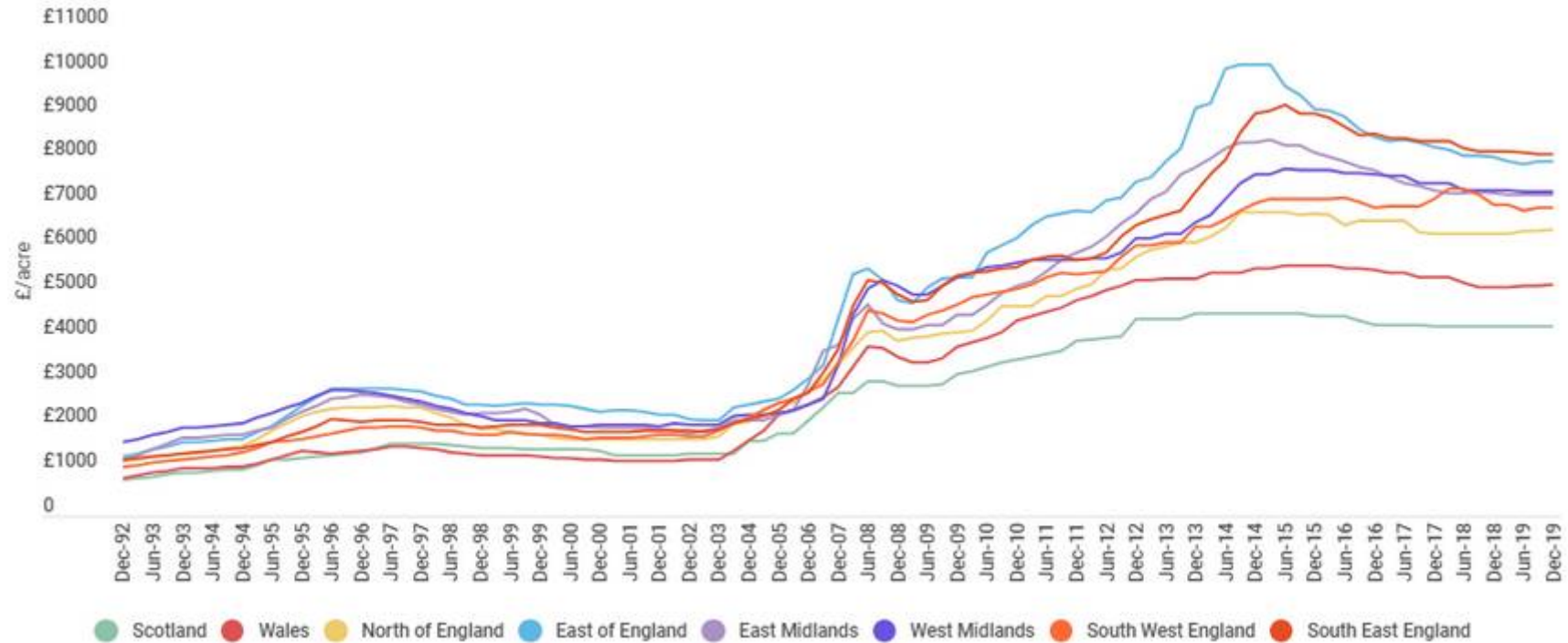
Type	£ per hectare	£ per acre
Agricultural*	£20,000	£10,000
Paddock Land**	£50,000	£20,235
Industrial Land (i.e. brownfield sites)	£500,000	£200,000

*sites >0.5 ha (1.2 acres)

**sites <0.5 ha (1.2 acres)

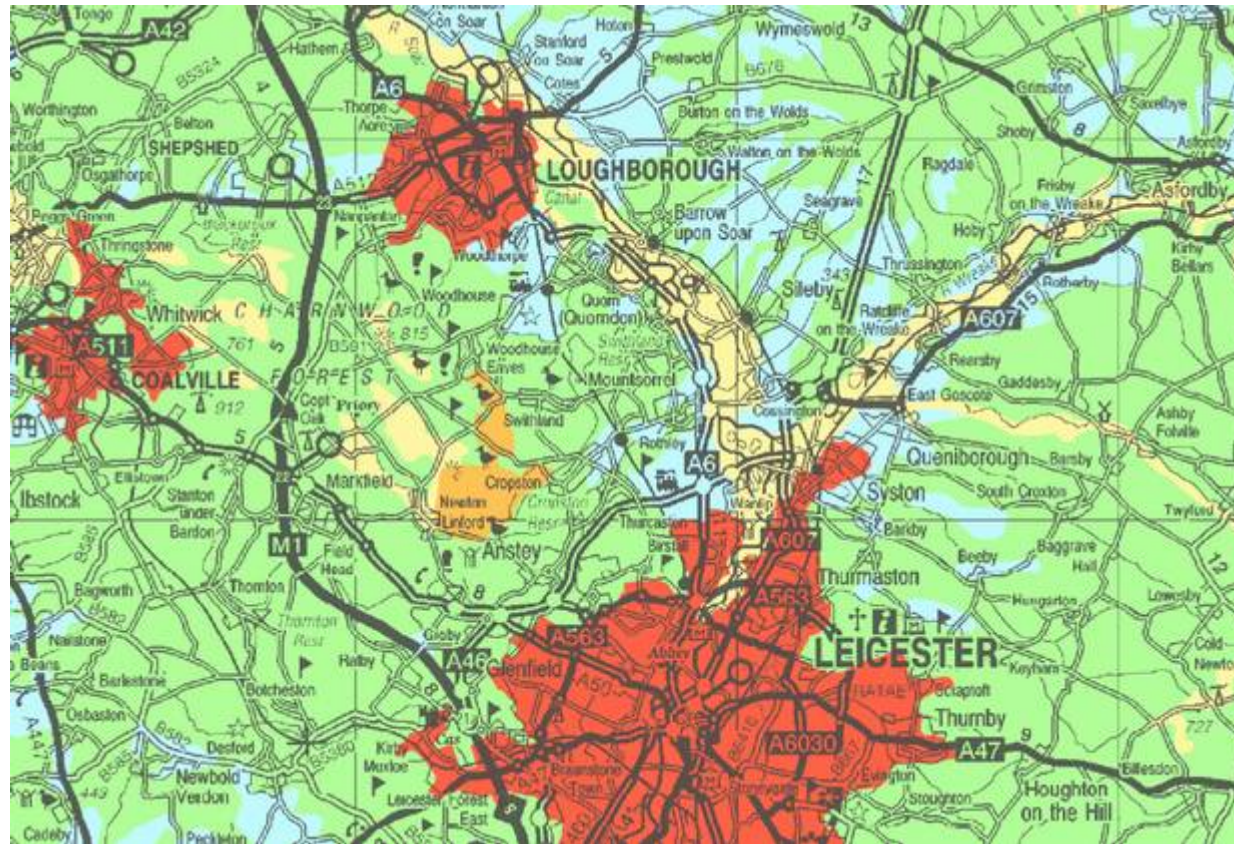


Agricultural Land Values – By Region



Source: Savills Research

Agricultural Land Classification



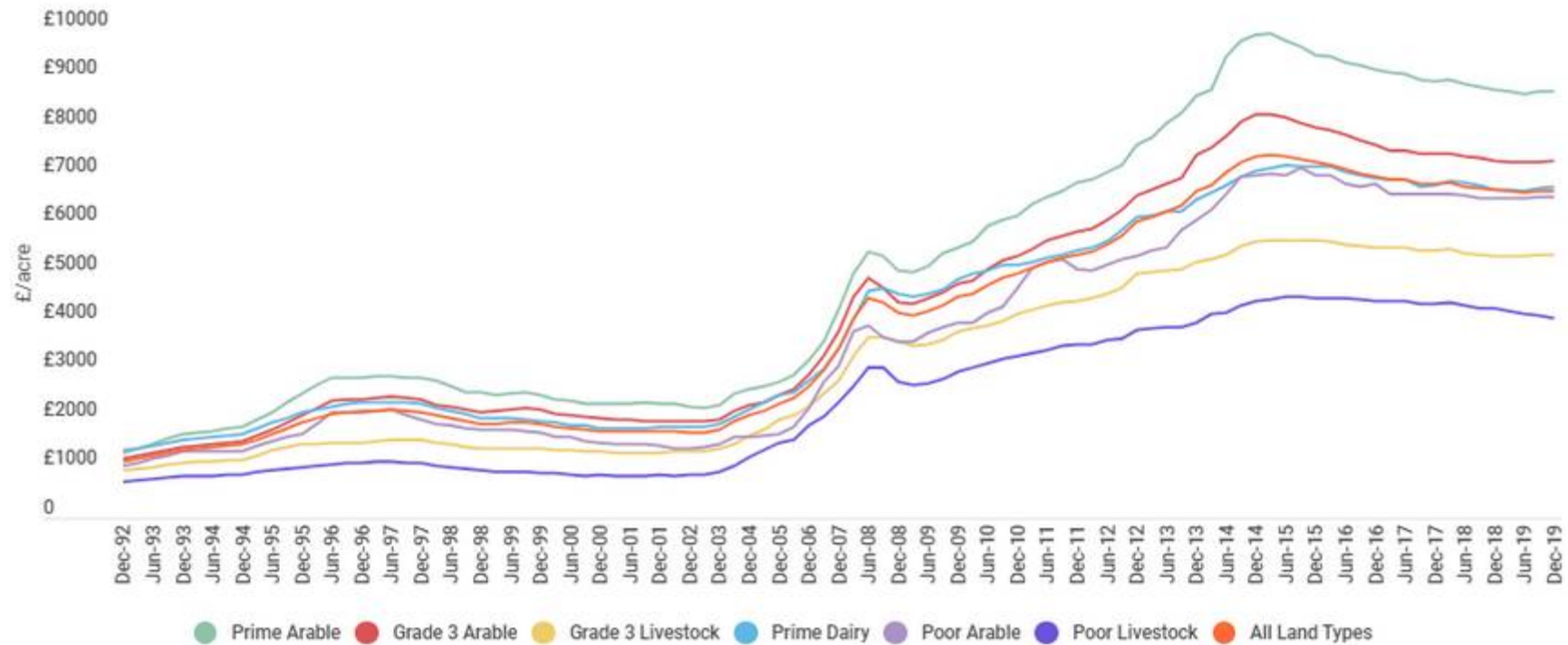
Grade	Description
1	Excellent
2	Very Good
3	Good to Moderate
4	Poor
5	Very Poor

Non-Agricultural Land

- Other land primarily in non-agricultural use
- Land predominantly in urban use

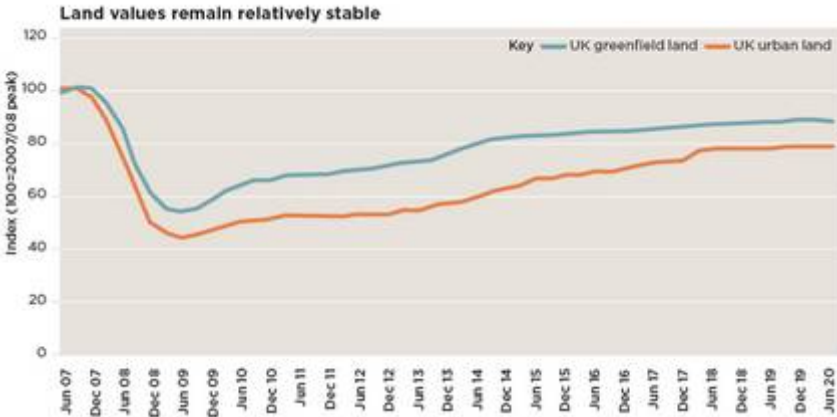
Source: Natural England

Agricultural Land Values – By Classification



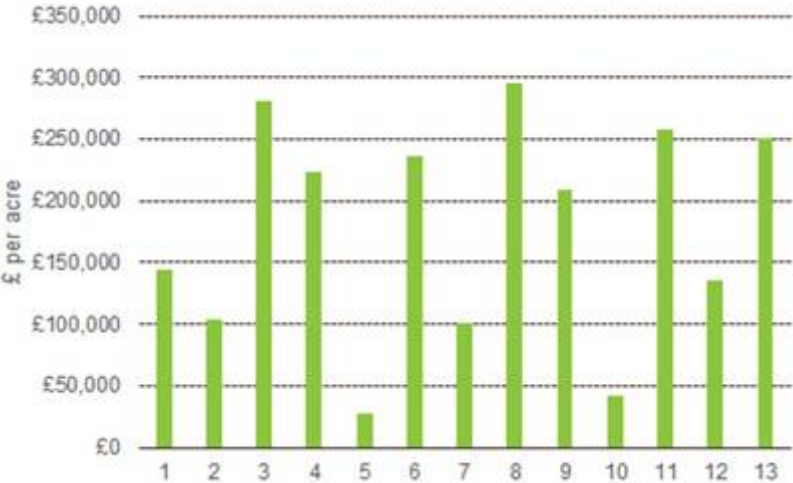
Source: Savills Research

Development Land Values



Source: Savills Research

Greenfield Development Land Values per acre in Charnwood



Sources: CoStar / Charnwood Borough Council / HDH Planning & Development

EUV Assumptions

Typology	Location	EUV -				
		(per acre) (gross)	(per ha) (gross)	Net: Gross (%)	(per acre) (net)	(per ha) (net)
Paddock Land - Small Greenfield (<10 dwellings)	Borough Wide	£20,000	£49,420	95%	£21,053	£52,021
Agricultural Land - Medium Greenfield * (11-74 dwellings)	Borough Wide	£8,000	£19,768	83%	£9,697	£23,961
Agricultural Land - Large Greenfield * (>74 dwellings)	Borough Wide	£8,000	£19,768	63%	£12,800	£31,629
Brownfield Land - Small / Large Sites	Urban Areas	£200,000	£494,200	100%	£200,000	£494,200

***NOTE – UPDATED SLIDE TO TAKE INTO ACCOUNT COMMENTS AT CONSULTATION ON GROSS TO NET ON MEDIUM AND LARGE SITES**

The above values are for Plan-making purposes only. They are our EUVs. A Premium will be added in accordance with the PPG. This table should be read in conjunction with our Financial Viability Assessment Report and the caveats therein.

BLV – call for evidence

- We would welcome more comparable land value evidence for *all* land uses (residential, commercial and retail)
- We need specific details of:
 - the transaction date;
 - net and gross site area;
 - price paid;
 - greenfield / brownfield (existing use)
 - planning consent (including affordable housing % and S106 details)
 - abnormal costs
- ***Any confidential information will be treated as such***

How to interpret the Viability Appraisals

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				3,252,584
SDLT		3,252,584 @	(slabbed)	(152,129)
Acquisition Agent fees		3,252,584 @	1.0%	(32,526)
Acquisition Legal fees		3,252,584 @	0.5%	(16,263)
Interest on Land		3,252,584 @	6.25%	(203,286)
Residual Land Value				2,848,379
RLV analysis:	56,968 £ per plot	1,709,028 £ per ha	691,634 £ per acre	
BENCHMARK LAND VALUE (BLV)				
Residential Density		30.0 dph		
Site Area (Net)		1.67 ha	4.12 acres	
Density analysis:		2,738 sqm/ha	11,925 sqft/ac	
Benchmark Land Value (Net)	44,478 £ per plot	1,334,340 £ per ha	540,000 £ per acre	2,223,900
BALANCE				
Surplus/(Deficit)		374,688 £ per ha	151,634 £ per acre	624,479

GDV (inc. AH)
 Less
 • Fees
 • S106/CIL
 • Build costs
 • Profit
 • Interest etc.
 = RLV

No. Units / Size
 x Density
 = size of site (ha)
 x BLV (£/ha)
 = BLV



Viability Buffer - Sensitivities



TABLE 1

Balance (RLV - BLV)	624,479	Affordable Housing - % on site 35%						
		20%	25%	30%	35%	40%	45%	50%
	70	904,112	830,543	756,975	683,406	609,838	536,262	462,686
	90	841,101	771,470	701,840	632,210	562,580	492,950	423,319
	110	778,090	712,398	646,705	581,013	515,321	449,629	383,937
	130	715,078	653,325	591,571	529,817	468,063	406,309	344,556
	150	652,042	594,240	536,436	478,621	420,805	362,989	305,174
CIL Epsm	170	588,992	535,130	481,267	427,405	373,543	319,669	265,792
93.02	190	525,941	476,020	426,098	376,177	326,255	276,334	226,410
	210	462,891	416,910	370,929	324,948	278,967	232,986	187,005
	230	399,808	357,786	315,760	273,720	231,679	189,639	147,599
	250	336,715	298,637	260,558	222,480	184,391	146,292	108,192
	270	273,623	239,488	205,353	171,217	137,082	102,945	68,786
	290	210,518	180,339	150,147	119,955	89,763	59,571	29,378
	310	147,382	121,158	94,934	68,692	42,444	16,195	(10,054)
	330	84,246	61,968	39,690	17,412	(4,876)	(27,181)	(49,487)
	350	21,103	2,778	(15,554)	(33,886)	(52,218)	(70,557)	(88,919)
	370	(42,079)	(56,435)	(70,798)	(85,184)	(99,570)	(113,955)	(128,352)
	390	(105,261)	(115,668)	(126,075)	(136,482)	(146,922)	(157,361)	(167,801)
	410	(168,456)	(174,901)	(181,359)	(187,817)	(194,276)	(200,767)	(207,261)
	430	(231,686)	(234,160)	(236,644)	(239,153)	(241,662)	(244,173)	(246,721)
	450	(294,916)	(293,438)	(291,960)	(290,488)	(289,049)	(287,609)	(286,181)
	470	(358,178)	(352,716)	(347,286)	(341,856)	(336,435)	(331,047)	(325,658)
	490	(421,459)	(412,034)	(402,613)	(393,231)	(383,848)	(374,484)	(365,147)
	510	(484,749)	(471,360)	(457,981)	(444,605)	(431,271)	(417,937)	(404,635)
	530	(548,082)	(530,702)	(513,351)	(496,017)	(478,694)	(461,408)	(444,124)
	550	(611,416)	(590,077)	(568,738)	(547,432)	(526,143)	(504,879)	(483,641)
	570	(674,801)	(649,453)	(624,155)	(598,857)	(573,603)	(548,359)	(523,160)

The Sensitivities

Affordable Housing versus

- Table 1 - Site Specific S106
- Table 2 – Profit (Market Sales)
- Table 3 - BLV
- Table 4 - Density
- Table 5 - Build Costs
- Table 6 - Market Values

Draft Documents to be issued....

You should receive the following papers –

- Residential Market review paper
- Land Market review paper (Benchmark Land Value)
- Typologies matrix (hypothetical schemes to be tested)
- Policies matrix – shows policies with a direct impact on viability

- + these presentation slides

Overview

1. Introduction
2. Local Plan Viability Context
3. Methodology
4. Research and Emerging Assumptions
- 5. Feedback and Next Steps**

Feedback



Send written observations/evidence to –

- Josh Wedge, AspinallVerdi
- Email: joshw@aspinallverdi.co.uk

Deadline for evidence: Friday 9th October 2020

Next Steps

- Review Workshop Feedback
- Run Viability Appraisals
- Prepare recommendations / Report to Members

Charnwood Borough Council – Local Plan Viability Stakeholder Workshop 30 September 2020
Stakeholder Feedback and Analysis

Item	Comment Feedback	Consultee	AspinallVerdi comments
Sales values	£2,798-£2,906 psm compared to AspinallVerdi assumption of £2,698 for Loughborough / Shepshed.	[REDACTED]	We acknowledge that higher sales values are achievable on the western fringe of Shepshed and southern edge of Loughborough. Our approach is more conservative and reflects that on the east of Shepshed values tend to be slightly lower. Our sensitivity tables show how viability would improve with higher sales values.
Build costs	£1,251 psm compared to AspinallVerdi assumptions of: £1,120 psm (large sites >75 units) and £1,231 psm (smaller sites <74 units)	[REDACTED]	<p>£1,251 psm is higher than the median BCIS rate and from our experience, large housebuilders can achieve economies of scale which mean they build at rates lower than the median BCIS rate.</p> <p>Through our 1-2-1 stakeholder engagement, we note that William Davis propose a lower external works figure than our assumption. Therefore, we consider that in the round our build cost assumptions are reasonable.</p> <p>There is also a relationship between build cost and sales value, with the consultee believing higher values can be achieved, this means there is scope for higher build costs for higher specifications.</p>
Agricultural land values	£10,000-£12,000 per acre compared to AspinallVerdi £8,000 per acre. Please confirm if the £8,000 per acre is gross.	[REDACTED]	<p>We can confirm the £8,000 per acre is gross and this equates to between £9,700-£12,800 per net acre.</p> <p>We note that through our 1-2-1 stakeholder engagement [REDACTED] have quoted £8,000-£9,000 per gross acre. This seems to acknowledge that £10,000-£12,000 per gross acre is high and we would reference stakeholders back to our presentation and land paper which shows how agricultural land values have declined. Furthermore, we have received no evidence in terms of comparables that supports an alternative position.</p>
Return to landowner	20-30 x EUV (£250,000-£350,000 per net acre) compared to AspinallVerdi assumption of 10-20 x EUV (£80,000-£160,000 per net acre)	[REDACTED]	This was explored more through 1-2-1 engagement and there is inconsistency and a lack of clarity / transparency in the responses.

Charnwood Borough Council – Local Plan Viability Stakeholder Workshop 30 September 2020
Stakeholder Feedback and Analysis

Item	Comment Feedback	Consultee	AspinallVerdi comments
			<ul style="list-style-type: none"> • ██████████ refrained from providing the premium required by the landowner in one instance and commented in relation to another site that £300,000 per acre is required. • ██████████ did not comment but have stated a lower EUV (as set out above under agricultural land values). • ██████████ indicated that 10-20 times premium over agricultural land value is appropriate – supporting our position, but there is disagreement on the EUV. <p>We note that nobody followed through with a £350,000 per net acre minimum land value through the 1-2-1 process. Indicating that stakeholders acknowledged there is room for negotiation on land values to enable deliverability. However, £300,000 per net acre was indicated as being required but there was no clarity this was the minimum.</p> <p>The premium is linked to the EUV and there is not a clear message coming from the stakeholders on the EUV (see response above to agricultural land values). We consider that our approach to EUV is appropriate as it has been supported by some stakeholders. The appraisals will be analysed looking at the residual land value generated per net acre. This can be compared to the EUV to establish the premium and a judgement is required as to whether this is sufficient in the round of other assumptions being made.</p>
Affordable housing transfer values	Social Rent – 40% Shared Ownership – 70% First Homes – 70%	██████████	<p>We acknowledge that social rent values would be 40% of market value. We have appraised affordable rent tenure and not social. We consider 45% of market value appropriate for affordable rent and no comment has been made on this assumption.</p> <p>We have assumed 70% for all affordable home ownership tenures in our appraisal so that it future proofs the study for the introduction of first homes. Therefore, our appraisals align with the comments provided.</p>

Charnwood Borough Council – Local Plan Viability Stakeholder Workshop 30 September 2020
Stakeholder Feedback and Analysis

Item	Comment Feedback	Consultee	AspinallVerdi comments
	<p>£10,000 has been allowed for to cover a wide range of policy requirements at a very general level.</p> <p>We understand that the Education Authority made representations on the Consultation Draft Plan expressing concerns about the impact of the strategy on education facilities.</p> <p>The assessment of viability should take proper account of the likely cost requirements for additional educational facilities and should not be based on an indicative per dwelling assumption. The County Council needs to clearly set out the additional education requirements that arise from the proposed scale and location of development and this should be properly factored in to the viability assessment.</p> <p>Our experience in Melton Borough is that costs for secondary education improvements that were not identified at the Local Plan stage – but are now being sought, risk the delivery of the Local Plan strategy by potentially making allocated sites unviable.</p> <p>If the provision of necessary education facility improvements to support growth is a critical issue, then the viability assessment should have a clear understanding these requirements and associated costs to provide a sufficiently robust assessment of plan viability. A</p>		<ul style="list-style-type: none"> • £3,130 per unit in Loughborough / Shepshed • £3,700 per unit in Wider Charnwood <p>We have then added some off-site highways costs based on a transport mitigation study undertaken by Aecom:</p> <ul style="list-style-type: none"> • £1,715 per unit in the Leicester Fringe • £1,780 per unit in Loughborough / Shepshed • £2,485 per unit in Wider Charnwood <p>Finally, we have added £3,000 per unit across all market areas to cover any planning obligations required by the Borough Council. This results in a total S.106 package per market area as follows:</p> <ul style="list-style-type: none"> • £12,865 per unit in the Leicester Fringe • £14,685 per unit in Loughborough / Shepshed • £17,710 per unit in Wider Charnwood <p>We considered that £13,000 per dwelling was a robust assumption given that it was double the previous study. This was acknowledged by the feedback from Barwood, William Davis and Savills that considered £13,000 per unit reasonable.</p> <p>However, having done more work on education and off-site highways we have adopted higher than £13,000 per unit in two market areas. We consider our approach reflects a reasonable worst-case scenario and that contributions would be lower than these assumptions and should not exceed them.</p>

Charnwood Borough Council – Local Plan Viability Stakeholder Workshop 30 September 2020
Stakeholder Feedback and Analysis

Item	Comment Feedback	Consultee	AspinallVerdi comments
	<p>general allowance per dwelling is not sufficient and would make the plan unsound.</p>		
<p>Emerging policy requirements</p>	<p>We've reviewed the Council Policy matrix. Our only comment in this respect relates to a point that was mostly covered in Q&A session at the end of last week's presentation regarding dialogue with statutory consultees/ongoing infrastructure work. We just wondered whether the findings of this work would be fed into the appraisals process if it did ultimately show any significant deviation from the proposed S106 costs, although we note your comment on the assumption of £13k being a potentially worst-case figure for this purpose.</p>	<p>██████████</p>	<p>Our final Local Plan viability study will be based on a final set of planning policies including County Council policies. The policies matrix identifies the cost assumptions we have made in relation to policies that directly impact on viability.</p> <p>The S.106 cost assumption has been updated based on the above analysis (including education and highways etc).</p>
<p>Large schemes / developments</p>	<p>The typologies matrix indicates that a range of development sizes/types will be tested or taken into account in the appraisal process. We'd just like to confirm that this is the case, as the contents of the presentation slide with the title 'Typologies' seems to group these under the heading 'large greenfield', or is this referring to a different point for the purposes of the appraisals (e.g. residential values for deriving the benchmark land values)?</p> <p>Also, we'd note that larger scale schemes (e.g 500, 800 units etc) can sometimes deliver infrastructure on-site as opposed</p>	<p>██████████</p>	<p>Correct – the typologies matrix summarises the typologies of development that will be appraised. This is based on analysis of the potential allocations so we have typologies reflecting smaller developments and large typologies up to 950 dwellings. The presentation slide with the heading 'Typologies' just summarises the typologies matrix.</p> <p>For clarity, our residential values and benchmark land value assumptions to differ depending on the typology and this is summarised in the presentation slides shared with stakeholders.</p> <p>In terms of on-site infrastructure requirements and S.106 – we have made an external works allowance on large sites of 20% of build costs in addition to the S.106 cost assumption (as set out above). We consider that this approach sufficiently deals with the cost of</p>

Charnwood Borough Council – Local Plan Viability Stakeholder Workshop 30 September 2020 Stakeholder Feedback and Analysis

Item	Comment Feedback	Consultee	AspinallVerdi comments
	to via S106 contributions, so we just wondered whether this will be picked up in the process too?		delivering such infrastructure and our density assumptions reflect the land take associated with infrastructure.

S:_Client Projects\2006 Charnwood Local Plan Viability_Charwood BC\2009 Stakeholder Consultation_Feedback_Matrix\210211 Stakeholder feedback matrix_v4.docx

Appendix 6 – Residential Development Appraisals

210209 Charnwood Residential Appraisals_Leicester Fringe_A-D_v2 - Version Notes

Date	Version	Comments
210202	1	Final appraisals
210209	2	Reduced affordable housing unit areas to be consistent with assumptions across typologies

Scheme Ref: **A**
 No Units: **5** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		5 Units							
AH Policy requirement (% Target)		0%							
AH tenure split %		Affordable Rent:		0.0%		0.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		0.0%		0.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		100%		100%		0.0%			
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed House	25.0%	1.3	0.00%	0.0	25%	1.3			
3 bed House	55.0%	2.8	0.00%	0.0	55%	2.8			
4 bed House	20.0%	1.0	0.00%	0.0	20%	1.0			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	5.0	0.0%	0.0	100%	5.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	86.0	926			86.0	926			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	0	0	0	0			
2 bed House	90	969	0	0	90	969			
3 bed House	237	2,546	0	0	237	2,546			
4 bed House	110	1,184	0	0	110	1,184			
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			
	437	4,698	0	0	437	4,698			
AH % by floor area:		0.00% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	0					
2 bed House	200,000	2,778	258	250,000					
3 bed House	230,000	2,674	248	632,500					
4 bed House	280,000	2,545	236	280,000					
5 bed House				0					
1 bed Flat		0	0	0					
2 bed Flat		0	0	0					
				1,162,500					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	90,000	45%	0	0%	140,000	70%	140,000	70%	
3 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
4 bed House	126,000	45%	0	0%	196,000	70%	196,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	0	45%	0	0%	0	70%	0	70%	
2 bed Flat	0	45%	0	0%	0	70%	0	70%	

Scheme Ref: **A**
 No Units: **5** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	150,000		-
2 bed House	1.3	@	200,000		250,000
3 bed House	2.8	@	230,000		632,500
4 bed House	1.0	@	280,000		280,000
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	5.0				1,162,500
Affordable Rent GDV -					
1 bed House	0.0	@	67,500		-
2 bed House	0.0	@	90,000		-
3 bed House	0.0	@	103,500		-
4 bed House	0.0	@	126,000		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	140,000		-
3 bed House	0.0	@	161,000		-
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				-
Intermediate GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	140,000		-
3 bed House	0.0	@	161,000		-
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	0.0			-
Sub-total GDV Residential	5				1,162,500
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	0
			0 £ psm (total GIA sqm)	0 £ per unit (total units)	
Grant	0	AH units @	0	per unit	-
Total GDV					1,162,500

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(2,310)
Planning Application Professional Fees, Surveys and reports					(10,000)
CIL					-
	CIL analysis:		437 sqm (Market only), 0.00% of GDV	0.00 £ psm 0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	total		5 units @	12,865 per unit	(64,325)
	S106 analysis:	514,600 £ per ha	5.53% of GDV	12,865 £ per unit (total ur	(64,325)
AH Commuted Sum			437 sqm (total)	0 £ psm	-
	Comm. Sum analysis:		0.00% of GDV		

cont./

Scheme Ref: **A**
 No Units: **5** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

Construction Costs -			
Site Clearance, Demolition & Remediation		0.13 ha @	123,550 £ per ha (if brownfield) (15,444)
Net Biodiversity costs		5 units @	287 £ per unit (1,435)
Site Infrastructure costs -	Year 1	0	-
	Year 2	0	-
	Year 3	0	-
	Year 4	0	-
	Year 5	0	-
	Year 6	0	-
	Year 7	0	-
	Year 8	0	-
	Year 9	0	-
	Year 10	0	-
	Year 11	0	-
	Year 12	0	-
	Year 13	0	-
	Year 14	0	-
	Year 15	0	-
	total	5 units @	0 per unit -
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House	-	sqm @	1,231 psm -
2 bed House	90	sqm @	1,231 psm (110,790)
3 bed House	237	sqm @	1,231 psm (291,132)
4 bed House	110	sqm @	1,231 psm (135,410)
5 bed House	-	sqm @	1,231 psm -
1 bed Flat	-	sqm @	1,389 psm -
2 bed Flat	437	sqm @	1,389 psm -
External works		537,332 @	10.0% (53,733)
Ext. Works analysis:			10,747 £ per unit
Lifetime Homes		units @	£ per unit -
M4(2) Category 2 Housing	Aff units	- units @	10% @ 521 £ per unit -
M4(3) Category 3 Housing	Aff units	- units @	0% @ 10,111 £ per unit -
M4(2) Category 2 Housing	Mrkt units	5 units @	10% @ 521 £ per unit (261)
M4(3) Category 3 Housing	Mrkt units	5 units @	0% @ 10,111 £ per unit -
Carbon/Energy Reduction		5 units @	£ per unit -
EV Charging Points - Houses		5 units @	1,000 £ per unit (5,000)
EV Charging Points - Flats		- units @	10,000 £ per unit -
Water Efficiency		5 units @	£ per unit -
Contingency (on construction)		613,204 @	5.0% (30,660)
Professional Fees		613,204 @	7.0% (42,924)
Disposal Costs -			
OMS Marketing and Promotion		1,162,500 OMS @	3.00% 6,975 £ per unit (34,875)
Residential Sales Agent Costs		1,162,500 OMS @	1.00% 2,325 £ per unit (11,625)
Residential Sales Legal Costs		1,162,500 OMS @	0.25% 581 £ per unit (2,906)
Affordable Sale Legal Costs			lump sum (10,000)
Disposal Cost analysis:			11,881 £ per unit
Interest (on Development Costs) -		6.00% APR	0.487% pcm (15,556)
Developers Profit -			
Profit on OMS		1,162,500	20.00% (232,500)
Margin on AH		0	6.00% on AH values -
Profit analysis:		1,162,500	20.00% blended GDV (232,500)
		838,386	27.73% on costs (232,500)
TOTAL COSTS			(1,070,886)

RESIDUAL LAND VALUE (RLV)			
Residual Land Value (gross)			91,614
SDLT		91,614 @	HMRC formula 5,919
Acquisition Agent fees		91,614 @	1.0% (916)
Acquisition Legal fees		91,614 @	0.5% (458)
Interest on Land		91,614 @	6.00% (5,497)
Residual Land Value			90,662
RLV analysis:	18,132 £ per plot	725,297 £ per ha	293,524 £ per acre 7.80% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Residential Density		40.0 dph	
Site Area (Net)		0.13 ha	0.31 acres
Benchmark Land Value (Net)	12,973 £ per plot	518,910 £ per ha	210,000 £ per acre 64,864
BLV analysis:	Density	3,492 sqm/ha	15,211 sqft/ac

BALANCE			
Surplus/(Deficit)		206,387 £ per ha	83,524 £ per acre 25,798

Scheme Ref: **A**
 No Units: **5**
 Notes: **Median BCIS**

Location: **Leicester Fringe**

Development Scenario: **Small brownfield**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre)		83,524	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 12,865	8,000	154,127	125,739	97,351	68,963	40,575	12,187	(16,201)	(30,714)
	9,000	139,615	111,227	82,839	54,451	26,062	(2,326)	(45,226)	(59,739)
	10,000	125,102	96,714	68,326	39,938	11,550	(16,838)	(74,251)	(88,764)
	11,000	110,590	82,202	53,814	25,426	(2,963)	(31,351)	(103,276)	(117,789)
	12,000	96,077	67,689	39,301	10,913	(17,475)	(45,863)	(132,301)	(146,814)
	13,000	81,565	53,177	24,789	(3,600)	(31,988)	(60,376)	(161,326)	(175,839)
	14,000	67,052	38,664	10,276	(18,112)	(46,500)	(74,888)	(190,351)	(204,864)
	15,000	52,540	24,152	(4,237)	(32,625)	(61,013)	(89,401)	(219,376)	
	16,000	38,027	9,639	(18,749)	(47,137)	(75,525)	(103,913)		
	17,000	23,515	(4,874)	(33,262)	(61,650)	(90,038)	(118,426)		
	18,000	9,002	(19,386)	(47,774)	(76,162)	(104,550)	(132,938)		
	19,000	(5,511)	(33,899)	(62,287)	(90,675)	(119,063)	(147,451)		
	20,000	(20,023)	(48,411)	(76,799)	(105,187)	(133,575)	(161,963)		
21,000	(34,536)	(62,924)	(91,312)	(119,700)	(148,088)	(176,476)			
22,000	(49,048)	(77,436)	(105,824)	(134,212)	(162,600)	(190,988)			

TABLE 2

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre)		83,524	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	248,184	211,563	174,942	138,321	101,700	65,079	28,458	
	16.0%	215,252	180,277	145,303	110,328	75,354	40,380	5,405	
	17.0%	182,320	148,992	115,664	82,336	49,008	15,681	(17,647)	
	18.0%	149,388	117,707	86,025	54,344	22,663	(9,018)	(40,700)	
	19.0%	116,456	86,421	56,387	26,352	(3,683)	(33,717)	(63,752)	
	20.0%	83,524	55,136	26,748	(1,640)	(30,028)	(58,416)	(86,804)	

TABLE 3

		Affordable Housing - % on site 0%							
Balance (RLV - BLV £ per acre)		83,524	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 210,000	100,000	193,524	165,136	136,748	108,360	79,972	51,584	23,196	
	110,000	183,524	155,136	126,748	98,360	69,972	41,584	13,196	
	120,000	173,524	145,136	116,748	88,360	59,972	31,584	3,196	
	130,000	163,524	135,136	106,748	78,360	49,972	21,584	(6,804)	
	140,000	153,524	125,136	96,748	68,360	39,972	11,584	(16,804)	
	150,000	143,524	115,136	86,748	58,360	29,972	1,584	(26,804)	
	160,000	133,524	105,136	76,748	48,360	19,972	(8,416)	(36,804)	
	170,000	123,524	95,136	66,748	38,360	9,972	(18,416)	(46,804)	
	180,000	113,524	85,136	56,748	28,360	(28)	(28,416)	(56,804)	
	190,000	103,524	75,136	46,748	18,360	(10,028)	(38,416)	(66,804)	
	200,000	93,524	65,136	36,748	8,360	(20,028)	(48,416)	(76,804)	
	210,000	83,524	55,136	26,748	(1,640)	(30,028)	(58,416)	(86,804)	
	220,000	73,524	45,136	16,748	(11,640)	(40,028)	(68,416)	(96,804)	
	230,000	63,524	35,136	6,748	(21,640)	(50,028)	(78,416)	(106,804)	
	240,000	53,524	25,136	(3,252)	(31,640)	(60,028)	(88,416)	(116,804)	
	250,000	43,524	15,136	(13,252)	(41,640)	(70,028)	(98,416)	(126,804)	

Scheme Ref: **A**
 No Units: **5** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	83,524							
	20	(88,566)	(102,760)	(116,954)	(131,148)	(145,342)	(159,536)	(173,730)
	22	(71,357)	(86,970)	(102,584)	(118,197)	(133,810)	(149,424)	(165,037)
Density (dph)	24	(54,148)	(71,181)	(88,213)	(105,246)	(122,279)	(139,312)	(156,345)
	26	(36,939)	(55,391)	(73,843)	(92,296)	(110,748)	(129,200)	(147,652)
40.0	28	(19,730)	(39,602)	(59,473)	(79,345)	(99,216)	(119,088)	(138,960)
	30	(2,521)	(23,812)	(45,103)	(66,394)	(87,685)	(108,976)	(130,267)
	32	14,688	(8,022)	(30,733)	(53,443)	(76,154)	(98,864)	(121,575)
	34	31,897	7,767	(16,363)	(40,493)	(64,622)	(88,752)	(112,882)
	36	49,106	23,557	(1,993)	(27,542)	(53,091)	(78,640)	(104,190)
	38	66,315	39,346	12,378	(14,591)	(41,560)	(68,528)	(95,497)
	40	83,524	55,136	26,748	(1,640)	(30,028)	(58,416)	(86,804)

TABLE 5

		Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	83,524							
	98%	122,046	91,732	61,418	31,104	790	(29,525)	(59,839)
	100%	83,524	55,136	26,748	(1,640)	(30,028)	(58,416)	(86,804)
Build Cost	102%	45,001	18,539	(7,922)	(34,384)	(60,846)	(87,308)	(113,770)
	104%	6,479	(18,057)	(42,593)	(67,128)	(91,664)	(116,200)	(140,736)
(105% = 5% increase)	106%	(32,043)	(54,653)	(77,263)	(99,872)	(122,482)	(145,092)	(167,701)
	108%	(70,566)	(91,249)	(111,933)	(132,616)	(153,300)	(173,984)	(194,667)
	110%	(109,088)	(127,846)	(146,603)	(165,361)	(184,118)	(202,875)	(221,633)
	112%	(147,611)	(164,442)	(181,273)	(198,105)	(214,936)	(231,767)	(248,599)
	114%	(186,133)	(201,038)	(215,943)	(230,849)	(245,754)	(260,659)	(275,564)
	116%	(224,655)	(237,634)	(250,614)	(263,593)	(276,572)	(289,551)	(302,530)
	118%	(263,178)	(274,231)	(285,284)	(296,337)	(307,390)	(318,443)	(329,496)
	120%	(301,700)	(310,827)	(319,954)	(329,081)	(338,208)	(347,334)	(356,461)

TABLE 6

		Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	83,524							
	80%	(418,511)	(421,797)	(425,084)	(428,370)	(431,656)	(434,943)	(438,229)
	82%	(368,308)	(374,104)	(379,900)	(385,697)	(391,493)	(397,290)	(403,086)
Market Values	84%	(318,104)	(326,411)	(334,717)	(343,024)	(351,331)	(359,637)	(367,944)
	86%	(267,901)	(278,717)	(289,534)	(300,351)	(311,168)	(321,985)	(332,802)
100%	88%	(217,697)	(231,024)	(244,351)	(257,678)	(271,005)	(284,332)	(297,659)
	90%	(167,494)	(183,331)	(199,168)	(215,005)	(230,842)	(246,679)	(262,517)
(105% = 5% increase)	92%	(117,290)	(135,637)	(153,985)	(172,332)	(190,680)	(209,027)	(227,374)
	94%	(67,087)	(87,944)	(108,802)	(129,659)	(150,517)	(171,374)	(192,232)
	96%	(16,883)	(40,251)	(63,619)	(86,986)	(110,354)	(133,722)	(157,089)
	98%	33,320	7,442	(18,435)	(44,313)	(70,191)	(96,069)	(121,947)
	100%	83,524	55,136	26,748	(1,640)	(30,028)	(58,416)	(86,804)
	102%	133,727	102,829	71,931	41,033	10,134	(20,764)	(51,662)
	104%	183,931	150,522	117,114	83,706	50,297	16,889	(16,520)
	106%	234,022	198,183	162,297	126,379	90,460	54,541	18,623
	108%	284,017	245,679	207,341	169,003	130,623	92,194	53,765
	110%	334,013	293,175	252,337	211,499	170,662	129,824	88,908
	112%	384,009	340,671	297,333	253,996	210,658	167,320	123,983
	114%	434,004	388,167	342,329	296,492	250,655	204,817	158,980
	116%	484,000	435,663	387,326	338,988	290,651	242,314	193,977
	118%	533,996	483,159	432,322	381,485	330,648	279,811	228,974
	120%	583,991	530,654	477,318	423,981	370,644	317,307	263,971

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **B**
 No Units: **15** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		10%							
AH tenure split %		Affordable Rent:		50.0%		50.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		50.0%		5.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		90%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	22.50%	0.3	2%	0.3			
2 bed House	25.0%	3.4	40.00%	0.6	27%	4.0			
3 bed House	55.0%	7.4	30.00%	0.5	53%	7.9			
4 bed House	20.0%	2.7	7.50%	0.1	19%	2.8			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	13.5	100.0%	1.5	100%	15.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	86.0	926			86.0	926			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	20	211	20	211			
2 bed House	243	2,616	43	465	286	3,081			
3 bed House	639	6,873	38	407	676	7,280			
4 bed House	297	3,197	12	125	309	3,322			
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			
		1,179	12,686	112	1,207	1,291	13,893		
AH % by floor area:				8.69% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	50,625					
2 bed House	200,000	2,778	258	795,000					
3 bed House	230,000	2,674	248	1,811,250					
4 bed House	280,000	2,545	236	787,500					
5 bed House				0					
1 bed Flat		0	0	0					
2 bed Flat		0	0	0					
				3,444,375					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	90,000	45%	0	0%	140,000	70%	140,000	70%	
3 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
4 bed House	126,000	45%	0	0%	196,000	70%	196,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	0	45%	0	0%	0	70%	0	70%	
2 bed Flat	0	45%	0	0%	0	70%	0	70%	

Scheme Ref: **B**
 No Units: **15** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	3.4	@	200,000	675,000
3 bed House	7.4	@	230,000	1,707,750
4 bed House	2.7	@	280,000	756,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	13.5			3,138,750
Affordable Rent GDV -				
1 bed House	0.2	@	67,500	11,391
2 bed House	0.3	@	90,000	27,000
3 bed House	0.2	@	103,500	23,288
4 bed House	0.1	@	126,000	7,088
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.8			68,766
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	140,000	-
3 bed House	0.0	@	161,000	-
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			-
Intermediate GDV -				
1 bed House	0.2	@	105,000	17,719
2 bed House	0.3	@	140,000	42,000
3 bed House	0.2	@	161,000	36,225
4 bed House	0.1	@	196,000	11,025
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.8	1.5		106,969
Sub-total GDV Residential	15			3,314,484
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	129,891
		101 £ psm (total GIA sqm)	8,659 £ per unit (total units)	
Grant	2	AH units @	0 per unit	-
Total GDV				3,314,484

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(6,930)
Planning Application Professional Fees, Surveys and reports				(20,000)
CIL				-
	CIL analysis:	1,179 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	15 units @	12,865 per unit	(192,975)
	S106 analysis:	514,600 £ per ha	5.82% % of GDV	12,865 £ per unit (total ur)
AH Commuted Sum		1,291 sqm (total)	0 £ psm	(192,975)
	Comm. Sum analysis:	0.00% % of GDV		

cont./

Scheme Ref: **B**
 No Units: **15** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

Construction Costs -			
Site Clearance, Demolition & Remediation		0.38 ha @	123,550 £ per ha (if brownfield) (46,331)
Net Biodiversity costs		15 units @	287 £ per unit (4,305)
Site Infrastructure costs -	Year 1	0	-
	Year 2	0	-
	Year 3	0	-
	Year 4	0	-
	Year 5	0	-
	Year 6	0	-
	Year 7	0	-
	Year 8	0	-
	Year 9	0	-
	Year 10	0	-
	Year 11	0	-
	Year 12	0	-
	Year 13	0	-
	Year 14	0	-
	Year 15	0	-
	total	15 units @	0 £ per unit
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House		20 sqm @	1,231 psm (24,097)
2 bed House		286 sqm @	1,231 psm (352,312)
3 bed House		676 sqm @	1,231 psm (832,587)
4 bed House		309 sqm @	1,231 psm (379,871)
5 bed House		- sqm @	1,231 psm
1 bed Flat		- sqm @	1,389 psm
2 bed Flat	1,291	- sqm @	1,389 psm
External works		1,588.867 @	10.0% (158,887)
Ext. Works analysis:			10,592 £ per unit
Lifetime Homes		units @	£ per unit
M4(2) Category 2 Housing	Aff units	2 units @	10% @ 521 £ per unit (78)
M4(3) Category 3 Housing	Aff units	2 units @	0% @ 10,111 £ per unit
M4(2) Category 2 Housing	Mrkt units	14 units @	10% @ 521 £ per unit (703)
M4(3) Category 3 Housing	Mrkt units	14 units @	0% @ 10,111 £ per unit
Carbon/Energy Reduction		15 units @	£ per unit
EV Charging Points - Houses		15 units @	1,000 £ per unit (15,000)
EV Charging Points - Flats		- units @	10,000 £ per unit
Water Efficiency		15 units @	£ per unit
Contingency (on construction)		1,814,172 @	5.0% (90,709)
Professional Fees		1,814,172 @	7.0% (126,992)
Disposal Costs -			
OMS Marketing and Promotion		3,138,750 OMS @	3.00% 6,278 £ per unit (94,163)
Residential Sales Agent Costs		3,138,750 OMS @	1.00% 2,093 £ per unit (31,388)
Residential Sales Legal Costs		3,138,750 OMS @	0.25% 523 £ per unit (7,847)
Affordable Sale Legal Costs			lump sum (10,000)
Disposal Cost analysis:			9,560 £ per unit
Interest (on Development Costs) -		6.00% APR	0.487% pcm (40,832)
Developers Profit -			
Profit on OMS		3,138,750	20.00% (627,750)
Margin on AH		175,734	6.00% on AH values (10,544)
Profit analysis:		3,314,484	19.26% blended GDV (638,294)
		2,436,006	26.20% on costs (638,294)
TOTAL COSTS			(3,074,300)

RESIDUAL LAND VALUE (RLV)			
Residual Land Value (gross)			240,184
SDLT		240,184 @	HMRC formula (1,509)
Acquisition Agent fees		240,184 @	1.0% (2,402)
Acquisition Legal fees		240,184 @	0.5% (1,201)
Interest on Land		240,184 @	6.00% (14,411)
Residual Land Value			220,661
RLV analysis:	14,711 £ per plot	588,429 £ per ha	238,134 £ per acre 6.66% % RLV / GDV

BENCHMARK LAND VALUE (BLV)			
Residential Density		40.0 dph	
Site Area (Net)		0.38 ha	0.93 acres
Benchmark Land Value (Net)	12,973 £ per plot	518,910 £ per ha	210,000 £ per acre
BLV analysis:	Density	3,442 sqm/ha	14,993 sqft/ac

BALANCE			
Surplus/(Deficit)		69,519 £ per ha	28,134 £ per acre
			26,070

Scheme Ref:
No Units:
Notes:

B
15
Median BCIS

Location: **Leicester Fringe**

Development Scenario: **Small brownfield**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	12,865	8,000	163,273	131,006	98,739	66,471	34,204	1,937	(30,330)
		9,000	148,760	116,493	84,226	51,959	19,691	(12,576)	(44,843)
		10,000	134,248	101,980	69,713	37,446	5,179	(27,089)	(59,356)
		11,000	119,735	87,468	55,200	22,933	(9,334)	(41,601)	(73,869)
		12,000	105,222	72,955	40,688	8,420	(23,847)	(56,114)	(88,381)
		13,000	90,709	58,442	26,175	(6,092)	(38,360)	(70,627)	(102,894)
		14,000	76,197	43,929	11,662	(20,605)	(52,872)	(85,140)	(117,407)
		15,000	61,684	29,417	(2,851)	(35,118)	(67,385)	(99,652)	(131,920)
		16,000	47,171	14,904	(17,363)	(49,631)	(81,898)	(114,165)	(146,432)
		17,000	32,658	391	(31,876)	(64,143)	(96,411)	(128,678)	(160,945)
		18,000	18,146	(14,122)	(46,389)	(78,656)	(110,923)	(143,191)	(175,458)
		19,000	3,633	(28,634)	(60,902)	(93,169)	(125,436)	(157,703)	(189,970)
	20,000	(10,880)	(43,147)	(75,414)	(107,682)	(139,949)	(172,216)	(204,483)	
	21,000	(25,393)	(57,660)	(89,927)	(122,194)	(154,462)	(186,729)	(218,996)	
	22,000	(39,905)	(72,173)	(104,440)	(136,707)	(168,974)	(201,242)	(233,509)	

TABLE 2

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
Profit	15.0%	257,329	216,828	176,328	135,828	95,328	54,827	14,327	
	16.0%	224,397	185,543	146,689	107,836	68,982	30,128	(8,725)	
	17.0%	191,465	154,258	117,051	79,844	42,637	5,429	(31,778)	
	18.0%	158,533	122,972	87,412	51,851	16,291	(19,270)	(54,830)	
	19.0%	125,601	91,687	57,773	23,859	(10,055)	(43,969)	(77,882)	
	20.0%	92,669	60,401	28,134	(4,133)	(36,400)	(68,668)	(100,935)	

TABLE 3

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre)	210,000	100,000	202,669	170,401	138,134	105,867	73,600	41,332	9,065
		110,000	192,669	160,401	128,134	95,867	63,600	31,332	(935)
		120,000	182,669	150,401	118,134	85,867	53,600	21,332	(10,935)
		130,000	172,669	140,401	108,134	75,867	43,600	11,332	(20,935)
		140,000	162,669	130,401	98,134	65,867	33,600	1,332	(30,935)
		150,000	152,669	120,401	88,134	55,867	23,600	(8,668)	(40,935)
		160,000	142,669	110,401	78,134	45,867	13,600	(18,668)	(50,935)
		170,000	132,669	100,401	68,134	35,867	3,600	(28,668)	(60,935)
		180,000	122,669	90,401	58,134	25,867	(6,400)	(38,668)	(70,935)
		190,000	112,669	80,401	48,134	15,867	(16,400)	(48,668)	(80,935)
		200,000	102,669	70,401	38,134	5,867	(26,400)	(58,668)	(90,935)
		210,000	92,669	60,401	28,134	(4,133)	(36,400)	(68,668)	(100,935)
		220,000	82,669	50,401	18,134	(14,133)	(46,400)	(78,668)	(110,935)
		230,000	72,669	40,401	8,134	(24,133)	(56,400)	(88,668)	(120,935)
		240,000	62,669	30,401	(1,866)	(34,133)	(66,400)	(98,668)	(130,935)
		250,000	52,669	20,401	(11,866)	(44,133)	(76,400)	(108,668)	(140,935)

Scheme Ref: **B**
 No Units: **15** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
		20	(84,048)	(100,182)	(116,316)	(132,449)	(148,583)	(164,717)	(180,850)
		22	(66,377)	(84,124)	(101,871)	(119,618)	(137,365)	(155,112)	(172,859)
	Density (dph)	24	(48,705)	(68,065)	(87,426)	(106,786)	(126,146)	(145,507)	(164,867)
	40.0	26	(31,033)	(52,007)	(72,981)	(93,954)	(114,928)	(135,902)	(156,876)
		28	(13,362)	(35,949)	(58,536)	(81,123)	(103,710)	(126,297)	(148,884)
		30	4,310	(19,890)	(44,091)	(68,291)	(92,492)	(116,692)	(140,892)
		32	21,982	(3,832)	(29,646)	(55,460)	(81,273)	(107,087)	(132,901)
		34	39,653	12,226	(15,201)	(42,628)	(70,055)	(97,482)	(124,909)
		36	57,325	28,285	(756)	(29,796)	(58,837)	(87,877)	(116,918)
		38	74,997	44,343	13,689	(16,965)	(47,619)	(78,272)	(108,926)
		40	92,669	60,401	28,134	(4,133)	(36,400)	(68,668)	(100,935)

TABLE 5

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
		98%	131,192	98,648	66,105	33,561	1,017	(31,526)	(64,070)
		100%	92,669	60,401	28,134	(4,133)	(36,400)	(68,668)	(100,935)
	Build Cost	102%	54,145	22,155	(9,836)	(41,827)	(73,818)	(105,809)	(137,800)
	100%	104%	15,622	(16,092)	(47,807)	(79,521)	(111,236)	(142,950)	(174,665)
	(105% = 5% increase)	106%	(22,901)	(54,339)	(85,777)	(117,215)	(148,654)	(180,092)	(211,530)
		108%	(61,424)	(92,586)	(123,748)	(154,910)	(186,071)	(217,233)	(248,395)
		110%	(99,947)	(130,833)	(161,718)	(192,604)	(223,489)	(254,375)	(285,385)
		112%	(138,470)	(169,079)	(199,689)	(230,298)	(260,940)	(291,684)	(322,429)
		114%	(176,993)	(207,326)	(237,659)	(268,073)	(298,540)	(329,007)	(359,474)
		116%	(215,517)	(245,573)	(275,761)	(305,950)	(336,140)	(366,329)	(396,518)
		118%	(254,093)	(284,004)	(313,916)	(343,828)	(373,739)	(403,651)	(433,563)
		120%	(292,803)	(322,437)	(352,071)	(381,705)	(411,339)	(440,973)	(470,607)

TABLE 6

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		28,134	0%	5%	10%	15%	20%	25%	30%
		80%	(410,843)	(417,996)	(425,150)	(432,303)	(439,457)	(446,611)	(453,764)
		82%	(360,328)	(370,007)	(379,687)	(389,366)	(399,045)	(408,725)	(418,404)
	Market Values	84%	(309,814)	(322,019)	(334,224)	(346,429)	(358,634)	(370,839)	(383,044)
	100%	86%	(259,299)	(274,030)	(288,761)	(303,491)	(318,222)	(332,953)	(347,684)
	(105% = 5% increase)	88%	(208,925)	(226,112)	(243,300)	(260,554)	(277,810)	(295,067)	(312,323)
		90%	(158,659)	(178,360)	(198,061)	(217,762)	(237,463)	(257,164)	(276,865)
		92%	(108,394)	(130,608)	(152,822)	(175,036)	(197,250)	(219,464)	(241,678)
		94%	(58,128)	(82,856)	(107,583)	(132,310)	(157,038)	(181,765)	(206,493)
		96%	(7,863)	(35,103)	(62,344)	(89,585)	(116,825)	(144,066)	(171,307)
		98%	42,403	12,649	(17,105)	(46,859)	(76,613)	(106,367)	(136,121)
		100%	92,669	60,401	28,134	(4,133)	(36,400)	(68,668)	(100,935)
		102%	142,934	108,154	73,373	38,593	3,812	(30,968)	(65,749)
		104%	193,200	155,906	118,612	81,318	44,025	6,731	(30,563)
		106%	243,465	203,658	163,851	124,044	84,237	44,430	4,623
		108%	293,731	251,411	209,090	166,770	124,450	82,129	39,809
		110%	343,997	299,163	254,329	209,496	164,662	119,828	74,995
		112%	394,262	346,915	299,568	252,221	204,874	157,528	110,181
		114%	444,528	394,668	344,807	294,947	245,087	195,227	145,367
		116%	494,728	442,419	390,046	337,673	285,299	232,926	180,552
		118%	544,807	489,994	435,182	380,369	325,512	270,625	215,738
		120%	594,886	537,569	480,253	422,936	365,620	308,303	250,924

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **C**
 No Units: **20** Location: **Leicester Fringe** Development Scenario: **Medium Greenfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		20 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	22.50%	1.4	7%	1.4			
2 bed House	25.0%	3.5	40.00%	2.4	30%	5.9			
3 bed House	55.0%	7.7	30.00%	1.8	48%	9.5			
4 bed House	20.0%	2.8	7.50%	0.5	16%	3.3			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	14.0	100.0%	6.0	100%	20.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	140.0	1,507			140.0	1,507			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	78	843	78	843			
2 bed House	280	3,014	173	1,860	453	4,874			
3 bed House	770	8,288	151	1,628	921	9,916			
4 bed House	392	4,219	46	499	438	4,718			
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			
	1,442	15,522	449	4,829	1,891	20,351			
AH % by floor area:		23.73% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	202,500					
2 bed House	220,000	2,750	255	1,298,000					
3 bed House	265,000	2,650	246	2,517,500					
4 bed House	340,000	2,429	226	1,105,000					
5 bed House				0					
1 bed Flat		0	0	0					
2 bed Flat		0	0	0					
				5,123,000					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	99,000	45%	0	0%	154,000	70%	154,000	70%	
3 bed House	119,250	45%	0	0%	185,500	70%	185,500	70%	
4 bed House	153,000	45%	0	0%	238,000	70%	238,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	0	45%	0	0%	0	70%	0	70%	
2 bed Flat	0	45%	0	0%	0	70%	0	70%	

Scheme Ref: **C**
 No Units: **20** Location: **Leicester Fringe** Development Scenario: **Medium Greenfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	150,000		-
2 bed House	3.5	@	220,000		770,000
3 bed House	7.7	@	265,000		2,040,500
4 bed House	2.8	@	340,000		952,000
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	14.0				3,762,500
Affordable Rent GDV -					
1 bed House	0.9	@	67,500		61,054
2 bed House	1.6	@	99,000		159,192
3 bed House	1.2	@	119,250		143,816
4 bed House	0.3	@	153,000		46,130
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	4.0				410,191
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	185,500		-
4 bed House	0.0	@	238,000		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
Intermediate GDV -					
1 bed House	0.4	@	105,000		46,778
2 bed House	0.8	@	154,000		121,968
3 bed House	0.6	@	185,500		110,187
4 bed House	0.1	@	238,000		35,343
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	2.0	6.0			314,276
Sub-total GDV Residential	20				4,486,966
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	636,034
			336 £ psm (total GIA sqm)	31,802 £ per unit (total units)	
Grant	6	AH units @	0	per unit	-
Total GDV					4,486,966

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(9,240)
Planning Application Professional Fees, Surveys and reports					(30,000)
CIL					-
	CIL analysis:		1,442 sqm (Market only)	0.00 £ psm	
			0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1		0		-
	Year 2		0		-
	Year 3		0		-
	Year 4		0		-
	Year 5		0		-
	Year 6		0		-
	Year 7		0		-
	Year 8		0		-
	Year 9		0		-
	Year 10		0		-
	Year 11		0		-
	Year 12		0		-
	Year 13		0		-
	Year 14		0		-
	Year 15		0		-
	total		20 units @	12,865 per unit	(257,300)
	S106 analysis:	385,950 £ per ha	5.73% % of GDV	12,865 £ per unit (total ur)	(257,300)
AH Commuted Sum			1,891 sqm (total)	0 £ psm	-
	Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref: **C**
 No Units: **20** Location: **Leicester Fringe** Development Scenario: **Medium Greenfield**
 Notes: **Median BCIS**

Construction Costs -					
Site Clearance, Demolition & Remediation		0.67 ha @		0 £ per ha (if brownfield)	-
Net Biodiversity costs		20 units @		1,011 £ per unit	(20,220)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	20 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		78 sqm @		1,231 psm	(96,387)
2 bed House		453 sqm @		1,231 psm	(557,397)
3 bed House		921 sqm @		1,231 psm	(1,133,997)
4 bed House		438 sqm @		1,231 psm	(539,609)
5 bed House		- sqm @		1,231 psm	-
1 bed Flat		- sqm @		1,389 psm	-
2 bed Flat	1,891	- sqm @		1,389 psm	-
External works		2,327,390 @		10.0%	(232,739)
Ext. Works analysis:				11,637 £ per unit	
Lifetime Homes		units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	6 units @	10% @	521 £ per unit	(313)
M4(3) Category 3 Housing	Aff units	6 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	14 units @	10% @	521 £ per unit	(729)
M4(3) Category 3 Housing	Mrkt units	14 units @	0% @	10,111 £ per unit	-
Carbon/Energy Reduction		20 units @		£ per unit	-
EV Charging Points - Houses		20 units @		1,000 £ per unit	(20,000)
EV Charging Points - Flats		- units @		10,000 £ per unit	-
Water Efficiency		20 units @		£ per unit	-
Contingency (on construction)		2,601,391 @		3.0%	(78,042)
Professional Fees		2,601,391 @		7.0%	(182,097)
Disposal Costs -					
OMS Marketing and Promotion		3,762,500 OMS @		3.00%	5,644 £ per unit
Residential Sales Agent Costs		3,762,500 OMS @		1.00%	1,881 £ per unit
Residential Sales Legal Costs		3,762,500 OMS @		0.25%	470 £ per unit
Affordable Sale Legal Costs					lump sum
Disposal Cost analysis:				8,495 £ per unit	(10,000)
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(42,570)
Developers Profit -					
Profit on OMS		3,762,500		20.00%	(752,500)
Margin on AH		724,466		6.00% on AH values	(43,468)
Profit analysis:		4,486,966		17.74% blended GDV	(795,968)
		3,370,546		23.62% on costs	(795,968)
TOTAL COSTS					(4,166,514)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					320,452
SDLT		320,452 @		HMRC formula	(5,523)
Acquisition Agent fees		320,452 @		1.0%	(3,205)
Acquisition Legal fees		320,452 @		0.5%	(1,602)
Interest on Land		320,452 @		6.00%	(19,227)
Residual Land Value					290,895
RLV analysis:	14,545 £ per plot	436,343 £ per ha		176,586 £ per acre	6.48% % RLV / GDV

BENCHMARK LAND VALUE (BLV)					
Residential Density		30.0 dph			
Site Area (Net)		0.67 ha		1.65 acres	
Benchmark Land Value (Net)	9,884 £ per plot	296,520 £ per ha		120,000 £ per acre	197,680
BLV analysis:	Density	2,836 sqm/ha		12,354 sqft/ac	

BALANCE					
Surplus/(Deficit)		139,823 £ per ha		56,586 £ per acre	93,215

Scheme Ref: **C**
 No Units: **20** Location: **Leicester Fringe** Development Scenario: **Medium Greenfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 12,865	56,586							
	8,000	208,411	183,699	158,986	134,274	109,540	84,789	60,038
	9,000	197,579	172,867	148,154	123,406	98,655	73,905	49,154
	10,000	186,747	162,023	137,272	112,521	87,771	63,020	38,269
	11,000	175,889	151,138	126,388	101,637	76,886	52,135	27,384
	12,000	165,005	140,254	115,503	90,752	66,001	41,250	16,499
	13,000	154,120	129,369	104,618	79,867	55,116	30,365	5,614
	14,000	143,235	118,484	93,733	68,982	44,231	19,480	(5,270)
	15,000	132,350	107,599	82,848	58,097	33,347	8,596	(16,155)
	16,000	121,465	96,714	71,963	47,213	22,462	(2,289)	(27,040)
	17,000	110,580	85,830	61,079	36,328	11,577	(13,174)	(37,925)
	18,000	99,696	74,945	50,194	25,443	692	(24,059)	(48,810)
	19,000	88,811	64,060	39,309	14,558	(10,193)	(34,944)	(59,695)
20,000	77,926	53,175	28,424	3,673	(21,078)	(45,828)	(70,579)	
21,000	67,041	42,290	17,539	(7,211)	(31,962)	(56,713)	(81,464)	
22,000	56,156	31,405	6,655	(18,096)	(42,847)	(67,598)	(92,349)	

TABLE 2

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	56,586							
	15.0%	284,064	252,175	220,287	188,399	156,510	124,622	92,734
	16.0%	258,369	227,908	197,447	166,986	136,525	106,065	75,604
	17.0%	232,674	203,641	174,607	145,574	116,540	87,507	58,474
	18.0%	206,979	179,373	151,767	124,161	96,555	68,950	41,344
	19.0%	181,284	155,106	128,927	102,749	76,571	50,392	24,214
	20.0%	155,589	130,838	106,087	81,336	56,586	31,835	7,084

TABLE 3

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 120,000	56,586							
	100,000	175,589	150,838	126,087	101,336	76,586	51,835	27,084
	110,000	165,589	140,838	116,087	91,336	66,586	41,835	17,084
	120,000	155,589	130,838	106,087	81,336	56,586	31,835	7,084
	130,000	145,589	120,838	96,087	71,336	46,586	21,835	(2,916)
	140,000	135,589	110,838	86,087	61,336	36,586	11,835	(12,916)
	150,000	125,589	100,838	76,087	51,336	26,586	1,835	(22,916)
	160,000	115,589	90,838	66,087	41,336	16,586	(8,165)	(32,916)
	170,000	105,589	80,838	56,087	31,336	6,586	(18,165)	(42,916)
	180,000	95,589	70,838	46,087	21,336	(3,414)	(28,165)	(52,916)
	190,000	85,589	60,838	36,087	11,336	(13,414)	(38,165)	(62,916)
	200,000	75,589	50,838	26,087	1,336	(23,414)	(48,165)	(72,916)
	210,000	65,589	40,838	16,087	(8,664)	(33,414)	(58,165)	(82,916)
	220,000	55,589	30,838	6,087	(18,664)	(43,414)	(68,165)	(92,916)
	230,000	45,589	20,838	(3,913)	(28,664)	(53,414)	(78,165)	(102,916)
	240,000	35,589	10,838	(13,913)	(38,664)	(63,414)	(88,165)	(112,916)
	250,000	25,589	838	(23,913)	(48,664)	(73,414)	(98,165)	(122,916)

Scheme Ref: **C**
 No Units: **20** Location: **Leicester Fringe** Development Scenario: **Medium Greenfield**
 Notes: **Median BCIS**

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
20	Density (dph)	63,726	47,226	30,725	14,224	(2,276)	(18,777)	(35,277)
		82,099	63,948	45,797	27,647	9,496	(8,655)	(26,805)
24	30.0	100,471	80,671	60,870	41,069	21,268	1,468	(18,333)
		118,844	97,393	75,942	54,492	33,041	11,590	(9,861)
28		137,217	114,116	91,015	67,914	44,813	21,712	(1,388)
		155,589	130,838	106,087	81,336	56,586	31,835	7,084
32		173,962	147,561	121,160	94,759	68,358	41,957	15,556
		192,334	164,283	136,232	108,181	80,130	52,079	24,028
36		210,707	181,006	151,305	121,604	91,903	62,202	32,501
		229,080	197,729	166,377	135,026	103,675	72,324	40,973
40		247,452	214,451	181,450	148,449	115,447	82,446	49,445

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
98%	Build Cost	188,118	162,943	137,733	112,523	87,314	62,104	36,894
		155,589	130,838	106,087	81,336	56,586	31,835	7,084
100%	100%	123,026	98,734	74,442	50,150	25,857	1,565	(22,727)
		90,463	66,630	42,796	18,963	(4,871)	(28,704)	(52,538)
104%	(105% = 5% increase)	57,900	34,525	11,151	(12,224)	(35,599)	(58,974)	(82,348)
		25,337	2,421	(20,495)	(43,411)	(66,327)	(89,243)	(112,159)
110%		(7,226)	(29,683)	(52,141)	(74,598)	(97,055)	(119,512)	(141,970)
		(39,789)	(61,788)	(83,786)	(105,785)	(127,783)	(149,782)	(171,780)
114%		(72,352)	(93,892)	(115,432)	(136,972)	(158,512)	(180,051)	(201,591)
		(104,916)	(125,997)	(147,078)	(168,159)	(189,240)	(210,321)	(231,453)
118%		(137,479)	(158,101)	(178,723)	(199,346)	(219,968)	(240,674)	(261,409)
		(170,042)	(190,205)	(210,369)	(230,543)	(250,817)	(271,091)	(291,365)

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
80%	Market Values	(237,858)	(240,777)	(243,697)	(246,617)	(249,536)	(252,456)	(255,375)
		(198,405)	(203,489)	(208,574)	(213,670)	(218,786)	(223,902)	(229,018)
82%	100%	(159,072)	(166,342)	(173,611)	(180,881)	(188,151)	(195,421)	(202,690)
		(119,739)	(129,194)	(138,649)	(148,104)	(157,559)	(167,014)	(176,468)
88%	(105% = 5% increase)	(80,407)	(92,047)	(103,687)	(115,327)	(126,967)	(138,607)	(150,247)
		(41,074)	(54,899)	(68,724)	(82,549)	(96,375)	(110,200)	(124,025)
92%		(1,741)	(17,752)	(33,762)	(49,772)	(65,783)	(81,793)	(97,803)
		37,591	19,396	1,200	(16,995)	(35,191)	(53,386)	(71,581)
96%		76,924	56,543	36,163	15,782	(4,599)	(24,979)	(45,360)
		116,257	93,691	71,125	48,559	25,994	3,428	(19,138)
100%		155,589	130,838	106,087	81,336	56,586	31,835	7,084
		194,884	167,986	141,050	114,114	87,178	60,242	33,306
104%		234,054	204,990	175,925	146,860	117,770	88,648	59,527
		273,225	241,984	210,744	179,503	148,262	117,021	85,749
108%		312,396	278,979	245,562	212,145	178,728	145,311	111,894
		351,567	315,973	280,380	244,787	209,194	173,601	138,008
112%		390,737	352,968	315,199	277,430	239,660	201,891	164,122
		429,908	389,963	350,017	310,072	270,126	230,181	190,236
116%		469,079	426,957	384,836	342,714	300,593	258,471	216,350
		508,249	463,952	419,654	375,356	331,059	286,761	242,463
120%		547,420	500,946	454,473	407,999	361,525	315,051	268,577

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **D**
 No Units: **30** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		30 Units							
AH Policy requirement (% Target)		10%							
AH tenure split %		Affordable Rent:		50.0%		50.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		50.0%		5.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		90%		100%		100.0%			
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	22.50%	0.7	2%	0.7			
2 bed House	25.0%	6.8	40.00%	1.2	27%	8.0			
3 bed House	55.0%	14.9	30.00%	0.9	53%	15.8			
4 bed House	20.0%	5.4	7.50%	0.2	19%	5.6			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	27.0	100.0%	3.0	100%	30.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	86.0	926			86.0	926			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	39	421	39	421			
2 bed House	486	5,231	86	930	572	6,161			
3 bed House	1,277	13,747	76	814	1,353	14,560			
4 bed House	594	6,394	23	249	617	6,643			
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			
	2,357	25,372	224	2,415	2,581	27,786			
AH % by floor area:		8.69% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	101,250					
2 bed House	200,000	2,778	258	1,590,000					
3 bed House	230,000	2,674	248	3,622,500					
4 bed House	280,000	2,545	236	1,575,000					
5 bed House				0					
1 bed Flat		0	0	0					
2 bed Flat		0	0	0					
				6,888,750					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	90,000	45%	0	0%	140,000	70%	140,000	70%	
3 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
4 bed House	126,000	45%	0	0%	196,000	70%	196,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	0	45%	0	0%	0	70%	0	70%	
2 bed Flat	0	45%	0	0%	0	70%	0	70%	

Scheme Ref: **D**
 No Units: **30** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	150,000		-
2 bed House	6.8	@	200,000		1,350,000
3 bed House	14.9	@	230,000		3,415,500
4 bed House	5.4	@	280,000		1,512,000
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	27.0				6,277,500
Affordable Rent GDV -					
1 bed House	0.3	@	67,500		22,781
2 bed House	0.6	@	90,000		54,000
3 bed House	0.5	@	103,500		46,575
4 bed House	0.1	@	126,000		14,175
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	1.5				137,531
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	140,000		-
3 bed House	0.0	@	161,000		-
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				-
Intermediate GDV -					
1 bed House	0.3	@	105,000		35,438
2 bed House	0.6	@	140,000		84,000
3 bed House	0.5	@	161,000		72,450
4 bed House	0.1	@	196,000		22,050
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	1.5	3.0			213,938
Sub-total GDV Residential	30				6,628,969
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	259,781
			101 £ psm (total GIA sqm)	8,659 £ per unit (total units)	
Grant	3	AH units @	0	per unit	-
Total GDV					6,628,969

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(13,860)
Planning Application Professional Fees, Surveys and reports					(40,000)
CIL					-
CIL analysis:					
		2,357 sqm (Market only)		0.00 £ psm	
		0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	30 units @	12,865	per unit	(385,950)
S106 analysis:		514,600 £ per ha	5.82% % of GDV	12,865 £ per unit (total ur	(385,950)
AH Commuted Sum		2,581 sqm (total)		0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		

cont./

Scheme Ref: D
No Units: 30 **Location:** Leicester Fringe **Development Scenario:** Small brownfield
Notes: Median BCIS

Construction Costs -				
Site Clearance, Demolition & Remediation		0.75 ha @	123,550 £ per ha (if brownfield)	(92,663)
Net Biodiversity costs		30 units @	287 £ per unit	(8,610)
Site Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	30 units @	0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House		39 sqm @	1,231 psm	(48,194)
2 bed House		572 sqm @	1,231 psm	(704,624)
3 bed House		1,353 sqm @	1,231 psm	(1,665,174)
4 bed House		617 sqm @	1,231 psm	(759,742)
5 bed House		- sqm @	1,231 psm	-
1 bed Flat		- sqm @	1,389 psm	-
2 bed Flat	2,581	- sqm @	1,389 psm	-
External works		3,177,734 @	10.0%	(317,773)
Ext. Works analysis:			10,592 £ per unit	
Lifetime Homes		units @	£ per unit	-
M4(2) Category 2 Housing	Aff units	3 units @	10% @ 521 £ per unit	(156)
M4(3) Category 3 Housing	Aff units	3 units @	0% @ 10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	27 units @	10% @ 521 £ per unit	(1,407)
M4(3) Category 3 Housing	Mrkt units	27 units @	0% @ 10,111 £ per unit	-
Carbon/Energy Reduction		30 units @	£ per unit	-
EV Charging Points - Houses		30 units @	1,000 £ per unit	(30,000)
EV Charging Points - Flats		- units @	10,000 £ per unit	-
Water Efficiency		30 units @	£ per unit	-
Contingency (on construction)		3,628,343 @	5.0%	(181,417)
Professional Fees		3,628,343 @	7.0%	(253,984)
Disposal Costs -				
OMS Marketing and Promotion		6,277,500 OMS @	3.00%	6,278 £ per unit (188,325)
Residential Sales Agent Costs		6,277,500 OMS @	1.00%	2,093 £ per unit (62,775)
Residential Sales Legal Costs		6,277,500 OMS @	0.25%	523 £ per unit (15,694)
Affordable Sale Legal Costs				lump sum (10,000)
Disposal Cost analysis:			9,226 £ per unit	
Interest (on Development Costs) -		6.00% APR	0.487% pcm	(71,294)
Developers Profit -				
Profit on OMS		6,277,500	20.00%	(1,255,500)
Margin on AH		351,469	6.00% on AH values	(21,088)
Profit analysis:		6,628,969	19.26% blended GDV	(1,276,588)
		4,851,642	26.31% on costs	(1,276,588)
TOTAL COSTS				(6,128,230)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				500,738
SDLT		500,738 @	HMRC formula	(14,537)
Acquisition Agent fees		500,738 @	1.0%	(5,007)
Acquisition Legal fees		500,738 @	0.5%	(2,504)
Interest on Land		500,738 @	6.00%	(30,044)
Residual Land Value				448,646
RLV analysis:	14,955 £ per plot	598,195 £ per ha	242,086 £ per acre	6.77% % RLV / GDV

BENCHMARK LAND VALUE (BLV)				
Residential Density		40.0 dph		
Site Area (Net)		0.75 ha	1.85 acres	
Benchmark Land Value (Net)	12,973 £ per plot	518,910 £ per ha	210,000 £ per acre	389,183
BLV analysis:	Density	3,442 sqm/ha	14,993 sqft/ac	

BALANCE				
Surplus/(Deficit)		79,285 £ per ha	32,086 £ per acre	59,464

Scheme Ref:
No Units:
Notes:

D
30
Median BCIS

Location: **Leicester Fringe**

Development Scenario: **Small brownfield**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 12,865	32,086							
	8,000	168,370	135,704	103,038	70,372	37,707	5,041	(27,625)
	9,000	153,786	121,120	88,454	55,788	23,122	(9,544)	(42,209)
	10,000	139,202	106,536	73,870	41,204	8,538	(24,128)	(56,794)
	11,000	124,617	91,952	59,286	26,620	(6,046)	(38,712)	(71,378)
	12,000	110,033	77,367	44,701	12,036	(20,630)	(53,296)	(85,962)
	13,000	95,449	62,783	30,117	(2,549)	(35,214)	(67,880)	(100,546)
	14,000	80,865	48,199	15,533	(17,133)	(49,799)	(82,464)	(115,130)
	15,000	66,281	33,615	949	(31,717)	(64,383)	(97,049)	(129,715)
	16,000	51,696	19,031	(13,635)	(46,301)	(78,967)	(111,633)	(144,299)
	17,000	37,112	4,446	(28,219)	(60,885)	(93,551)	(126,217)	(158,883)
	18,000	22,528	(10,138)	(42,804)	(75,470)	(108,135)	(140,801)	(173,467)
	19,000	7,944	(24,722)	(57,388)	(90,054)	(122,720)	(155,385)	(188,051)
20,000	(6,640)	(39,306)	(71,972)	(104,638)	(137,304)	(169,970)	(202,635)	
21,000	(21,225)	(53,890)	(86,556)	(119,222)	(151,888)	(184,554)	(217,249)	
22,000	(35,809)	(68,475)	(101,140)	(133,806)	(166,472)	(199,138)	(231,904)	

TABLE 2

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	32,086							
	15.0%	262,078	221,179	180,280	139,381	98,482	57,584	16,685
	16.0%	229,146	189,894	150,641	111,389	72,137	32,885	(6,368)
	17.0%	196,214	158,608	121,003	83,397	45,791	8,186	(29,420)
	18.0%	163,282	127,323	91,364	55,405	19,446	(16,513)	(52,472)
	19.0%	130,350	96,037	61,725	27,413	(6,900)	(41,212)	(75,525)
	20.0%	97,418	64,752	32,086	(580)	(33,246)	(65,911)	(98,577)

TABLE 3

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 210,000	32,086							
	100,000	207,418	174,752	142,086	109,420	76,754	44,089	11,423
	110,000	197,418	164,752	132,086	99,420	66,754	34,089	1,423
	120,000	187,418	154,752	122,086	89,420	56,754	24,089	(8,577)
	130,000	177,418	144,752	112,086	79,420	46,754	14,089	(18,577)
	140,000	167,418	134,752	102,086	69,420	36,754	4,089	(28,577)
	150,000	157,418	124,752	92,086	59,420	26,754	(5,911)	(38,577)
	160,000	147,418	114,752	82,086	49,420	16,754	(15,911)	(48,577)
	170,000	137,418	104,752	72,086	39,420	6,754	(25,911)	(58,577)
	180,000	127,418	94,752	62,086	29,420	(3,246)	(35,911)	(68,577)
	190,000	117,418	84,752	52,086	19,420	(13,246)	(45,911)	(78,577)
	200,000	107,418	74,752	42,086	9,420	(23,246)	(55,911)	(88,577)
	210,000	97,418	64,752	32,086	(580)	(33,246)	(65,911)	(98,577)
	220,000	87,418	54,752	22,086	(10,580)	(43,246)	(75,911)	(108,577)
	230,000	77,418	44,752	12,086	(20,580)	(53,246)	(85,911)	(118,577)
	240,000	67,418	34,752	2,086	(30,580)	(63,246)	(95,911)	(128,577)
	250,000	57,418	24,752	(7,914)	(40,580)	(73,246)	(105,911)	(138,577)

Scheme Ref: **D**
 No Units: **30** Location: **Leicester Fringe** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	32,086							
	20	(82,021)	(98,353)	(114,686)	(131,019)	(147,352)	(163,685)	(180,018)
	22	(64,077)	(82,043)	(100,009)	(117,975)	(135,942)	(153,908)	(171,874)
Density (dph)	24	(46,133)	(65,732)	(85,332)	(104,931)	(124,531)	(144,130)	(163,730)
	26	(28,189)	(49,422)	(70,655)	(91,887)	(113,120)	(134,353)	(155,586)
40.0	28	(10,245)	(33,111)	(55,977)	(78,843)	(101,710)	(124,576)	(147,442)
	30	7,699	(16,801)	(41,300)	(65,800)	(90,299)	(114,798)	(139,298)
	32	25,643	(490)	(26,623)	(52,756)	(78,888)	(105,021)	(131,154)
	34	43,586	15,820	(11,946)	(39,712)	(67,478)	(95,244)	(123,010)
	36	61,530	32,131	2,732	(26,668)	(56,067)	(85,466)	(114,865)
	38	79,474	48,441	17,409	(13,624)	(44,656)	(75,689)	(106,721)
	40	97,418	64,752	32,086	(580)	(33,246)	(65,911)	(98,577)

TABLE 5

		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	32,086							
	98%	136,131	103,187	70,244	37,300	4,357	(28,587)	(61,530)
	100%	97,418	64,752	32,086	(580)	(33,246)	(65,911)	(98,577)
Build Cost	102%	58,705	26,317	(6,072)	(38,460)	(70,848)	(103,236)	(135,624)
	104%	19,992	(12,119)	(44,229)	(76,340)	(108,450)	(140,561)	(172,671)
(105% = 5% increase)	106%	(18,721)	(50,554)	(82,387)	(114,220)	(146,052)	(177,885)	(209,718)
	108%	(57,435)	(88,990)	(120,545)	(152,100)	(183,655)	(215,262)	(246,938)
	110%	(96,148)	(127,425)	(158,702)	(189,980)	(221,371)	(252,768)	(284,165)
	112%	(134,861)	(165,860)	(196,919)	(228,038)	(259,156)	(290,274)	(321,392)
	114%	(173,584)	(204,424)	(235,263)	(266,102)	(296,941)	(327,780)	(358,619)
	116%	(212,486)	(243,046)	(273,606)	(304,166)	(334,726)	(365,286)	(395,847)
	118%	(251,387)	(281,668)	(311,950)	(342,231)	(372,512)	(402,793)	(433,074)
	120%	(290,289)	(320,291)	(350,293)	(380,295)	(410,297)	(440,299)	(470,369)

TABLE 6

		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)	32,086							
	80%	(409,896)	(417,258)	(424,619)	(431,981)	(439,400)	(446,835)	(454,270)
	82%	(359,034)	(368,938)	(378,843)	(388,748)	(398,652)	(408,557)	(418,471)
Market Values	84%	(308,172)	(320,619)	(333,067)	(345,515)	(357,962)	(370,410)	(382,858)
	86%	(257,309)	(272,300)	(287,291)	(302,282)	(317,273)	(332,263)	(347,254)
100%	88%	(206,447)	(223,981)	(241,515)	(259,049)	(276,583)	(294,117)	(311,651)
	90%	(155,677)	(175,689)	(195,739)	(215,816)	(235,893)	(255,970)	(276,047)
(105% = 5% increase)	92%	(105,058)	(127,600)	(150,142)	(172,684)	(195,227)	(217,823)	(240,444)
	94%	(54,439)	(79,512)	(104,585)	(129,658)	(154,731)	(179,804)	(204,877)
	96%	(3,820)	(31,424)	(59,028)	(86,632)	(114,236)	(141,840)	(169,444)
	98%	46,799	16,664	(13,471)	(43,606)	(73,741)	(103,876)	(134,011)
	100%	97,418	64,752	32,086	(580)	(33,246)	(65,911)	(98,577)
	102%	148,037	112,840	77,643	42,446	7,250	(27,947)	(63,144)
	104%	198,635	160,928	123,200	85,473	47,745	10,017	(27,711)
	106%	249,046	208,884	168,722	128,499	88,240	47,981	7,723
	108%	299,457	256,774	214,092	171,410	128,728	85,946	43,156
	110%	349,868	304,665	259,462	214,259	169,056	123,854	78,589
	112%	400,279	352,555	304,832	257,109	209,385	161,662	113,938
	114%	450,690	400,446	350,202	299,958	249,714	199,470	149,226
	116%	501,101	448,336	395,572	342,807	290,043	237,278	184,514
	118%	551,512	496,227	440,942	385,657	330,372	275,086	219,801
	120%	601,923	544,117	486,312	428,506	370,700	312,895	255,089

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

210209 Charnwood Residential Appraisals_Leicester Fringe_A-D_v2 - Summary Table

Scheme Ref:	A	B	C	D
No Units:	5	15	20	30
Location / Value Zone:	Leicester Fringe	Leicester Fringe	Leicester Fringe	Leicester Fringe
Development Scenario:	Small brownfield	Small brownfield	Medium Greenfield	Small brownfield
Notes:	Median BCIS	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	1,162,500	3,314,484	4,486,966	6,628,969
Policy Assumptions				
AH %	0%	10%	30%	10%
Affordable Rent:	0.00%	50.00%	67.00%	50.00%
Intermediate (LCHO/Sub-Market/First Homes):	0.00%	50.00%	33.00%	50.00%
Site Specific S106 (£ per unit)	12,865	12,865	12,865	12,865
Site Specific S106 (£)	64,325	192,975	257,300	385,950
Profit KPI's				
Total Developers Profit (£)	232,500	638,294	795,968	1,276,588
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	19.26%	17.74%	19.26%
Developers Profit (% on costs)	27.73%	26.20%	23.62%	26.31%
Land Value KPI's				
RLV (£/acre)	293,524	238,134	176,586	242,086
RLV (£/ha)	725,297	588,429	436,343	598,195
RLV (% of GDV)	8%	7%	6%	7%
RLV (£)	90,662	220,661	290,895	448,646
Balance for Plan VA:				
BLV (£/acre)	210,000	210,000	120,000	210,000
BLV (£/ha)	518,910	518,910	296,520	518,910
BLV Total (£)	64,864	194,591	197,680	389,183
Surplus/Deficit (£/acre)	83,524	28,134	56,586	32,086
Surplus/Deficit (£/ha)	206,387	69,519	139,823	79,285
Surplus/Deficit	25,798	26,070	93,215	59,464
Plan Viability comments	Viabile	Viabile	Viabile	Viabile

210202 Charnwood Residential Appraisals_Leicester Fringe_E-G_v1 - Version Notes

Date	Version	Comments
210202	1	Final appraisals

Scheme Ref: **E**
 No Units: **125** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		125 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.25%	8.7	7%	8.7			
2 bed House	30.0%	26.3	41.70%	15.6	34%	41.9			
3 bed House	45.0%	39.4	28.30%	10.6	40%	50.0			
4 bed House	25.0%	21.9	6.75%	2.5	20%	24.4			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	87.5	100.0%	37.5	100%	125.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	140.0	1,507			140.0	1,507			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	506	5,443	506	5,443		5,443	
2 bed House	2,100	22,604	1,126	12,119	3,226	34,723		34,723	
3 bed House	3,938	42,383	891	9,595	4,829	51,978		51,978	
4 bed House	3,063	32,964	261	2,806	3,323	35,771		35,771	
5 bed House	0	0	0	0	0	0		0	
1 bed Flat	0	0	0	0	0	0		0	
2 bed Flat	0	0	0	0	0	0		0	
	9,100	97,952	2,784	29,964	11,884	127,916		127,916	
AH % by floor area:				23.42% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	1,307,813					
2 bed House	220,000	2,750	255	9,215,250					
3 bed House	265,000	2,650	246	13,246,688					
4 bed House	340,000	2,429	226	8,298,125					
5 bed House				0					
1 bed Flat	130,000	2,889	268	0					
2 bed Flat	165,000	2,578	240	0					
				32,067,875					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	99,000	45%	0	0%	154,000	70%	154,000	70%	
3 bed House	119,250	45%	0	0%	185,500	70%	185,500	70%	
4 bed House	153,000	45%	0	0%	238,000	70%	238,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	58,500	45%	0	0%	91,000	70%	91,000	70%	
2 bed Flat	74,250	45%	0	0%	115,500	70%	115,500	70%	

Scheme Ref: **E**
 No Units: **125** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	26.3	@	220,000	5,775,000
3 bed House	39.4	@	265,000	10,434,375
4 bed House	21.9	@	340,000	7,437,500
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	165,000	-
	87.5			23,646,875
Affordable Rent GDV -				
1 bed House	5.8	@	67,500	394,305
2 bed House	10.5	@	99,000	1,037,235
3 bed House	7.1	@	119,250	847,912
4 bed House	1.7	@	153,000	259,478
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	58,500	-
2 bed Flat	0.0	@	74,250	-
	25.1			2,538,932
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	154,000	-
3 bed House	0.0	@	185,500	-
4 bed House	0.0	@	238,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	91,000	-
2 bed Flat	0.0	@	115,500	-
	0.0			-
Intermediate GDV -				
1 bed House	2.9	@	105,000	302,105
2 bed House	5.2	@	154,000	794,698
3 bed House	3.5	@	185,500	649,644
4 bed House	0.8	@	238,000	198,804
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	91,000	-
2 bed Flat	0.0	@	115,500	-
	12.4	37.5		1,945,251
Sub-total GDV Residential	125			28,131,058
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	3,936,818
		331 £ psm (total GIA sqm)	31,495 £ per unit (total units)	
Grant	38	AH units @	0 per unit	-
Total GDV				28,131,058

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(33,209)
Planning Application Professional Fees, Surveys and reports				(100,000)
CIL				-
	CIL analysis:	9,100 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	125 units @	12,865 per unit	(1,608,125)
	S106 analysis:	450,275 £ per ha	5.72% % of GDV	12,865 £ per unit (total ur)
AH Commuted Sum		11,884 sqm (total)	0 £ psm	(1,608,125)
	Comm. Sum analysis:	0.00% % of GDV		

cont./

Scheme Ref:	E	Location:	Leicester Fringe	Development Scenario:	Large greenfield
No Units:	125				
Notes:	Lower quartile BCIS				
Construction Costs -					
Site Clearance, Demolition & Remediation		3.57 ha @		0 £ per ha (if brownfield)	-
Net Biodiversity costs		125 units @		1,011 £ per unit	(126,375)
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
total		125 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	-
1 bed House		506 sqm @		1,120 psm	(566,370)
2 bed House		3,226 sqm @		1,120 psm	(3,613,008)
3 bed House		4,829 sqm @		1,120 psm	(5,408,424)
4 bed House		3,323 sqm @		1,120 psm	(3,722,005)
5 bed House		- sqm @		1,120 psm	-
1 bed Flat		- sqm @		1,221 psm	-
2 bed Flat	11,884	- sqm @		1,221 psm	-
External works		13,309.807 @		20.0%	(2,661,961)
Ext. Works analysis:				21,296 £ per unit	
Lifetime Homes		units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	38 units @	10% @	521 £ per unit	(1,954)
M4(3) Category 3 Housing	Aff units	38 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	88 units @	10% @	521 £ per unit	(4,559)
M4(3) Category 3 Housing	Mrkt units	88 units @	0% @	10,111 £ per unit	-
Carbon/Energy Reduction		125 units @		£ per unit	-
EV Charging Points - Houses		125 units @		1,000 £ per unit	(125,000)
EV Charging Points - Flats		- units @		10,000 £ per unit	-
Water Efficiency		125 units @		£ per unit	-
Contingency (on construction)		16,229.656 @		3.0%	(486,890)
Professional Fees		16,229.656 @		7.0%	(1,136,076)
Disposal Costs -					
OMS Marketing and Promotion		23,646,875 OMS @		3.00%	5,675 £ per unit
Residential Sales Agent Costs		23,646,875 OMS @		1.00%	1,892 £ per unit
Residential Sales Legal Costs		23,646,875 OMS @		0.25%	473 £ per unit
Affordable Sale Legal Costs					lump sum
Disposal Cost analysis:				8,120 £ per unit	(10,000)
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(118,886)
Developers Profit -					
Profit on OMS		23,646,875		20.00%	(4,729,375)
Margin on AH		4,484,183		6.00% on AH values	(269,051)
Profit analysis:		28,131,058		17.77% blended GDV	(4,998,426)
		20,727,833		24.11% on costs	(4,998,426)
TOTAL COSTS					(25,726,259)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					2,404,798
SDLT		2,404,798 @		HMRC formula	(109,740)
Acquisition Agent fees		2,404,798 @		1.0%	(24,048)
Acquisition Legal fees		2,404,798 @		0.5%	(12,024)
Interest on Land		2,404,798 @		6.00%	(144,288)
Residual Land Value					2,114,698
RLV analysis:	16,918 £ per plot	592,116 £ per ha		239,626 £ per acre	7.52% % RLV / GDV
BENCHMARK LAND VALUE (BLV)					
Residential Density		35.0 dph			
Site Area (Net)		3.57 ha		8.83 acres	
Benchmark Land Value (Net)	11,296 £ per plot	395,360 £ per ha		160,000 £ per acre	1,412,000
BLV analysis:	Density	3,327 sqm/ha		14,495 sqft/ac	
BALANCE					
Surplus/(Deficit)		196,756 £ per ha		79,626 £ per acre	702,698

Scheme Ref: **E**
 No Units: **125** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 12,865	79,626							
	4,000	309,594	279,995	250,386	220,768	191,150	161,532	131,913
	5,000	297,062	267,447	237,829	208,211	178,592	148,974	119,356
	6,000	284,508	254,889	225,271	195,653	166,035	136,417	106,772
	7,000	271,950	242,332	212,714	183,095	153,477	123,834	94,187
	8,000	259,393	229,774	200,156	170,538	140,895	111,249	81,602
	9,000	246,835	217,217	187,599	157,957	128,310	98,663	69,013
	10,000	234,277	204,659	175,019	145,372	115,725	86,078	56,398
	11,000	221,720	192,080	162,434	132,787	103,140	73,468	43,783
	12,000	209,162	179,495	149,848	120,202	90,538	60,853	31,168
	13,000	196,557	166,910	137,263	107,608	77,923	48,238	18,528
	14,000	183,972	154,325	124,677	94,993	65,308	35,613	5,881
	15,000	171,387	141,740	112,062	82,378	52,693	22,966	(6,766)
	16,000	158,801	129,132	99,447	69,763	40,051	10,319	(19,443)
	17,000	146,202	116,517	86,832	57,136	27,404	(2,336)	(32,124)
	18,000	133,587	103,902	74,217	44,489	14,757	(15,017)	(44,817)

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	79,626							
	15.0%	348,980	310,959	272,939	234,914	196,855	158,797	120,718
	16.0%	318,835	282,489	246,144	209,793	173,410	137,026	100,621
	17.0%	288,690	254,019	219,348	184,672	149,964	115,255	80,525
	18.0%	258,545	225,549	192,553	159,552	126,518	93,484	60,428
	19.0%	228,401	197,079	165,758	134,431	103,072	71,712	40,332
	20.0%	198,256	168,609	138,962	109,311	79,626	49,941	20,235

TABLE 3

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	79,626							
	100,000	258,256	228,609	198,962	169,311	139,626	109,941	80,235
	110,000	248,256	218,609	188,962	159,311	129,626	99,941	70,235
	120,000	238,256	208,609	178,962	149,311	119,626	89,941	60,235
	130,000	228,256	198,609	168,962	139,311	109,626	79,941	50,235
	140,000	218,256	188,609	158,962	129,311	99,626	69,941	40,235
	150,000	208,256	178,609	148,962	119,311	89,626	59,941	30,235
	160,000	198,256	168,609	138,962	109,311	79,626	49,941	20,235
	170,000	188,256	158,609	128,962	99,311	69,626	39,941	10,235
	180,000	178,256	148,609	118,962	89,311	59,626	29,941	235
	190,000	168,256	138,609	108,962	79,311	49,626	19,941	(9,765)
	200,000	158,256	128,609	98,962	69,311	39,626	9,941	(19,765)
	225,000	133,256	103,609	73,962	44,311	14,626	(15,059)	(44,765)
	250,000	108,256	78,609	48,962	19,311	(10,374)	(40,059)	(69,765)
	275,000	83,256	53,609	23,962	(5,689)	(35,374)	(65,059)	(94,765)
	300,000	58,256	28,609	(1,038)	(30,689)	(60,374)	(90,059)	(119,765)
	325,000	33,256	3,609	(26,038)	(55,689)	(85,374)	(115,059)	(144,765)

Scheme Ref: **E**
 No Units: **125** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	79,626	10%	15%	20%	25%	30%	35%	40%
20	44,718	27,777	10,836	(6,108)	(23,071)	(40,034)	(57,008)	
22	65,189	46,554	27,919	9,281	(9,378)	(28,037)	(46,709)	
Density (dph)	24	85,661	65,332	45,003	24,670	4,315	(16,040)	(36,410)
35.0	26	106,133	84,110	62,086	40,059	18,008	(4,044)	(26,111)
28	126,605	102,887	79,170	55,448	31,701	7,953	(15,812)	
30	147,076	121,665	96,253	70,838	45,394	19,950	(5,512)	
32	167,548	140,443	113,337	86,227	59,087	31,946	4,787	
34	188,020	159,220	130,420	101,616	72,779	43,943	15,086	
36	208,492	177,998	147,504	117,005	86,472	55,939	25,385	
38	228,963	196,776	164,588	132,394	100,165	67,936	35,684	
40	249,435	215,553	181,671	147,784	113,858	79,933	45,983	

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	79,626	10%	15%	20%	25%	30%	35%	40%
98%	235,939	205,767	175,579	145,377	115,174	84,972	54,738	
100%	198,256	168,609	138,962	109,311	79,626	49,941	20,235	
Build Cost	102%	160,527	131,413	102,285	73,158	44,008	14,835	(14,360)
100%	122,716	94,145	65,545	36,931	8,303	(20,365)	(49,066)	
(105% = 5% increase)	106%	84,848	56,792	28,725	618	(27,505)	(55,674)	(83,899)
108%	46,906	19,359	(8,193)	(35,800)	(63,435)	(91,122)	(118,888)	
110%	8,871	(18,173)	(45,227)	(72,339)	(99,504)	(126,741)	(154,077)	
112%	(29,278)	(55,822)	(82,395)	(109,024)	(135,735)	(162,556)	(189,514)	
114%	(67,549)	(93,605)	(119,715)	(145,900)	(172,188)	(198,626)	(225,271)	
116%	(105,971)	(131,547)	(157,209)	(182,984)	(208,898)	(235,018)	(261,439)	
118%	(144,560)	(169,700)	(194,945)	(220,338)	(245,931)	(271,830)	(298,059)	
120%	(183,343)	(208,078)	(232,955)	(258,035)	(283,399)	(309,057)	(334,728)	

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	79,626	10%	15%	20%	25%	30%	35%	40%
80%	(270,761)	(274,955)	(279,184)	(283,436)	(287,687)	(291,939)	(296,190)	
82%	(222,379)	(229,101)	(235,861)	(242,657)	(249,499)	(256,400)	(263,375)	
Market Values	84%	(174,629)	(183,905)	(193,193)	(202,525)	(211,887)	(221,296)	(230,768)
100%	86%	(127,323)	(139,143)	(150,981)	(162,845)	(174,730)	(186,663)	(198,645)
(105% = 5% increase)	88%	(80,326)	(94,699)	(109,073)	(123,484)	(137,905)	(152,368)	(166,872)
90%	(33,567)	(50,475)	(67,412)	(84,349)	(101,322)	(118,309)	(135,340)	
92%	13,018	(6,436)	(25,913)	(45,404)	(64,904)	(84,439)	(104,000)	
94%	59,469	37,468	15,449	(6,588)	(28,626)	(50,704)	(72,791)	
96%	105,815	81,272	56,699	32,121	7,543	(17,075)	(41,696)	
98%	152,082	124,976	97,862	70,748	43,621	16,466	(10,692)	
100%	198,256	168,609	138,962	109,311	79,626	49,941	20,235	
102%	244,381	212,203	180,005	147,793	115,581	83,362	51,106	
104%	290,463	255,724	220,986	186,248	151,494	116,717	81,940	
106%	336,492	299,227	261,947	224,649	187,350	150,052	112,722	
108%	382,491	342,670	302,849	263,028	223,191	183,333	143,474	
110%	428,470	386,113	343,736	301,360	258,984	216,608	174,195	
112%	474,395	429,498	384,601	339,692	294,761	249,829	204,897	
114%	520,320	472,872	425,423	377,974	330,526	283,050	235,563	
116%	566,231	516,245	466,245	416,245	366,245	316,245	266,228	
118%	612,092	559,574	507,056	454,516	401,965	349,414	296,862	
120%	657,953	602,887	547,821	492,755	437,684	382,582	327,479	

NOTES
 Cells highlighted in yellow are input cells
 Cells highlighted in green are sensitivity input cells
 Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **F**
 No Units: **250** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		250 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.25%	17.4	7%	17.4			
2 bed House	30.0%	52.5	41.50%	31.1	33%	83.6			
3 bed House	45.0%	78.8	28.50%	21.4	40%	100.1			
4 bed House	25.0%	43.8	6.75%	5.1	20%	48.8			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	140.0	1,507			140.0	1,507			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	1,011	10,886	1,011	10,886			
2 bed House	4,200	45,208	2,241	24,122	6,441	69,330			
3 bed House	7,875	84,766	1,796	19,327	9,671	104,092			
4 bed House	6,125	65,929	521	5,613	6,646	71,542			
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			
	18,200	195,903	5,569	59,948	23,769	255,851			
AH % by floor area:		23.43% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	2,615,625					
2 bed House	220,000	2,750	255	18,397,500					
3 bed House	265,000	2,650	246	26,533,125					
4 bed House	340,000	2,429	226	16,596,250					
5 bed House		#DIV/0!	#DIV/0!	0					
1 bed Flat	130,000	2,889	268	0					
2 bed Flat	165,000	2,578	240	0					
				64,142,500					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	99,000	45%	0	0%	154,000	70%	154,000	70%	
3 bed House	119,250	45%	0	0%	185,500	70%	185,500	70%	
4 bed House	153,000	45%	0	0%	238,000	70%	238,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	58,500	45%	0	0%	91,000	70%	91,000	70%	
2 bed Flat	74,250	45%	0	0%	115,500	70%	115,500	70%	

Scheme Ref: **F**
 No Units: **250** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	52.5	@	220,000	11,550,000
3 bed House	78.8	@	265,000	20,868,750
4 bed House	43.8	@	340,000	14,875,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	130,000	-
2 bed Flat	0.0	@	165,000	-
	175.0			47,293,750
Affordable Rent GDV -				
1 bed House	11.7	@	67,500	788,611
2 bed House	20.9	@	99,000	2,064,521
3 bed House	14.3	@	119,250	1,707,809
4 bed House	3.4	@	153,000	518,957
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	58,500	-
2 bed Flat	0.0	@	74,250	-
	50.3			5,079,898
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	154,000	-
3 bed House	0.0	@	185,500	-
4 bed House	0.0	@	238,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	91,000	-
2 bed Flat	0.0	@	115,500	-
	0.0			-
Intermediate GDV -				
1 bed House	5.8	@	105,000	604,209
2 bed House	10.3	@	154,000	1,581,773
3 bed House	7.1	@	185,500	1,308,471
4 bed House	1.7	@	238,000	397,609
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	91,000	-
2 bed Flat	0.0	@	115,500	-
	24.8	75.0		3,892,061
Sub-total GDV Residential	250			56,265,709
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	7,876,791
		331 £ psm (total GIA sqm)	31,507 £ per unit (total units)	
Grant	75	AH units @	0 per unit	-
Total GDV				56,265,709

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(50,459)
Planning Application Professional Fees, Surveys and reports				(150,000)
CIL				-
CIL analysis:		18,200 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	250 units @	12,865 per unit	(3,216,250)
S106 analysis:		450,275 £ per ha	5.72% % of GDV	12,865 £ per unit (total ur)
AH Commuted Sum		23,769 sqm (total)	0 £ psm	(3,216,250)
Comm. Sum analysis:		0.00% % of GDV		

cont./

Scheme Ref:	F	Location:	Leicester Fringe	Development Scenario:	Large greenfield	
No Units:	250					
Notes:	Lower quartile BCIS					
Construction Costs -						
Site Clearance, Demolition & Remediation		7.14 ha @		0 £ per ha (if brownfield)	-	
Net Biodiversity costs		250 units @		1,011 £ per unit	(252,750)	
Site Infrastructure costs -	Year 1	0			-	
	Year 2	0			-	
	Year 3	0			-	
	Year 4	0			-	
	Year 5	0			-	
	Year 6	0			-	
	Year 7	0			-	
	Year 8	0			-	
	Year 9	0			-	
	Year 10	0			-	
	Year 11	0			-	
	Year 12	0			-	
	Year 13	0			-	
	Year 14	0			-	
	Year 15	0			-	
	total	250 units @		0 per unit	-	
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	-	
1 bed House		1,011 sqm @		1,120 psm	(1,132,740)	
2 bed House		6,441 sqm @		1,120 psm	(7,213,920)	
3 bed House		9,671 sqm @		1,120 psm	(10,830,960)	
4 bed House		6,646 sqm @		1,120 psm	(7,444,010)	
5 bed House		- sqm @		1,120 psm	-	
1 bed Flat		- sqm @		1,221 psm	-	
2 bed Flat	23,769	- sqm @		1,221 psm	-	
External works		26,621,630 @		20.0%	(5,324,326)	
Ext. Works analysis:				21,297 £ per unit		
Lifetime Homes		units @		£ per unit	-	
M4(2) Category 2 Housing	Aff units	75 units @	10% @	521 £ per unit	(3,908)	
M4(3) Category 3 Housing	Aff units	75 units @	0% @	10,111 £ per unit	-	
M4(2) Category 2 Housing	Mrkt units	175 units @	10% @	521 £ per unit	(9,118)	
M4(3) Category 3 Housing	Mrkt units	175 units @	0% @	10,111 £ per unit	-	
Carbon/Energy Reduction		250 units @		£ per unit	-	
EV Charging Points - Houses		250 units @		1,000 £ per unit	(250,000)	
EV Charging Points - Flats		- units @		10,000 £ per unit	-	
Water Efficiency		250 units @		£ per unit	-	
Contingency (on construction)		32,461,731 @		3.0%	(973,852)	
Professional Fees		32,461,731 @		7.0%	(2,272,321)	
Disposal Costs -						
OMS Marketing and Promotion		47,293,750 OMS @		3.00%	5,675 £ per unit	(1,418,813)
Residential Sales Agent Costs		47,293,750 OMS @		1.00%	1,892 £ per unit	(472,938)
Residential Sales Legal Costs		47,293,750 OMS @		0.25%	473 £ per unit	(118,234)
Affordable Sale Legal Costs					lump sum	(10,000)
Disposal Cost analysis:				8,080 £ per unit		
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(121,585)	
Developers Profit -						
Profit on OMS		47,293,750		20.00%	(9,458,750)	
Margin on AH		8,971,959		6.00% on AH values	(538,318)	
Profit analysis:		56,265,709		17.77% blended GDV	(9,997,068)	
		41,266,182		24.23% on costs	(9,997,068)	
TOTAL COSTS					(51,263,250)	
RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)					5,002,459	
SDLT		5,002,459 @		HMRC formula	(239,623)	
Acquisition Agent fees		5,002,459 @		1.0%	(50,025)	
Acquisition Legal fees		5,002,459 @		0.5%	(25,012)	
Interest on Land		5,002,459 @		6.00%	(300,148)	
Residual Land Value					4,387,652	
RLV analysis:	17,551 £ per plot	614,271 £ per ha		248,592 £ per acre	7.80% % RLV / GDV	
BENCHMARK LAND VALUE (BLV)						
Residential Density		35.0 dph				
Site Area (Net)		7.14 ha		17.65 acres		
Benchmark Land Value (Net)	11,296 £ per plot	395,360 £ per ha		160,000 £ per acre	2,824,000	
BLV analysis:	Density	3,328 sqm/ha		14,496 sqft/ac		
BALANCE						
Surplus/(Deficit)		218,911 £ per ha		88,592 £ per acre	1,563,652	

Scheme Ref: **F**
 No Units: **250** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 12,865	88,592							
	4,000	318,242	288,475	258,705	228,936	199,166	169,396	139,626
	5,000	305,783	276,014	246,244	216,474	186,704	156,934	127,155
	6,000	293,322	263,552	233,782	204,012	174,242	144,465	114,681
	7,000	280,860	251,090	221,320	191,550	161,775	131,990	102,206
	8,000	268,398	238,628	208,858	179,085	149,300	119,516	89,732
	9,000	255,936	226,166	196,394	166,610	136,826	107,042	77,251
	10,000	243,475	213,704	183,920	154,136	124,352	94,567	64,764
	11,000	231,013	201,230	171,446	141,662	111,878	82,079	52,276
	12,000	218,540	188,756	158,972	129,187	99,394	69,591	39,788
	13,000	206,066	176,281	146,497	116,709	86,906	57,103	27,288
	14,000	193,591	163,807	134,023	104,222	74,418	44,613	14,786
	15,000	181,117	151,333	121,537	91,734	61,931	32,110	2,283
	16,000	168,643	138,852	109,049	79,246	49,434	19,608	(10,229)
	17,000	156,167	126,364	96,561	66,758	36,932	7,105	(22,747)
	18,000	143,680	113,876	84,073	54,256	24,429	(5,410)	(35,265)

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	88,592							
	15.0%	358,473	320,316	282,158	243,998	205,822	167,645	129,459
	16.0%	328,329	291,846	255,363	218,878	182,376	145,874	109,362
	17.0%	298,184	263,376	228,567	193,757	158,930	124,103	89,266
	18.0%	268,039	234,906	201,772	168,637	135,484	102,331	69,169
	19.0%	237,894	206,436	174,977	143,516	112,038	80,560	49,073
	20.0%	207,750	177,966	148,181	118,395	88,592	58,789	28,976

TABLE 3

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	88,592							
	100,000	267,750	237,966	208,181	178,395	148,592	118,789	88,976
	110,000	257,750	227,966	198,181	168,395	138,592	108,789	78,976
	120,000	247,750	217,966	188,181	158,395	128,592	98,789	68,976
	130,000	237,750	207,966	178,181	148,395	118,592	88,789	58,976
	140,000	227,750	197,966	168,181	138,395	108,592	78,789	48,976
	150,000	217,750	187,966	158,181	128,395	98,592	68,789	38,976
	160,000	207,750	177,966	148,181	118,395	88,592	58,789	28,976
	170,000	197,750	167,966	138,181	108,395	78,592	48,789	18,976
	180,000	187,750	157,966	128,181	98,395	68,592	38,789	8,976
	190,000	177,750	147,966	118,181	88,395	58,592	28,789	(1,024)
	200,000	167,750	137,966	108,181	78,395	48,592	18,789	(11,024)
	225,000	142,750	112,966	83,181	53,395	23,592	(6,211)	(36,024)
	250,000	117,750	87,966	58,181	28,395	(1,408)	(31,211)	(61,024)
	275,000	92,750	62,966	33,181	3,395	(26,408)	(56,211)	(86,024)
	300,000	67,750	37,966	8,181	(21,605)	(51,408)	(81,211)	(111,024)
	325,000	42,750	12,966	(16,819)	(46,605)	(76,408)	(106,211)	(136,024)

Scheme Ref: **F**
 No Units: **250** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		88,592	10%	15%	20%	25%	30%	35%	40%
	20		50,143	33,123	16,104	(917)	(17,947)	(34,978)	(52,014)
	22		71,157	52,435	33,714	14,991	(3,742)	(22,475)	(41,215)
Density (dph)	24		92,171	71,748	51,324	30,900	10,463	(9,973)	(30,416)
	26	35.0	113,185	91,060	68,935	46,808	24,668	2,529	(19,618)
	28		134,200	110,372	86,545	62,716	38,874	15,031	(8,819)
	30		155,214	129,685	104,155	78,625	53,079	27,533	1,980
	32		176,228	148,997	121,766	94,533	67,284	40,036	12,778
	34		197,243	168,309	139,376	110,441	81,490	52,538	23,577
	36		218,257	187,622	156,987	126,349	95,695	65,040	34,376
	38		239,271	206,934	174,597	142,258	109,900	77,542	45,174
	40		260,285	226,246	192,207	158,166	124,105	90,045	55,973

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		88,592	10%	15%	20%	25%	30%	35%	40%
	98%		245,103	214,783	184,457	154,122	123,788	93,454	63,104
	100%		207,750	177,966	148,181	118,395	88,592	58,789	28,976
Build Cost	102%		170,374	141,129	111,877	82,624	53,362	24,087	(5,198)
	104%		132,957	104,256	75,541	46,817	18,088	(10,662)	(39,428)
(105% = 5% increase)	106%		95,513	67,341	39,165	10,967	(17,237)	(45,466)	(73,720)
	108%		58,032	30,386	2,740	(24,935)	(52,623)	(80,336)	(108,089)
	110%		20,503	(6,617)	(33,742)	(60,897)	(88,078)	(115,293)	(142,558)
	112%		(17,082)	(43,679)	(70,291)	(96,931)	(123,611)	(150,346)	(177,149)
	114%		(54,725)	(80,808)	(106,916)	(133,061)	(159,257)	(185,525)	(211,896)
	116%		(92,446)	(118,014)	(143,625)	(169,292)	(195,029)	(220,865)	(246,846)
	118%		(130,249)	(155,327)	(180,457)	(205,657)	(230,959)	(256,408)	(282,076)
	120%		(168,147)	(192,749)	(217,423)	(242,193)	(267,105)	(292,227)	(317,684)

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		88,592	10%	15%	20%	25%	30%	35%	40%
	80%		(255,070)	(259,438)	(263,822)	(268,231)	(272,671)	(277,147)	(281,680)
	82%		(208,056)	(214,958)	(221,880)	(228,818)	(235,778)	(242,767)	(249,793)
Market Values	84%		(161,356)	(170,803)	(180,259)	(189,734)	(199,223)	(208,736)	(218,280)
	86%		(114,873)	(126,861)	(138,861)	(150,871)	(162,893)	(174,938)	(187,006)
	88%		(68,542)	(83,078)	(97,614)	(112,167)	(126,724)	(141,305)	(155,903)
(105% = 5% increase)	90%		(22,331)	(39,401)	(56,488)	(73,574)	(90,677)	(107,786)	(124,919)
	92%		23,795	4,181	(15,442)	(35,074)	(54,709)	(74,363)	(94,028)
	94%		69,854	47,698	25,535	3,361	(18,813)	(41,005)	(63,202)
	96%		115,860	91,165	66,456	41,744	17,031	(7,701)	(32,435)
	98%		161,828	134,583	107,334	80,085	52,830	25,561	(1,709)
	100%		207,750	177,966	148,181	118,395	88,592	58,789	28,976
	102%		253,647	221,328	189,000	156,665	124,330	91,991	59,634
	104%		299,522	264,655	229,788	194,921	160,046	125,160	90,273
	106%		345,371	307,972	270,566	233,150	195,734	158,318	120,887
	108%		391,205	351,260	311,314	271,369	231,415	191,451	151,486
	110%		437,030	394,547	352,055	309,563	267,072	224,580	182,070
	112%		482,827	437,806	392,785	347,758	302,720	257,682	212,644
	114%		528,624	481,059	433,494	385,928	338,363	290,784	243,200
	116%		574,415	524,312	474,202	424,093	373,983	323,874	273,756
	118%		620,180	567,543	514,905	462,257	409,603	356,949	304,296
	120%		665,945	610,765	555,585	500,406	445,223	390,025	334,827

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: **G**
 No Units: **950** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme		950 Units								
AH Policy requirement (% Target)		30%								
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented				
		Social Rent:		0.0%						
		First Homes:		0.0%						
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)				
Open Market Sale (OMS) housing		70%								
		100%								
		100.0%								
CIL Rate (£ psm)		0.00 £ psm								
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	5.0%	33.3	20.00%	57.0	10%	90.3				
2 bed House	25.0%	166.3	38.35%	109.3	29%	275.5				
3 bed House	45.0%	299.3	28.30%	80.7	40%	379.9				
4 bed House	25.0%	166.3	6.65%	19.0	19%	185.2				
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0				
1 bed Flat	0.0%	0.0	3.35%	9.5	1%	9.5				
2 bed Flat	0.0%	0.0	3.35%	9.5	1%	9.5				
Total number of units		100.0%	665.0	100.0%	285.0	100%	950.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)			
1 bed House	58.0	624			58.0	624				
2 bed House	80.0	861			80.0	861				
3 bed House	100.0	1,076			100.0	1,076				
4 bed House	140.0	1,507			140.0	1,507				
5 bed House		0			0.0	0				
1 bed Flat	45.0	484	85.0%		52.9	570				
2 bed Flat	64.0	689	85.0%		75.3	810				
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)			
1 bed House	58.0	624			58.0	624				
2 bed House	72.0	775			72.0	775				
3 bed House	84.0	904			84.0	904				
4 bed House	103.0	1,109			103.0	1,109				
5 bed House		0			0.0	0				
1 bed Flat	45.0	484	85.0%		52.9	570				
2 bed Flat	64.0	689	85.0%		75.3	810				
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)		
1 bed House	1,929	20,758	3,306	35,585	5,235	56,344		56,344		
2 bed House	13,300	143,160	7,869	84,706	21,169	227,866		227,866		
3 bed House	29,925	322,110	6,775	72,926	36,700	395,036		395,036		
4 bed House	23,275	250,530	1,952	21,012	25,227	271,542		271,542		
5 bed House	0	0	0	0	0	0		0		
1 bed Flat	0	0	505	5,441	505	5,441		5,441		
2 bed Flat	0	0	719	7,738	719	7,738		7,738		
		68,429	736,558	21,127	227,408	89,555	963,966		963,966	
				23.59% AH % by floor area due to mix						
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House	150,000	2,586	240	13,537,500						
2 bed House	220,000	2,750	255	60,620,450						
3 bed House	265,000	2,650	246	100,674,825						
4 bed House	340,000	2,429	226	62,968,850						
5 bed House				0						
1 bed Flat	130,000	2,889	268	1,241,175						
2 bed Flat	165,000	2,578	240	1,575,338						
				240,618,138						
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%		
2 bed House	99,000	45%	0	0%	154,000	70%	154,000	70%		
3 bed House	119,250	45%	0	0%	185,500	70%	185,500	70%		
4 bed House	153,000	45%	0	0%	238,000	70%	238,000	70%		
5 bed House	0	45%	0	0%	0	70%	0	70%		
1 bed Flat	58,500	45%	0	0%	91,000	70%	91,000	70%		
2 bed Flat	74,250	45%	0	0%	115,500	70%	115,500	70%		

Scheme Ref: **G**
 No Units: **950** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	33.3	@	150,000		4,987,500
2 bed House	166.3	@	220,000		36,575,000
3 bed House	299.3	@	265,000		79,301,250
4 bed House	166.3	@	340,000		56,525,000
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	165,000		-
	665.0				177,388,750
Affordable Rent GDV -					
1 bed House	38.2	@	67,500		2,577,825
2 bed House	73.2	@	99,000		7,249,703
3 bed House	54.0	@	119,250		6,444,133
4 bed House	12.7	@	153,000		1,942,821
5 bed House	0.0	@	0		-
1 bed Flat	6.4	@	58,500		374,214
2 bed Flat	6.4	@	74,250		474,964
	191.0				19,063,660
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	185,500		-
4 bed House	0.0	@	238,000		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	115,500		-
	0.0				-
Intermediate GDV -					
1 bed House	18.8	@	105,000		1,975,050
2 bed House	36.1	@	154,000		5,554,499
3 bed House	26.6	@	185,500		4,937,296
4 bed House	6.3	@	238,000		1,488,529
5 bed House	0.0	@	0		-
1 bed Flat	3.2	@	91,000		286,711
2 bed Flat	3.2	@	115,500		363,903
	94.1	285.0			14,605,989
Sub-total GDV Residential	950				211,058,399
AH on-site cost analysis:					
				EMV (no AH) less EGDV (inc. AH)	29,559,739
			330 £ psm (total GIA sqm)	31,116 £ per unit (total units)	
Grant	285	AH units @	0	per unit	-
Total GDV					211,058,399

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(147,059)
Planning Application Professional Fees, Surveys and reports					(440,000)
CIL					-
	CIL analysis:	68,429 sqm (Market only)	0.00% £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	950 units @	12,865	per unit	(12,221,750)
	S106 analysis:	450,275 £ per ha	5.79% % of GDV	12,865 £ per unit (total units)	(12,221,750)
AH Commuted Sum		89,555 sqm (total)	0	£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
cont./					

Scheme Ref:	G	Location:	Leicester Fringe	Development Scenario:	Large greenfield
No Units:	950				
Notes:	Lower quartile BCIS				
Construction Costs -					
Site Clearance, Demolition & Remediation		27.14 ha @		0 £ per ha (if brownfield)	-
Net Biodiversity costs		950 units @		1,011 £ per unit	(960,450)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	950 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total units)	-
1 bed House		5,235 sqm @		1,120 psm	(5,862,640)
2 bed House		21,169 sqm @		1,120 psm	(23,709,750)
3 bed House		36,700 sqm @		1,120 psm	(41,104,022)
4 bed House		25,227 sqm @		1,120 psm	(28,254,360)
5 bed House		- sqm @		1,120 psm	-
1 bed Flat		505 sqm @		1,221 psm	(617,162)
2 bed Flat	89,555	719 sqm @		1,221 psm	(877,741)
External works		100,425.676 @		20.0%	(20,085,135)
Ext. Works analysis:				21,142 £ per unit	
Lifetime Homes		units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	285 units @	10% @	521 £ per unit	(14,849)
M4(3) Category 3 Housing	Aff units	285 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	665 units @	10% @	521 £ per unit	(34,647)
M4(3) Category 3 Housing	Mrkt units	665 units @	0% @	10,111 £ per unit	-
Carbon/Energy Reduction		950 units @		£ per unit	-
EV Charging Points - Houses		931 units @		1,000 £ per unit	(930,905)
EV Charging Points - Flats		5 units @		10,000 £ per unit	(47,738)
Water Efficiency		950 units @		£ per unit	-
Contingency (on construction)		122,499,398 @		3.0%	(3,674,982)
Professional Fees		122,499,398 @		7.0%	(8,574,958)
Disposal Costs -					
OMS Marketing and Promotion		177,388,750 OMS @		3.00%	5,602 £ per unit
Residential Sales Agent Costs		177,388,750 OMS @		1.00%	1,867 £ per unit
Residential Sales Legal Costs		177,388,750 OMS @		0.25%	467 £ per unit
Affordable Sale Legal Costs					lump sum
					(10,000)
Disposal Cost analysis:				7,946 £ per unit	
Interest (on Development Costs) -		6.00% APR		0.487% pcm	(273,434)
Developers Profit -					
Profit on OMS		177,388,750		20.00%	(35,477,750)
Margin on AH		33,669,649		6.00% on AH values	(2,020,179)
Profit analysis:		211,058,399		17.77% blended GDV	(37,497,929)
		155,380,603		24.13% on costs	(37,497,929)
TOTAL COSTS					(192,878,532)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					18,179,867
SDLT		18,179,867 @		HMRC formula	(898,493)
Acquisition Agent fees		18,179,867 @		1.0%	(181,799)
Acquisition Legal fees		18,179,867 @		0.5%	(90,899)
Interest on Land		18,179,867 @		6.00%	(1,090,792)
Residual Land Value					15,917,883
RLV analysis:	16,756 £ per plot	586,448 £ per ha		237,332 £ per acre	7.54% % RLV / GDV
BENCHMARK LAND VALUE (BLV)					
Residential Density		35.0 dph			
Site Area (Net)		27.14 ha		67.07 acres	
Benchmark Land Value (Net)	11,296 £ per plot	395,360 £ per ha		160,000 £ per acre	10,731,200
BLV analysis:	Density	3,299 sqm/ha		14,373 sqft/ac	
BALANCE					
Surplus/(Deficit)		191,088 £ per ha		77,332 £ per acre	5,186,683

Scheme Ref: **G**
 No Units: **950** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		77,332	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 12,865	4,000	309,023	278,640	248,256	217,873	187,489	157,101	126,709	
	5,000	296,604	266,221	235,837	205,454	175,068	144,676	114,284	
	6,000	284,185	253,802	223,418	193,035	162,643	132,251	101,860	
	7,000	271,766	241,383	210,999	180,611	150,219	119,827	89,434	
	8,000	259,347	228,964	198,578	168,186	137,794	107,402	77,003	
	9,000	246,928	216,545	186,153	155,761	125,369	94,975	64,572	
	10,000	234,509	204,120	173,728	143,337	112,945	82,544	52,141	
	11,000	222,088	191,696	161,304	130,912	100,516	70,113	39,710	
	12,000	209,663	179,271	148,879	118,487	88,085	57,682	27,274	
	13,000	197,238	166,846	136,455	106,057	75,654	45,251	14,836	
	14,000	184,814	154,422	124,029	93,626	63,223	32,815	2,398	
	15,000	172,389	141,997	111,598	81,195	50,792	20,377	(10,041)	
	16,000	159,964	129,570	99,167	68,764	38,356	7,939	(22,486)	
	17,000	147,540	117,139	86,736	56,333	25,918	(4,499)	(34,931)	
	18,000	135,111	104,708	74,305	43,896	13,480	(16,944)	(47,376)	

TABLE 2

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		77,332	10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	15.0%	347,687	309,030	270,373	231,712	193,044	154,376	115,696	
	16.0%	317,933	280,929	243,925	206,916	169,901	132,887	95,860	
	17.0%	288,179	252,828	217,477	182,121	146,759	111,397	76,024	
	18.0%	258,424	224,726	191,028	157,326	123,617	89,908	56,188	
	19.0%	228,670	196,625	164,580	132,530	100,475	68,419	36,351	
	20.0%	198,916	168,524	138,132	107,735	77,332	46,930	16,515	

TABLE 3

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		77,332	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	100,000	258,916	228,524	198,132	167,735	137,332	106,930	76,515	
	110,000	248,916	218,524	188,132	157,735	127,332	96,930	66,515	
	120,000	238,916	208,524	178,132	147,735	117,332	86,930	56,515	
	130,000	228,916	198,524	168,132	137,735	107,332	76,930	46,515	
	140,000	218,916	188,524	158,132	127,735	97,332	66,930	36,515	
	150,000	208,916	178,524	148,132	117,735	87,332	56,930	26,515	
	160,000	198,916	168,524	138,132	107,735	77,332	46,930	16,515	
	170,000	188,916	158,524	128,132	97,735	67,332	36,930	6,515	
	180,000	178,916	148,524	118,132	87,735	57,332	26,930	(3,485)	
	190,000	168,916	138,524	108,132	77,735	47,332	16,930	(13,485)	
	200,000	158,916	128,524	98,132	67,735	37,332	6,930	(23,485)	
	225,000	133,916	103,524	73,132	42,735	12,332	(18,070)	(48,485)	
	250,000	108,916	78,524	48,132	17,735	(12,668)	(43,070)	(73,485)	
	275,000	83,916	53,524	23,132	(7,265)	(37,668)	(68,070)	(98,485)	
	300,000	58,916	28,524	(1,868)	(32,265)	(62,668)	(93,070)	(123,485)	
	325,000	33,916	3,524	(26,868)	(57,265)	(87,668)	(118,070)	(148,485)	

Scheme Ref: **G**
 No Units: **950** Location: **Leicester Fringe** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	77,332	10%	15%	20%	25%	30%	35%	40%
20	45,095	27,728	10,361	(7,008)	(24,381)	(41,755)	(59,134)	(76,503)
22	65,604	46,501	27,397	8,291	(10,820)	(29,930)	(49,048)	(68,166)
Density (dph)	24	86,114	65,273	44,433	23,590	2,742	(18,105)	(38,961)
35.0	26	106,623	84,046	61,469	38,889	16,304	(6,281)	(28,874)
	28	127,132	102,819	78,505	54,188	29,866	5,544	(18,788)
	30	147,642	121,592	95,542	69,487	43,428	17,368	(8,701)
	32	168,151	140,365	112,578	84,786	56,990	29,193	1,385
	34	188,661	159,137	129,614	100,086	70,551	41,017	11,472
	36	209,170	177,910	146,650	115,385	84,113	52,842	21,559
	38	229,680	196,683	163,686	130,684	97,675	64,666	31,645
	40	250,189	215,456	180,722	145,983	111,237	76,491	41,732

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	77,332	10%	15%	20%	25%	30%	35%	40%
98%	235,765	204,859	173,947	143,032	112,118	81,200	50,275	19,357
100%	198,916	168,524	138,132	107,735	77,332	46,930	16,515	1,615
Build Cost	102%	162,055	132,177	102,298	72,418	42,528	12,635	(17,270)
100%	104%	125,170	95,814	66,446	37,077	7,699	(21,686)	(51,086)
(105% = 5% increase)	106%	88,270	59,424	30,572	1,711	(27,159)	(56,040)	(84,939)
	108%	51,349	23,012	(5,330)	(33,683)	(62,051)	(90,434)	(118,842)
	110%	14,402	(13,427)	(41,263)	(69,111)	(96,980)	(124,872)	(152,801)
	112%	(22,574)	(49,898)	(77,233)	(104,586)	(131,963)	(159,373)	(186,832)
	114%	(59,587)	(86,406)	(113,245)	(140,107)	(167,004)	(193,946)	(220,958)
	116%	(96,640)	(122,962)	(149,311)	(175,693)	(202,121)	(228,616)	(255,211)
	118%	(133,738)	(159,572)	(185,440)	(211,355)	(237,334)	(263,410)	(289,634)
	120%	(170,895)	(196,250)	(221,650)	(247,114)	(272,673)	(298,370)	(324,302)

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	77,332	10%	15%	20%	25%	30%	35%	40%
80%	(255,246)	(260,591)	(265,951)	(271,330)	(276,731)	(282,164)	(287,639)	(293,155)
82%	(209,418)	(217,263)	(225,117)	(232,985)	(240,871)	(248,778)	(256,716)	(264,684)
Market Values	84%	(163,767)	(174,116)	(184,470)	(194,834)	(205,212)	(215,608)	(226,027)
100%	86%	(118,239)	(131,092)	(143,947)	(156,815)	(169,692)	(182,581)	(195,489)
(105% = 5% increase)	88%	(72,799)	(88,156)	(103,516)	(118,886)	(134,263)	(149,650)	(165,053)
	90%	(27,421)	(45,283)	(63,151)	(81,022)	(98,902)	(116,791)	(134,692)
	92%	17,906	(2,458)	(22,833)	(43,209)	(63,592)	(83,981)	(104,384)
	94%	63,198	40,327	17,447	(5,434)	(28,320)	(51,214)	(74,118)
	96%	108,460	83,083	57,697	32,311	6,921	(18,478)	(43,882)
	98%	153,701	125,812	97,923	70,034	42,136	14,235	(13,673)
	100%	198,916	168,524	138,132	107,735	77,332	46,930	16,515
	102%	244,118	211,224	178,322	145,418	112,515	79,604	46,688
	104%	289,307	253,903	218,498	183,094	147,681	112,266	76,849
	106%	334,484	296,578	258,667	220,751	182,836	144,920	106,993
	108%	379,651	339,236	298,821	258,406	217,984	177,558	137,132
	110%	424,813	381,893	338,969	296,045	253,121	210,195	167,259
	112%	469,960	424,537	379,113	333,684	288,251	242,818	197,384
	114%	515,107	467,176	419,244	371,312	323,381	275,438	227,495
	116%	560,251	509,815	459,375	408,935	358,495	308,055	257,607
	118%	605,381	552,442	499,504	446,557	393,609	340,661	287,713
	120%	650,511	595,065	539,619	484,173	428,724	373,268	317,811

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

210202 Charnwood Residential Appraisals_Leicester Fringe_E-G_v1 - Summary Table

Scheme Ref:	E	F	G
No Units:	125	250	950
Location / Value Zone:	Leicester Fringe	Leicester Fringe	Leicester Fringe
Development Scenario:	Large greenfield	Large greenfield	Large greenfield
Notes:	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS
Total GDV (£)	28,131,058	56,265,709	211,058,399
Policy Assumptions			
AH %	30%	30%	30%
Affordable Rent:	67.00%	67.00%	67.00%
Intermediate (LCHO/Sub-Market/First Homes):	33.00%	33.00%	33.00%
Site Specific S106 (£ per unit)	12,865	12,865	12,865
Site Specific S106 (£)	1,608,125	3,216,250	12,221,750
Profit KPI's			
Total Developers Profit (£)	4,998,426	9,997,068	37,497,929
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.77%	17.77%	17.77%
Developers Profit (% on costs)	24.11%	24.23%	24.13%
Land Value KPI's			
RLV (£/acre)	239,626	248,592	237,332
RLV (£/ha)	592,116	614,271	586,448
RLV (% of GDV)	8%	8%	8%
RLV (£)	2,114,698	4,387,652	15,917,883
Balance for Plan VA:			
BLV (£/acre)	160,000	160,000	160,000
BLV (£/ha)	395,360	395,360	395,360
BLV Total (£)	1,412,000	2,824,000	10,731,200
Surplus/Deficit (£/acre)	79,626	88,592	77,332
Surplus/Deficit (£/ha)	196,756	218,911	191,088
Surplus/Deficit	702,698	1,563,652	5,186,683
Plan Viability comments	Viabile	Viabile	Viabile

210202 Charnwood Residential Appraisals_Loughborough_Shepshed_H-K_v1 - Version Notes

Date	Version	Comments
210202	1	Final appraisals

Scheme Ref: **H**
 No Units: **15** Location: **Loughborough/Shephed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	150,000		-
2 bed House	2.6	@	210,000		551,250
3 bed House	5.8	@	240,000		1,386,000
4 bed House	2.1	@	315,000		661,500
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	160,000		-
	10.5				2,598,750
Affordable Rent GDV -					
1 bed House	0.7	@	67,500		47,520
2 bed House	1.3	@	94,500		118,811
3 bed House	0.9	@	108,000		92,150
4 bed House	0.2	@	141,750		28,421
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	54,000		-
2 bed Flat	0.0	@	72,000		-
	3.0				286,902
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000		-
2 bed House	0.0	@	147,000		-
3 bed House	0.0	@	168,000		-
4 bed House	0.0	@	220,500		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Intermediate GDV -					
1 bed House	0.3	@	105,000		36,408
2 bed House	0.6	@	147,000		91,029
3 bed House	0.4	@	168,000		70,603
4 bed House	0.1	@	220,500		21,775
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	112,000		-
	1.5	4.5			219,815
Sub-total GDV Residential					
	15				3,105,467
<i>AH on-site cost analysis:</i>					
				EMV (no AH) less £GDV (inc. AH)	444,864
			350 £ psm (total GIA sqm)	29,658 £ per unit (total units)	
Grant					
	5	AH units @	0	per unit	-
Total GDV					
					3,105,467

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL					-
CIL analysis: 938 sqm (Market only) 0.00% % of GDV 0.00 £ psm 0 £ per unit (total units)					
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	15 units @	14,685	per unit	(220,275)
<i>S106 analysis: 440,550 £ per ha 7.09% % of GDV 14,685 £ per unit (total units) (220,275)</i>					
AH Commuted Sum					
<i>Comm. Sum analysis: 1,272 sqm (total) 0.00% % of GDV 0 £ psm</i>					-

cont./

Scheme Ref: H
No Units: 15
Notes: Median BCIS
Location: Loughborough/Shephed
Development Scenario: Medium greenfield

Construction Costs -						
Site Clearance, Demolition & Remediation		0.50	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		15	units @		1,011	£ per unit
Site Infrastructure costs -						
	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total	15	units @		0	per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		61	sqm @		1,231	psm
2 bed House		329	sqm @		1,231	psm
3 bed House		609	sqm @		1,231	psm
4 bed House		272	sqm @		1,231	psm
5 bed House		-	sqm @		1,231	psm
1 bed Flat		-	sqm @		1,221	psm
2 bed Flat		1,272	sqm @		1,221	psm
External works		1,565,861	@		10.0%	
Ext. Works analysis:					10,439	£per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	5	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Aff units	5	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mrkt units	11	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Mrkt units	11	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		15	units @			£ per unit
EV Charging Points - Houses		15	units @		1,000	£ per unit
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		15	units @			£ per unit
Contingency (on construction)		1,753,393	@		3.0%	
Professional Fees		1,753,393	@		7.0%	
Disposal Costs -						
OMS Marketing and Promotion		2,598,750	OMS @		3.00%	5,198 £ per unit
Residential Sales Agent Costs		2,598,750	OMS @		1.00%	1,733 £ per unit
Residential Sales Legal Costs		2,598,750	OMS @		0.25%	433 £ per unit
Affordable Sale Legal Costs						lump sum
Disposal Cost analysis:						8,030 £ per unit
Interest (on Development Costs) -			6.00%	APR		0.487% pcm
Developers Profit -						
Profit on OMS		2,598,750			20.00%	
Margin on AH		506,717			6.00%	on AH values
Profit analysis:		3,105,467			17.72%	blended GDV
		2,322,528			23.69%	on costs
TOTAL COSTS						(2,872,681)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						232,786
SDLT		232,786	@		HMRC formula	(1,139)
Acquisition Agent fees		232,786	@		1.0%	(2,328)
Acquisition Legal fees		232,786	@		0.5%	(1,164)
Interest on Land		232,786	@		6.00%	(13,967)
Residual Land Value						214,188
RLV analysis:		14,279	£ per plot	428,376	£ per ha	173,361 £ per acre
						6.90% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			30.0	dph		
Site Area (Net)			0.50	ha		1.24 acres
Benchmark Land Value (Net)		9,884	£ per plot	296,520	£ per ha	120,000 £ per acre
BLV analysis:			Density	2,544	sqm/ha	11,082 sqft/ac

BALANCE						
Surplus/(Deficit)			131,856	£ per ha	53,361	£ per acre
						65,928

Scheme Ref: **H**
 No Units: **15** Location: **Loughborough/Shepshed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%								
		10%	15%	20%	25%	30%	35%	40%		
Balance (RLV - BLV £ per acre)	53,361									
	4,000	292,884	261,938	230,992	200,046	169,100	138,153	107,207		
	5,000	282,052	251,106	220,160	189,214	158,268	127,322	96,375		
	Site Specific S106	6,000	271,221	240,274	209,328	178,382	147,436	116,490	85,544	
		14,685	7,000	260,389	229,443	198,496	167,550	136,604	105,658	74,712
			8,000	249,557	218,611	187,664	156,718	125,772	94,826	63,880
			9,000	238,725	207,779	176,833	145,886	114,940	83,994	53,048
			10,000	227,893	196,947	166,001	135,055	104,108	73,162	42,216
			11,000	217,061	186,115	155,169	124,223	93,277	62,330	31,384
			12,000	206,229	175,283	144,337	113,391	82,445	51,499	20,552
			13,000	195,398	164,451	133,505	102,559	71,613	40,667	9,721
			14,000	184,566	153,620	122,673	91,727	60,781	29,835	(1,111)
			15,000	173,734	142,788	111,842	80,895	49,949	19,003	(11,943)
			16,000	162,902	131,956	101,010	70,064	39,117	8,171	(22,775)
			17,000	152,070	121,124	90,178	59,232	28,286	(2,661)	(33,607)
			18,000	141,238	110,292	79,346	48,400	17,454	(13,492)	(44,439)

TABLE 2

		Affordable Housing - % on site 30%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre)	53,361								
	15.0%	295,462	257,943	220,424	182,904	145,385	107,866	70,346	
	16.0%	271,799	235,594	199,390	163,185	126,980	90,776	54,571	
	Profit	17.0%	248,136	213,246	178,356	143,466	108,576	73,686	38,795
		18.0%	224,472	190,897	157,322	123,746	90,171	56,595	23,020
		19.0%	200,809	168,548	136,288	104,027	71,766	39,505	7,244
		20.0%	177,146	146,200	115,254	84,308	53,361	22,415	(8,531)

TABLE 3

		Affordable Housing - % on site 30%								
		10%	15%	20%	25%	30%	35%	40%		
Balance (RLV - BLV £ per acre)	53,361									
	100,000	197,146	166,200	135,254	104,308	73,361	42,415	11,469		
	110,000	187,146	156,200	125,254	94,308	63,361	32,415	1,469		
	BLV (£ per acre)	120,000	177,146	146,200	115,254	84,308	53,361	22,415	(8,531)	
		120,000	130,000	167,146	136,200	105,254	74,308	43,361	12,415	(18,531)
			140,000	157,146	126,200	95,254	64,308	33,361	2,415	(28,531)
			150,000	147,146	116,200	85,254	54,308	23,361	(7,585)	(38,531)
			160,000	137,146	106,200	75,254	44,308	13,361	(17,585)	(48,531)
			170,000	127,146	96,200	65,254	34,308	3,361	(27,585)	(58,531)
			180,000	117,146	86,200	55,254	24,308	(6,639)	(37,585)	(68,531)
			190,000	107,146	76,200	45,254	14,308	(16,639)	(47,585)	(78,531)
			200,000	97,146	66,200	35,254	4,308	(26,639)	(57,585)	(88,531)
			225,000	72,146	41,200	10,254	(20,692)	(51,639)	(82,585)	(113,531)
			250,000	47,146	16,200	(14,746)	(45,692)	(76,639)	(107,585)	(138,531)
			275,000	22,146	(8,800)	(39,746)	(70,692)	(101,639)	(132,585)	(163,531)
			300,000	(2,854)	(33,800)	(64,746)	(95,692)	(126,639)	(157,585)	(188,531)
			325,000	(27,854)	(58,800)	(89,746)	(120,692)	(151,639)	(182,585)	(213,531)

Scheme Ref: **H**
 No Units: **15** Location: **Loughborough/Shephed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	53,361	10%	15%	20%	25%	30%	35%	40%
	20	78,097	57,467	36,836	16,205	(4,426)	(25,057)	(45,687)
	22	97,907	75,213	52,519	29,826	7,132	(15,562)	(38,256)
Density (dph)	24	117,717	92,960	68,203	43,446	18,689	(6,068)	(30,825)
30.0	26	137,527	110,707	83,887	57,067	30,246	3,426	(23,394)
	28	157,336	128,453	99,570	70,687	41,804	12,921	(15,962)
	30	177,146	146,200	115,254	84,308	53,361	22,415	(8,531)
	32	196,956	163,946	130,937	97,928	64,919	31,910	(1,100)
	34	216,765	181,693	146,621	111,549	76,476	41,404	6,332
	36	236,575	199,440	162,304	125,169	88,034	50,898	13,763
	38	256,385	217,186	177,988	138,790	99,591	60,393	21,194
	40	276,195	234,933	193,672	152,410	111,148	69,887	28,625

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	53,361	10%	15%	20%	25%	30%	35%	40%
	85%	389,850	357,114	324,378	291,642	258,905	226,169	193,433
	90%	319,165	287,032	254,860	222,688	190,515	158,343	126,171
Build Cost	95%	248,175	216,616	185,057	153,498	121,938	90,379	58,820
100%	100%	177,146	146,200	115,254	84,308	53,361	22,415	(8,531)
(105% = 5% increase)	105%	106,117	75,784	45,451	15,117	(15,216)	(45,549)	(75,882)
	110%	35,088	5,368	(24,352)	(54,073)	(83,793)	(113,513)	(143,233)
	115%	(35,941)	(65,048)	(94,156)	(123,263)	(152,370)	(181,583)	(210,823)
	120%	(106,971)	(135,465)	(164,006)	(192,630)	(221,254)	(249,877)	(278,501)
	125%	(178,133)	(206,141)	(234,149)	(262,157)	(290,164)	(318,172)	(346,180)
	130%	(249,508)	(276,900)	(304,291)	(331,683)	(359,075)	(386,467)	(413,859)
	135%	(320,883)	(347,659)	(374,434)	(401,210)	(427,986)	(454,762)	(481,544)
	140%	(392,258)	(418,417)	(444,577)	(470,737)	(496,897)	(523,057)	(549,217)

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	53,361	10%	15%	20%	25%	30%	35%	40%
	80%	(184,230)	(195,153)	(206,076)	(216,999)	(227,922)	(238,845)	(249,768)
	82%	(147,933)	(160,872)	(173,812)	(186,751)	(199,691)	(212,630)	(225,569)
Market Values	84%	(111,800)	(126,694)	(141,587)	(156,504)	(171,459)	(186,415)	(201,371)
100%	86%	(75,682)	(92,582)	(109,482)	(126,382)	(143,282)	(160,201)	(177,173)
(105% = 5% increase)	88%	(39,564)	(58,470)	(77,377)	(96,284)	(115,191)	(134,097)	(153,004)
	90%	(3,445)	(24,359)	(45,272)	(66,185)	(87,099)	(108,012)	(128,925)
	92%	32,673	9,753	(13,167)	(36,087)	(59,007)	(81,926)	(104,846)
	94%	68,791	43,865	18,938	(5,988)	(30,915)	(55,841)	(80,768)
	96%	104,909	77,976	51,043	24,110	(2,823)	(29,756)	(56,689)
	98%	141,028	112,088	83,149	54,209	25,269	(3,670)	(32,610)
	100%	177,146	146,200	115,254	84,308	53,361	22,415	(8,531)
	102%	213,264	180,312	147,359	114,406	81,453	48,501	15,548
	104%	249,383	214,423	179,464	144,505	109,545	74,586	39,627
	106%	285,501	248,535	211,569	174,603	137,637	100,671	63,706
	108%	321,619	282,647	243,674	204,702	165,729	126,757	87,784
	110%	357,716	316,758	275,779	234,800	193,821	152,842	111,863
	112%	393,700	350,799	307,884	264,899	221,913	178,928	135,942
	114%	429,684	384,784	339,884	294,984	250,005	205,013	160,021
	116%	465,668	418,769	371,870	324,971	278,072	231,098	184,100
	118%	501,652	452,754	403,856	354,958	306,060	257,162	208,179
	120%	537,636	486,739	435,842	384,945	334,047	283,150	232,253

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**
 No Units: **15** Location: **Loughborough/Shephed** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	3.4	@	200,000	675,000
3 bed House	7.4	@	225,000	1,670,625
4 bed House	2.7	@	270,000	729,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	13.5			3,074,625
Affordable Rent GDV -				
1 bed House	0.2	@	67,500	11,391
2 bed House	0.3	@	90,000	27,000
3 bed House	0.2	@	101,250	22,781
4 bed House	0.1	@	121,500	6,834
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	54,000	-
2 bed Flat	0.0	@	72,000	-
	0.8			68,006
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	140,000	-
3 bed House	0.0	@	157,500	-
4 bed House	0.0	@	189,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	0.2	@	105,000	17,719
2 bed House	0.3	@	140,000	42,000
3 bed House	0.2	@	157,500	35,438
4 bed House	0.1	@	189,000	10,631
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.8	1.5		105,788
Sub-total GDV Residential	15			3,248,419
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	128,456
		102 £ psm (total GIA sqm)	8,564 £ per unit (total units)	
Grant	2	AH units @	0 per unit	-
Total GDV				3,248,419

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(6,930)
Planning Application Professional Fees, Surveys and reports				(20,000)
CIL				-
CIL analysis:		1,145 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	15 units @	14,685 per unit	(220,275)
S106 analysis:		587,400 £ per ha	6.78% % of GDV	14,685 £ per unit (total units)
Comm. Sum analysis:		1,257 sqm (total)	0 £ psm	
		0.00% % of GDV		
<i>cont./</i>				



Scheme Ref: I
No Units: 15
Notes: Median BCIS
Location: Loughborough/Shephed
Development Scenario: Small brownfield

Construction Costs -						
Site Clearance, Demolition & Remediation		0.38	ha @		123,550	£ per ha (if brownfield) (46,331)
Net Biodiversity costs		15	units @		287	£ per unit (4,305)
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total		15 units @		0	£ per unit -
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur) -
1 bed House		20	sqm @		1,231	psm (24,097)
2 bed House		286	sqm @		1,231	psm (352,312)
3 bed House		662	sqm @		1,231	psm (814,307)
4 bed House		290	sqm @		1,231	psm (356,605)
5 bed House		-	sqm @		1,231	psm -
1 bed Flat		-	sqm @		1,221	psm -
2 bed Flat		1,257	sqm @		1,221	psm -
External works			1,547,321	@	10.0%	(154,732)
Ext. Works analysis:					10,315	£ per unit
Lifetime Homes			units @			£ per unit -
M4(2) Category 2 Housing	Aff units	2	units @	10%	521	£ per unit (78)
M4(3) Category 3 Housing	Aff units	2	units @	0%	10,111	£ per unit -
M4(2) Category 2 Housing	Mkrt units	14	units @	10%	521	£ per unit (703)
M4(3) Category 3 Housing	Mkrt units	14	units @	0%	10,111	£ per unit -
Carbon/Energy Reduction		15	units @			£ per unit -
EV Charging Points - Houses		15	units @		1,000	£ per unit (15,000)
EV Charging Points - Flats		-	units @		10,000	£ per unit -
Water Efficiency		15	units @			£ per unit -
Contingency (on construction)		1,768,471	@		5.0%	(88,424)
Professional Fees		1,768,471	@		7.0%	(123,793)
Disposal Costs -						
OMS Marketing and Promotion		3,074,625	OMS @	3.00%	6,149	£ per unit (92,239)
Residential Sales Agent Costs		3,074,625	OMS @	1.00%	2,050	£ per unit (30,746)
Residential Sales Legal Costs		3,074,625	OMS @	0.25%	512	£ per unit (7,687)
Affordable Sale Legal Costs						lump sum (10,000)
Disposal Cost analysis:					9,378	£ per unit
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm (30,238)
Developers Profit -						
Profit on OMS		3,074,625			20.00%	(614,925)
Margin on AH		173,794			6.00%	on AH values (10,428)
Profit analysis:		3,248,419			19.25%	blended GDV (625,353)
		2,398,802			26.07%	on costs (625,353)
TOTAL COSTS						(3,024,155)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						224,264
SDLT		224,264	@		HMRC formula	(713)
Acquisition Agent fees		224,264	@		1.0%	(2,243)
Acquisition Legal fees		224,264	@		0.5%	(1,121)
Interest on Land		224,264	@		6.00%	(13,456)
Residual Land Value						206,731
RLV analysis:		13,782	£ per plot	551,283	£ per ha	223,101 £ per acre
						6.36% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			40.0	dph		
Site Area (Net)			0.38	ha		0.93 acres
Benchmark Land Value (Net)		12,973	£ per plot	518,910	£ per ha	210,000 £ per acre
BLV analysis:		Density	3,352	sqm/ha		14,601 sqft/ac

BALANCE						
Surplus/(Deficit)			32,373	£ per ha	13,101	£ per acre
						12,140

Scheme Ref:
No Units:
Notes:

I
15
Median BCIS

Location: Loughborough/Shepshed Development Scenario: Small brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 14,685	13,101							
	4,000	235,009	201,214	167,419	133,623	99,828	66,033	32,238
	5,000	220,567	186,772	152,976	119,181	85,386	51,590	17,795
	6,000	206,124	172,329	138,534	104,739	70,943	37,148	3,353
	7,000	191,682	157,887	124,091	90,296	56,501	22,706	(11,090)
	8,000	177,240	143,444	109,649	75,854	42,058	8,263	(25,532)
	9,000	162,797	129,002	95,207	61,411	27,616	(6,179)	(39,975)
	10,000	148,355	114,559	80,764	46,969	13,173	(20,622)	(54,417)
	11,000	133,912	100,117	66,322	32,526	(1,269)	(35,064)	(68,860)
	12,000	119,470	85,674	51,879	18,084	(15,711)	(49,507)	(83,302)
	13,000	105,027	71,232	37,437	3,641	(30,154)	(63,949)	(97,744)
	14,000	90,585	56,790	22,994	(10,801)	(44,596)	(78,392)	(112,187)
	15,000	76,142	42,347	8,552	(25,243)	(59,039)	(92,834)	(126,629)
	16,000	61,700	27,905	(5,891)	(39,686)	(73,481)	(107,277)	(141,072)
	17,000	47,258	13,462	(20,333)	(54,128)	(87,924)	(121,719)	(155,514)
	18,000	32,815	(980)	(34,776)	(68,571)	(102,366)	(136,161)	(169,957)

TABLE 2

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	13,101							
	15.0%	241,988	200,128	158,268	116,408	74,547	32,687	(9,173)
	16.0%	209,729	169,481	129,234	88,987	48,740	8,493	(31,754)
	17.0%	177,469	138,835	100,201	61,567	22,933	(15,701)	(54,336)
	18.0%	145,210	108,189	71,168	34,147	(2,875)	(39,896)	(76,917)
	19.0%	112,951	77,543	42,134	6,726	(28,682)	(64,090)	(99,499)
	20.0%	80,692	46,896	13,101	(20,694)	(54,489)	(88,285)	(122,080)

TABLE 3

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 10%						
		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 210,000	13,101							
	100,000	190,692	156,896	123,101	89,306	55,511	21,715	(12,080)
	110,000	180,692	146,896	113,101	79,306	45,511	11,715	(22,080)
	120,000	170,692	136,896	103,101	69,306	35,511	1,715	(32,080)
	130,000	160,692	126,896	93,101	59,306	25,511	(8,285)	(42,080)
	140,000	150,692	116,896	83,101	49,306	15,511	(18,285)	(52,080)
	150,000	140,692	106,896	73,101	39,306	5,511	(28,285)	(62,080)
	160,000	130,692	96,896	63,101	29,306	(4,489)	(38,285)	(72,080)
	170,000	120,692	86,896	53,101	19,306	(14,489)	(48,285)	(82,080)
	180,000	110,692	76,896	43,101	9,306	(24,489)	(58,285)	(92,080)
	190,000	100,692	66,896	33,101	(694)	(34,489)	(68,285)	(102,080)
	200,000	90,692	56,896	23,101	(10,694)	(44,489)	(78,285)	(112,080)
	225,000	65,692	31,896	(1,899)	(35,694)	(69,489)	(103,285)	(137,080)
	250,000	40,692	6,896	(26,899)	(60,694)	(94,489)	(128,285)	(162,080)
	275,000	15,692	(18,104)	(51,899)	(85,694)	(119,489)	(153,285)	(187,080)
	300,000	(9,308)	(43,104)	(76,899)	(110,694)	(144,489)	(178,285)	(212,080)
	325,000	(34,308)	(68,104)	(101,899)	(135,694)	(169,489)	(203,285)	(237,080)

Scheme Ref: **I**
 No Units: **15** Location: **Loughborough/Shephed** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 10%							
		13,101	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)		20	(89,914)	(106,812)	(123,709)	(140,607)	(157,505)	(174,402)	(191,300)
		22	(72,853)	(91,441)	(110,028)	(128,616)	(147,203)	(165,790)	(184,378)
Density (dph) 40.0		24	(55,793)	(76,070)	(96,347)	(116,624)	(136,902)	(157,179)	(177,456)
		26	(38,732)	(60,699)	(82,666)	(104,633)	(126,600)	(148,567)	(170,534)
		28	(21,672)	(45,328)	(68,985)	(92,642)	(116,298)	(139,955)	(163,612)
		30	(4,611)	(29,958)	(55,304)	(80,651)	(105,997)	(131,343)	(156,690)
		32	12,449	(14,587)	(41,623)	(68,659)	(95,695)	(122,732)	(149,768)
		34	29,510	784	(27,942)	(56,668)	(85,394)	(114,120)	(142,846)
		36	46,571	16,155	(14,261)	(44,677)	(75,092)	(105,508)	(135,924)
		38	63,631	31,526	(580)	(32,685)	(64,791)	(96,896)	(129,002)
	40	80,692	46,896	13,101	(20,694)	(54,489)	(88,285)	(122,080)	

TABLE 5

		Affordable Housing - % on site 10%							
		13,101	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)		85%	359,982	324,536	289,090	253,644	218,197	182,751	147,305
		90%	266,885	231,989	197,094	162,198	127,302	92,406	57,510
Build Cost 100% (105% = 5% increase)		95%	173,789	139,443	105,097	70,752	36,406	2,061	(32,285)
		100%	80,692	46,896	13,101	(20,694)	(54,489)	(88,285)	(122,080)
		105%	(12,405)	(45,650)	(78,895)	(112,140)	(145,385)	(178,630)	(211,875)
		110%	(105,502)	(138,196)	(170,891)	(203,586)	(236,281)	(269,039)	(301,879)
		115%	(198,598)	(230,743)	(262,961)	(295,249)	(327,536)	(359,824)	(392,111)
		120%	(291,936)	(323,671)	(355,405)	(387,140)	(418,874)	(450,609)	(482,343)
		125%	(385,486)	(416,668)	(447,849)	(479,031)	(510,212)	(541,394)	(572,575)
		130%	(479,036)	(509,665)	(540,293)	(570,922)	(601,550)	(632,179)	(662,808)
		135%	(572,586)	(602,661)	(632,737)	(662,813)	(692,888)	(722,964)	(753,040)
		140%	(666,136)	(695,658)	(725,181)	(754,704)	(784,228)	(813,752)	(843,276)

TABLE 6

		Affordable Housing - % on site 10%							
		13,101	0%	5%	10%	15%	20%	25%	30%
Balance (RLV - BLV £ per acre)		80%	(412,562)	(421,767)	(430,972)	(440,178)	(449,383)	(458,588)	(467,793)
		82%	(363,079)	(374,759)	(386,438)	(398,117)	(409,797)	(421,476)	(433,155)
Market Values 100% (105% = 5% increase)		84%	(313,597)	(327,750)	(341,904)	(356,057)	(370,211)	(384,364)	(398,517)
		86%	(264,114)	(280,742)	(297,369)	(313,997)	(330,625)	(347,252)	(363,880)
		88%	(214,740)	(233,764)	(252,835)	(271,937)	(291,038)	(310,140)	(329,242)
		90%	(165,501)	(186,987)	(208,473)	(229,958)	(251,452)	(273,028)	(294,604)
		92%	(116,263)	(140,210)	(164,158)	(188,106)	(212,053)	(236,001)	(259,966)
		94%	(67,024)	(93,434)	(119,843)	(146,253)	(172,662)	(199,072)	(225,481)
		96%	(17,786)	(46,657)	(75,528)	(104,400)	(133,271)	(162,143)	(191,014)
		98%	31,453	120	(31,214)	(62,547)	(93,880)	(125,214)	(156,547)
		100%	80,692	46,896	13,101	(20,694)	(54,489)	(88,285)	(122,080)
		102%	129,930	93,673	57,416	21,159	(15,098)	(51,356)	(87,613)
		104%	179,169	140,450	101,731	63,012	24,292	(14,427)	(53,146)
		106%	228,408	187,227	146,046	104,864	63,683	22,502	(18,679)
		108%	277,646	234,003	190,360	146,717	103,074	59,431	15,788
		110%	326,885	280,780	234,675	188,570	142,465	96,360	50,255
	112%	376,124	327,557	278,990	230,423	181,856	133,289	84,722	
	114%	425,362	374,334	323,305	272,276	221,247	170,218	119,189	
	116%	474,566	421,110	367,619	314,129	260,638	207,147	153,656	
	118%	523,622	467,793	411,934	355,982	300,029	244,076	188,123	
	120%	572,678	514,396	456,114	397,832	339,420	281,005	222,591	

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**
 No Units: **40** Location: **Loughborough/Shephed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	7.0	@	210,000	1,470,000
3 bed House	15.4	@	240,000	3,696,000
4 bed House	5.6	@	315,000	1,764,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	28.0			6,930,000
Affordable Rent GDV -				
1 bed House	1.9	@	67,500	126,720
2 bed House	3.4	@	94,500	316,828
3 bed House	2.3	@	108,000	245,735
4 bed House	0.5	@	141,750	75,788
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	54,000	-
2 bed Flat	0.0	@	72,000	-
	8.0			765,071
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	220,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	0.9	@	105,000	97,089
2 bed House	1.7	@	147,000	242,744
3 bed House	1.1	@	168,000	188,274
4 bed House	0.3	@	220,500	58,066
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	4.0	12.0		586,174
Sub-total GDV Residential	40			8,281,245
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	1,186,305
		350 £ psm (total GIA sqm)	29,658 £ per unit (total units)	
Grant	12	AH units @	0 per unit	-
Total GDV				8,281,245

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(18,480)
Planning Application Professional Fees, Surveys and reports				(60,000)
CIL		2,502 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	40 units @	14,685 per unit	(587,400)
	S106 analysis:	513,975 £ per ha	7.09% % of GDV	14,685 £ per unit (total ur) (587,400)
AH Commuted Sum		3,392 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		

cont./

Scheme Ref: J
No Units: 40
Notes: Median BCIS
Location: Loughborough/Shephed
Development Scenario: Medium greenfield

Construction Costs -						
Site Clearance, Demolition & Remediation		1.14	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		40	units @		1,011	£ per unit
Site Infrastructure costs -						
	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total		40 units @		0	per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		163	sqm @		1,231	psm
2 bed House		878	sqm @		1,231	psm
3 bed House		1,625	sqm @		1,231	psm
4 bed House		726	sqm @		1,231	psm
5 bed House		-	sqm @		1,231	psm
1 bed Flat		-	sqm @		1,221	psm
2 bed Flat		3,392	sqm @		1,221	psm
External works			4,175,628 @		10.0%	
Ext. Works analysis:					10,439	£per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	12	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Aff units	12	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mkrt units	28	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Mkrt units	28	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		40	units @			£ per unit
EV Charging Points - Houses		40	units @		1,000	£ per unit
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		40	units @			£ per unit
Contingency (on construction)		4,675,715	@		3.0%	
Professional Fees		4,675,715	@		7.0%	
Disposal Costs -						
OMS Marketing and Promotion		6,930,000	OMS @		3.00%	5,198 £ per unit
Residential Sales Agent Costs		6,930,000	OMS @		1.00%	1,733 £ per unit
Residential Sales Legal Costs		6,930,000	OMS @		0.25%	433 £ per unit
Affordable Sale Legal Costs						lump sum
Disposal Cost analysis:						7,613 £ per unit
Interest (on Development Costs) -			6.00% APR		0.487% pcm	
Developers Profit -						
Profit on OMS		6,930,000			20.00%	
Margin on AH		1,351,245			6.00%	on AH values
Profit analysis:		8,281,245			17.72%	blended GDV
		6,163,511			23.80%	on costs
TOTAL COSTS						(7,630,586)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						650,660
SDLT		650,660	@		HMRC formula	(22,033)
Acquisition Agent fees		650,660	@		1.0%	(6,507)
Acquisition Legal fees		650,660	@		0.5%	(3,253)
Interest on Land		650,660	@		6.00%	(39,040)
Residual Land Value						579,827
RLV analysis:		14,496	£ per plot	507,349	£ per ha	205,321 £ per acre
						7.00% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			35.0	dph		
Site Area (Net)			1.14	ha		2.82 acres
Benchmark Land Value (Net)		8,472	£ per plot	296,520	£ per ha	120,000 £ per acre
BLV analysis:		Density	2,968	sqm/ha		12,929 sqft/ac

BALANCE					
Surplus/(Deficit)		210,829	£ per ha	85,321	£ per acre
					240,947

Scheme Ref: **J**
 No Units: **40** Location: **Loughborough/Shephed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre)	85,321								
	4,000	366,441	330,028	293,608	257,188	220,768	184,345	147,840	
	5,000	353,831	317,411	280,991	244,571	208,151	171,678	135,173	
	Site Specific S106 14,685	6,000	341,214	304,794	268,374	231,954	195,517	159,012	122,506
		7,000	328,598	292,178	255,758	219,338	182,850	146,345	109,839
		8,000	315,981	279,561	243,141	206,689	170,184	133,678	97,135
		9,000	303,364	266,944	230,524	194,022	157,517	121,011	84,413
		10,000	290,747	254,327	217,861	181,356	144,850	108,307	71,691
		11,000	278,130	241,700	205,194	168,689	132,183	95,585	58,969
		12,000	265,514	229,033	192,528	156,022	119,480	82,864	46,221
		13,000	252,872	216,367	179,861	143,355	106,758	70,142	33,439
		14,000	240,205	203,700	167,194	130,652	94,036	57,408	20,657
		15,000	227,539	191,033	154,527	117,930	81,314	44,626	7,875
		16,000	214,872	178,366	141,824	105,208	68,592	31,844	(4,963)
		17,000	202,205	165,699	129,102	92,486	55,813	19,062	(17,810)
		18,000	189,538	152,996	116,380	79,764	43,031	6,254	(30,658)

TABLE 2

		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Balance (RLV - BLV £ per acre)	85,321							
	15.0%	369,564	325,390	281,216	236,967	192,682	148,345	103,925
	16.0%	341,957	299,317	256,676	213,961	171,210	128,406	85,520
	17.0%	314,350	273,243	232,136	190,955	149,738	108,468	67,115
	18.0%	286,743	247,170	207,597	167,949	128,266	88,530	48,711
	19.0%	259,136	221,096	183,057	144,943	106,793	68,591	30,306
	20.0%	231,529	195,023	158,517	121,937	85,321	48,653	11,901

TABLE 3

		Affordable Housing - % on site 30%							
		10%	15%	20%	25%	30%	35%	40%	
Balance (RLV - BLV £ per acre)	85,321								
	100,000	251,529	215,023	178,517	141,937	105,321	68,653	31,901	
	110,000	241,529	205,023	168,517	131,937	95,321	58,653	21,901	
	BLV (£ per acre) 120,000	120,000	231,529	195,023	158,517	121,937	85,321	48,653	11,901
		130,000	221,529	185,023	148,517	111,937	75,321	38,653	1,901
		140,000	211,529	175,023	138,517	101,937	65,321	28,653	(8,099)
		150,000	201,529	165,023	128,517	91,937	55,321	18,653	(18,099)
		160,000	191,529	155,023	118,517	81,937	45,321	8,653	(28,099)
		170,000	181,529	145,023	108,517	71,937	35,321	(1,347)	(38,099)
		180,000	171,529	135,023	98,517	61,937	25,321	(11,347)	(48,099)
		190,000	161,529	125,023	88,517	51,937	15,321	(21,347)	(58,099)
		200,000	151,529	115,023	78,517	41,937	5,321	(31,347)	(68,099)
		225,000	126,529	90,023	53,517	16,937	(19,679)	(56,347)	(93,099)
		250,000	101,529	65,023	28,517	(8,063)	(44,679)	(81,347)	(118,099)
		275,000	76,529	40,023	3,517	(33,063)	(69,679)	(106,347)	(143,099)
		300,000	51,529	15,023	(21,483)	(58,063)	(94,679)	(131,347)	(168,099)
		325,000	26,529	(9,977)	(46,483)	(83,063)	(119,679)	(156,347)	(193,099)

Scheme Ref: **J**
 No Units: **40** Location: **Loughborough/Shephed** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	85,321	10%	15%	20%	25%	30%	35%	40%
	20	80,873	60,013	39,153	18,250	(2,674)	(23,627)	(44,628)
	22	100,961	78,014	55,068	32,075	9,059	(13,990)	(37,091)
Density (dph)	24	121,048	96,016	70,983	45,900	20,792	(4,353)	(29,553)
35.0	26	141,136	114,017	86,899	59,725	32,524	5,285	(22,016)
	28	161,223	132,018	102,814	73,550	44,257	14,922	(14,479)
	30	181,310	150,020	118,729	87,375	55,990	24,559	(6,942)
	32	201,398	168,021	134,645	101,200	67,722	34,197	595
	34	221,485	186,022	150,560	115,025	79,455	43,834	8,133
	36	241,572	204,024	166,475	128,850	91,188	53,471	15,670
	38	261,660	222,025	182,390	142,675	102,920	63,109	23,207
	40	281,747	240,026	198,306	156,500	114,653	72,746	30,744

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	85,321	10%	15%	20%	25%	30%	35%	40%
	85%	479,379	440,886	402,393	363,900	325,406	286,913	248,420
	90%	396,956	359,175	321,392	283,545	245,697	207,849	170,001
Build Cost	95%	314,363	277,229	240,095	202,920	165,698	128,475	91,193
100%	100%	231,529	195,023	158,517	121,937	85,321	48,653	11,901
(105% = 5% increase)	105%	148,361	112,465	76,534	40,506	4,417	(31,768)	(67,953)
	110%	64,769	29,450	(6,008)	(41,465)	(76,923)	(112,380)	(147,838)
	115%	(19,340)	(54,071)	(88,801)	(123,531)	(158,262)	(193,141)	(228,051)
	120%	(103,588)	(137,591)	(171,626)	(205,806)	(239,985)	(274,164)	(308,343)
	125%	(187,946)	(221,394)	(254,842)	(288,291)	(321,739)	(355,371)	(389,036)
	130%	(272,623)	(305,341)	(338,058)	(370,946)	(403,877)	(436,807)	(469,707)
	135%	(357,301)	(389,459)	(421,655)	(453,852)	(486,783)	(519,714)	(552,645)
	140%	(442,372)	(473,834)	(505,296)	(537,290)	(569,721)	(602,152)	(634,583)

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	85,321	10%	15%	20%	25%	30%	35%	40%
	80%	(196,140)	(209,266)	(222,392)	(235,518)	(248,643)	(261,769)	(274,895)
	82%	(153,008)	(168,506)	(184,029)	(199,552)	(215,076)	(230,599)	(246,123)
Market Values	84%	(110,074)	(127,903)	(145,733)	(163,587)	(181,508)	(199,429)	(217,350)
100%	86%	(67,139)	(87,354)	(107,569)	(127,784)	(147,999)	(168,260)	(188,578)
(105% = 5% increase)	88%	(24,205)	(46,805)	(69,405)	(92,005)	(114,606)	(137,206)	(159,806)
	90%	18,730	(6,256)	(31,241)	(56,227)	(81,212)	(106,198)	(131,183)
	92%	61,483	34,227	6,923	(20,448)	(47,819)	(75,189)	(102,560)
	94%	104,137	74,585	44,955	15,326	(14,425)	(44,181)	(73,937)
	96%	146,686	114,798	82,910	50,936	18,932	(13,173)	(45,314)
	98%	189,141	154,984	120,731	86,479	52,168	17,791	(16,691)
	100%	231,529	195,023	158,517	121,937	85,321	48,653	11,901
	102%	273,884	235,056	196,196	157,335	118,415	79,435	40,389
	104%	316,131	275,017	233,874	192,658	151,443	110,166	68,822
	106%	358,378	314,917	271,456	227,982	184,411	140,841	97,188
	108%	400,615	354,817	309,008	263,200	217,380	171,455	125,530
	110%	442,741	394,680	346,561	298,406	250,251	202,068	153,788
	112%	484,867	434,466	384,065	333,612	283,109	232,607	182,047
	114%	526,993	474,251	421,510	368,769	315,968	263,119	210,269
	116%	569,119	514,037	458,955	403,874	348,792	293,630	238,434
	118%	611,176	553,823	496,401	438,979	381,557	324,135	266,598
	120%	653,201	593,531	533,846	474,084	414,321	354,559	294,763

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**
 No Units: **40** Location: **Loughborough/Shephed** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	9.0	@	200,000	1,800,000
3 bed House	19.8	@	225,000	4,455,000
4 bed House	7.2	@	270,000	1,944,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	36.0			8,199,000
Affordable Rent GDV -				
1 bed House	0.5	@	67,500	30,375
2 bed House	0.8	@	90,000	72,000
3 bed House	0.6	@	101,250	60,750
4 bed House	0.2	@	121,500	18,225
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	54,000	-
2 bed Flat	0.0	@	72,000	-
	2.0			181,350
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	140,000	-
3 bed House	0.0	@	157,500	-
4 bed House	0.0	@	189,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	0.5	@	105,000	47,250
2 bed House	0.8	@	140,000	112,000
3 bed House	0.6	@	157,500	94,500
4 bed House	0.2	@	189,000	28,350
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	2.0	4.0		282,100
Sub-total GDV Residential	40			8,662,450
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	342,550
		102 £ psm (total GIA sqm)	8,564 £ per unit (total units)	
Grant	4	AH units @	0 per unit	-
Total GDV				8,662,450

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(18,480)
Planning Application Professional Fees, Surveys and reports				(60,000)
CIL		3,053 sqm (Market only)	0.00 £ psm	-
		0.00% of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	40 units @	14,685 per unit	(587,400)
	S106 analysis:	587,400 £ per ha	6.78% of GDV	14,685 £ per unit (total units)
AH Commuted Sum		3,352 sqm (total)	0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV		

cont./

Scheme Ref: K
No Units: 40
Notes: Median BCIS
Location: Loughborough/Shephed
Development Scenario: Small brownfield

Construction Costs -						
Site Clearance, Demolition & Remediation		1.00	ha @	123,550	£ per ha (if brownfield)	(123,550)
Net Biodiversity costs		40	units @	287	£ per unit	(11,480)
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total	40	units @	0	£ per unit	-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		52	sqm @	1,231	psm	(64,258)
2 bed House		763	sqm @	1,231	psm	(939,499)
3 bed House		1,764	sqm @	1,231	psm	(2,171,484)
4 bed House		773	sqm @	1,231	psm	(950,948)
5 bed House		-	sqm @	1,231	psm	-
1 bed Flat		-	sqm @	1,221	psm	-
2 bed Flat		3,352	sqm @	1,221	psm	-
External works		4,126,189	@	10.0%		(412,619)
Ext. Works analysis:				10,315	£per unit	
Lifetime Homes			units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	4	units @	10%	521	£ per unit (208)
M4(3) Category 3 Housing	Aff units	4	units @	0%	10,111	£ per unit -
M4(2) Category 2 Housing	Mkrt units	36	units @	10%	521	£ per unit (1,876)
M4(3) Category 3 Housing	Mkrt units	36	units @	0%	10,111	£ per unit -
Carbon/Energy Reduction		40	units @			£ per unit -
EV Charging Points - Houses		40	units @		1,000	£ per unit (40,000)
EV Charging Points - Flats		-	units @		10,000	£ per unit -
Water Efficiency		40	units @			£ per unit -
Contingency (on construction)		4,715,922	@	5.0%		(235,796)
Professional Fees		4,715,922	@	7.0%		(330,115)
Disposal Costs -						
OMS Marketing and Promotion		8,199,000	OMS @	3.00%	6,149	£ per unit (245,970)
Residential Sales Agent Costs		8,199,000	OMS @	1.00%	2,050	£ per unit (81,990)
Residential Sales Legal Costs		8,199,000	OMS @	0.25%	512	£ per unit (20,498)
Affordable Sale Legal Costs						lump sum (10,000)
Disposal Cost analysis:					8,961	£ per unit
Interest (on Development Costs) -			6.00% APR		0.487% pcm	(60,759)
Developers Profit -						
Profit on OMS		8,199,000		20.00%		(1,639,800)
Margin on AH		463,450		6.00%	on AH values	(27,807)
Profit analysis:		8,662,450		19.25%	blended GDV	(1,667,607)
		6,366,928		26.19%	on costs	(1,667,607)
TOTAL COSTS						(8,034,535)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						627,915
SDLT		627,915	@	HMRC formula		(20,896)
Acquisition Agent fees		627,915	@	1.0%		(6,279)
Acquisition Legal fees		627,915	@	0.5%		(3,140)
Interest on Land		627,915	@	6.00%		(37,675)
Residual Land Value						559,925
RLV analysis:		13,998	£ per plot	559,925	£ per ha	226,599 £ per acre
						6.46% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density		40.0	dph			
Site Area (Net)		1.00	ha	2.47	acres	
Benchmark Land Value (Net)		12,973	£ per plot	518,910	£ per ha	210,000 £ per acre
BLV analysis:		Density	3,352	sqm/ha	14,601	sqft/ac

BALANCE						
Surplus/(Deficit)		41,015	£ per ha	16,599	£ per acre	41,015

Scheme Ref: **K**
 No Units: **40** Location: **Loughborough/Shepshed** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 14,685	16,599							
	4,000	240,047	205,898	171,720	137,542	103,365	69,149	34,866
	5,000	225,599	191,421	157,244	123,066	88,888	54,609	20,327
	6,000	211,123	176,945	142,767	108,590	74,353	40,070	5,787
	7,000	196,647	162,469	128,291	94,097	59,814	25,531	(8,787)
	8,000	182,170	147,993	113,815	79,557	45,274	10,992	(23,395)
	9,000	167,694	133,516	99,301	65,018	30,735	(3,591)	(38,004)
	10,000	153,218	119,040	84,761	50,479	16,196	(18,199)	(52,612)
	11,000	138,741	104,505	70,222	35,939	1,605	(32,808)	(67,256)
	12,000	124,249	89,966	55,683	21,400	(13,003)	(47,416)	(81,939)
	13,000	109,709	75,426	41,144	6,801	(27,611)	(62,055)	(96,622)
	14,000	95,170	60,887	26,604	(7,807)	(42,220)	(76,738)	(111,305)
	15,000	80,631	46,348	11,997	(22,415)	(56,854)	(91,421)	(125,988)
	16,000	66,091	31,801	(2,611)	(37,024)	(71,538)	(106,104)	(140,671)
	17,000	51,552	17,193	(17,219)	(51,654)	(86,221)	(120,787)	(155,354)
	18,000	36,997	2,585	(31,828)	(66,337)	(100,904)	(135,470)	(170,037)

TABLE 2

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	16,599							
	15.0%	246,507	204,159	161,765	119,288	76,808	34,176	(8,455)
	16.0%	214,247	173,513	132,732	91,867	51,000	9,982	(31,037)
	17.0%	181,988	142,866	103,699	64,447	25,193	(14,213)	(53,618)
	18.0%	149,729	112,220	74,665	37,027	(615)	(38,407)	(76,200)
	19.0%	117,470	81,574	45,632	9,606	(26,422)	(62,602)	(98,781)
	20.0%	85,211	50,928	16,599	(17,814)	(52,229)	(86,796)	(121,363)

TABLE 3

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 210,000	16,599							
	100,000	195,211	160,928	126,599	92,186	57,771	23,204	(11,363)
	110,000	185,211	150,928	116,599	82,186	47,771	13,204	(21,363)
	120,000	175,211	140,928	106,599	72,186	37,771	3,204	(31,363)
	130,000	165,211	130,928	96,599	62,186	27,771	(6,796)	(41,363)
	140,000	155,211	120,928	86,599	52,186	17,771	(16,796)	(51,363)
	150,000	145,211	110,928	76,599	42,186	7,771	(26,796)	(61,363)
	160,000	135,211	100,928	66,599	32,186	(2,229)	(36,796)	(71,363)
	170,000	125,211	90,928	56,599	22,186	(12,229)	(46,796)	(81,363)
	180,000	115,211	80,928	46,599	12,186	(22,229)	(56,796)	(91,363)
	190,000	105,211	70,928	36,599	2,186	(32,229)	(66,796)	(101,363)
	200,000	95,211	60,928	26,599	(7,814)	(42,229)	(76,796)	(111,363)
	225,000	70,211	35,928	1,599	(32,814)	(67,229)	(101,796)	(136,363)
	250,000	45,211	10,928	(23,401)	(57,814)	(92,229)	(126,796)	(161,363)
	275,000	20,211	(14,072)	(48,401)	(82,814)	(117,229)	(151,796)	(186,363)
	300,000	(4,789)	(39,072)	(73,401)	(107,814)	(142,229)	(176,796)	(211,363)
	325,000	(29,789)	(64,072)	(98,401)	(132,814)	(167,229)	(201,796)	(236,363)

Scheme Ref: **K**
 No Units: **40** Location: **Loughborough/Shephed** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

TABLE 4 Affordable Housing - % on site 10%

Balance (RLV - BLV £ per acre)	16,599	0%	5%	10%	15%	20%	25%	30%
	20	(88,134)	(105,340)	(122,547)	(139,804)	(157,087)	(174,370)	(191,654)
	22	(70,783)	(89,705)	(108,632)	(127,590)	(146,601)	(165,613)	(184,625)
Density (dph)	24	(53,451)	(74,070)	(94,718)	(115,376)	(136,116)	(156,856)	(177,596)
40.0	26	(36,118)	(58,435)	(80,803)	(103,171)	(125,630)	(148,098)	(170,566)
	28	(18,785)	(42,800)	(66,889)	(90,977)	(115,144)	(139,341)	(163,537)
	30	(1,453)	(27,165)	(52,974)	(78,783)	(104,658)	(130,583)	(156,508)
	32	15,880	(11,546)	(39,059)	(66,589)	(94,172)	(121,826)	(149,479)
	34	33,213	4,072	(25,145)	(54,396)	(83,687)	(113,068)	(142,450)
	36	50,545	19,691	(11,230)	(42,202)	(73,201)	(104,311)	(135,421)
	38	67,878	35,309	2,684	(30,008)	(62,715)	(95,553)	(128,392)
	40	85,211	50,928	16,599	(17,814)	(52,229)	(86,796)	(121,363)

TABLE 5 Affordable Housing - % on site 10%

Balance (RLV - BLV £ per acre)	16,599	0%	5%	10%	15%	20%	25%	30%
	85%	364,748	329,045	293,300	257,556	221,811	186,066	150,321
	90%	271,853	236,657	201,459	166,178	130,897	95,616	60,309
Build Cost	95%	178,708	143,979	109,250	74,422	39,585	4,745	(30,224)
100%	85,211	50,928	16,599	(17,814)	(52,229)	(86,796)	(121,363)	(156,508)
(105% = 5% increase)	105%	(8,743)	(42,617)	(76,625)	(110,632)	(144,639)	(178,646)	(212,653)
	110%	(103,258)	(136,705)	(170,153)	(203,601)	(237,049)	(270,574)	(304,199)
	115%	(197,905)	(230,793)	(263,706)	(296,768)	(329,831)	(362,893)	(395,956)
	120%	(292,711)	(325,211)	(357,711)	(390,212)	(422,712)	(455,274)	(487,986)
	125%	(387,841)	(419,779)	(451,717)	(483,769)	(515,916)	(548,063)	(580,210)
	130%	(482,972)	(514,526)	(546,108)	(577,690)	(609,271)	(679,388)	(1,073,751)
	135%	(578,560)	(609,577)	(640,593)	(780,083)	(1,056,170)	(1,332,257)	(1,608,344)
	140%	(674,176)	(778,882)	(1,051,693)	(1,324,504)	(1,597,315)	(1,870,126)	(2,142,936)

TABLE 6 Affordable Housing - % on site 10%

Balance (RLV - BLV £ per acre)	16,599	0%	5%	10%	15%	20%	25%	30%
	80%	(416,498)	(426,032)	(435,646)	(445,260)	(454,875)	(464,489)	(474,104)
	82%	(366,067)	(378,123)	(390,178)	(402,234)	(414,302)	(426,452)	(438,602)
Market Values	84%	(315,636)	(330,213)	(344,791)	(359,368)	(373,945)	(388,522)	(403,101)
100%	86%	(265,205)	(282,304)	(299,403)	(316,501)	(333,600)	(350,699)	(367,797)
(105% = 5% increase)	88%	(214,980)	(234,496)	(254,015)	(273,635)	(293,255)	(312,876)	(332,496)
	90%	(164,810)	(186,834)	(208,859)	(230,883)	(252,911)	(275,052)	(297,194)
	92%	(114,641)	(139,173)	(163,706)	(188,239)	(212,772)	(237,304)	(261,838)
	94%	(64,471)	(91,512)	(118,554)	(145,595)	(172,636)	(199,677)	(226,719)
	96%	(14,441)	(43,861)	(73,401)	(102,951)	(132,501)	(162,050)	(191,600)
	98%	35,491	3,575	(28,341)	(60,307)	(92,365)	(124,423)	(156,481)
	100%	85,211	50,928	16,599	(17,814)	(52,229)	(86,796)	(121,363)
	102%	134,927	98,161	61,392	24,624	(12,280)	(49,189)	(86,244)
	104%	184,458	145,327	106,140	66,885	27,630	(11,740)	(51,146)
	106%	233,988	192,381	150,774	109,147	67,406	25,665	(16,193)
	108%	283,442	239,435	195,351	151,267	107,182	62,955	18,728
	110%	332,807	286,369	239,929	193,368	146,808	100,244	53,532
	112%	382,173	333,267	284,360	235,453	186,433	137,396	88,335
	114%	431,529	380,164	328,789	277,414	226,039	174,544	123,030
	116%	480,753	427,023	373,218	319,375	265,532	211,689	157,702
	118%	529,978	473,787	417,595	361,336	305,025	248,713	192,373
	120%	579,203	520,550	461,897	403,245	344,517	285,738	226,958

TABLE 7 Affordable Housing - % on site 10%

Balance (RLV - BLV £ per acre)	16,599	0%	5%	10%	15%	20%	25%	30%
	5,000	85,211	54,555	23,886	(6,883)	(37,651)	(68,491)	(99,396)
	10,000	85,211	58,183	31,156	4,049	(23,076)	(50,201)	(77,430)
Grant (£ per unit)	15,000	85,211	61,811	38,412	14,980	(8,502)	(31,983)	(55,464)
-	20,000	85,211	65,439	45,667	25,895	6,073	(13,764)	(33,602)
	25,000	85,211	69,067	52,923	36,779	20,635	4,454	(11,739)
	30,000	85,211	72,694	60,178	47,662	35,146	22,630	10,114
	35,000	85,211	76,322	67,434	58,546	49,657	40,769	31,881
	40,000	85,211	79,950	74,690	69,429	64,169	58,908	53,648
	45,000	85,211	83,578	81,945	80,312	78,680	77,047	75,414
	50,000	85,211	87,206	89,201	91,196	93,191	95,169	97,124
	55,000	85,211	90,833	96,456	102,079	107,667	113,235	118,803

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

210202 Charnwood Residential Appraisals_Loughborough_Shepshe H-K_v1 - Summary Table

Scheme Ref:	H	I	J	K
No Units:	15	15	40	40
Location / Value Zone:	Loughborough/Shepshe	Loughborough/Shepshe	Loughborough/Shepshe	Loughborough/Shepshe
Development Scenario:	Medium greenfield	Small brownfield	Medium greenfield	Small brownfield
Notes:	Median BCIS	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	3,105,467	3,248,419	8,281,245	8,662,450
Policy Assumptions				
AH %	30%	10%	30%	10%
Affordable Rent:	67.00%	50.00%	67.00%	50.00%
Intermediate (LCHO/Sub-Market/First Homes):	33.00%	50.00%	33.00%	50.00%
Site Specific S106 (£ per unit)	14,685	14,685	14,685	14,685
Total Developers Profit (£)	550,153	625,353	1,467,075	1,667,607
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.72%	19.25%	17.72%	19.25%
Developers Profit (% on costs)	23.69%	26.07%	23.80%	26.19%
Land Value KPI's				
RLV (£/acre)	173,361	223,101	205,321	226,599
RLV (£/ha)	428,376	551,283	507,349	559,925
RLV (% of GDV)	7%	6%	7%	6%
RLV (£)	214,188	206,731	579,827	559,925
Balance for Plan VA:				
BLV (£/acre)	120,000	210,000	120,000	210,000
BLV (£/ha)	296,520	518,910	296,520	518,910
BLV Total (£)	148,260	194,591	338,880	518,910
Surplus/Deficit (£/acre)	53,361	13,101	85,321	16,599
Surplus/Deficit (£/ha)	131,856	32,373	210,829	41,015
Surplus/Deficit	65,928	12,140	240,947	41,015
Plan Viability comments	Viable	Viable	Viable	Viable

210202 Charnwood Residential Appraisals_Loughborough_Shepshed_L-O_v1 - Version Notes

Date	Version	Comments
210202	1	Final appraisals

Scheme Ref: **L**
 No Units: **150** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme					150 Units				
AH Policy requirement (% Target)					30%				
AH tenure split %					67.0% Rented				
Affordable Rent:					67.0%				
Social Rent:					0.0%				
First Homes:					0.0%				
Other Intermediate (LCHO/Sub-Market etc.):					33.0%				
Open Market Sale (OMS) housing					9.9% % of total (>10% for NPPF para 64.)				
					70%				
					100%				
					100.0%				
CIL Rate (£ psm)					0.00 £ psm				
Unit mix -									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	23.35%	10.5	7%	10.5			
2 bed House	30.0%	31.5	41.70%	18.8	34%	50.3			
3 bed House	45.0%	47.3	28.30%	12.7	40%	60.0			
4 bed House	25.0%	26.3	6.65%	3.0	19%	29.2			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	105.0	100.0%	45.0	100%	150.0			
OMS Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	74.0	797		74.0	797				
3 bed House	87.0	936		87.0	936				
4 bed House	115.0	1,238		115.0	1,238				
5 bed House		0		0.0	0				
1 bed Flat	45.0	484	85.0%	52.9	570				
2 bed Flat	64.0	689	85.0%	75.3	810				
AH Unit Floor areas -									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	72.0	775		72.0	775				
3 bed House	84.0	904		84.0	904				
4 bed House	103.0	1,109		103.0	1,109				
5 bed House	0.0	0		0.0	0				
1 bed Flat	45.0	484	85.0%	52.9	570				
2 bed Flat	61.0	657	85.0%	71.8	772				
Total Gross Floor areas -									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	609	6,560	609	6,560			
2 bed House	2,331	25,091	1,351	14,543	3,682	39,634			
3 bed House	4,111	44,248	1,070	11,515	5,180	55,762			
4 bed House	3,019	32,494	308	3,318	3,327	35,811			
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			
	9,461	101,832	3,338	35,935	12,799	137,767			
AH % by floor area:					26.08% AH % by floor area due to mix				
Open Market Sales values (£) -									
	£ OMS (per unit)	£psm	£psf	total MV (£ (no AH)					
1 bed House	150,000	2,586	240	1,576,125					
2 bed House	210,000	2,838	264	10,555,650					
3 bed House	240,000	2,759	256	14,396,400					
4 bed House	315,000	2,739	254	9,211,388					
5 bed House				0					
1 bed Flat	120,000	2,667	248	0					
2 bed Flat	160,000	2,500	232	0					
				35,739,563					
Affordable Housing values (£) -									
	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV	
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	94,500	45%	0	0%	147,000	70%	147,000	70%	
3 bed House	108,000	45%	0	0%	168,000	70%	168,000	70%	
4 bed House	141,750	45%	0	0%	220,500	70%	220,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	54,000	45%	0	0%	84,000	70%	84,000	70%	
2 bed Flat	72,000	45%	0	0%	112,000	70%	112,000	70%	

Scheme Ref: **L**
 No Units: **150** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	31.5	@	210,000	6,615,000
3 bed House	47.3	@	240,000	11,340,000
4 bed House	26.3	@	315,000	8,268,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	105.0			26,223,750
Affordable Rent GDV -				
1 bed House	7.0	@	67,500	475,202
2 bed House	12.6	@	94,500	1,188,106
3 bed House	8.5	@	108,000	921,505
4 bed House	2.0	@	141,750	284,205
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	54,000	-
2 bed Flat	0.0	@	72,000	-
	30.2			2,869,017
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	220,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	3.5	@	105,000	364,085
2 bed House	6.2	@	147,000	910,290
3 bed House	4.2	@	168,000	706,028
4 bed House	1.0	@	220,500	217,749
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	14.9	45.0		2,198,153
Sub-total GDV Residential				
	150			31,290,920
<i>AH on-site cost analysis:</i>				
	348 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	4,448,642
			29,658 £ per unit (total units)	
Grant				
	45	AH units @	0 per unit	-
Total GDV				
				31,290,920

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(36,659)
Planning Application Professional Fees, Surveys and reports				(110,000)
CIL				-
<i>CIL analysis:</i>		9,461 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	150 units @	14,685 per unit	(2,202,750)
<i>S106 analysis:</i>		513,975 £ per ha	7.04% % of GDV	14,685 £ per unit (total units)
				(2,202,750)
<i>Comm. Sum analysis:</i>		12,799 sqm (total)	0 £ psm	-
		0.00% % of GDV		-

cont./

Scheme Ref: L
No Units: 150
Notes: Lower quartile BCIS
Location: Loughborough/Shephed
Development Scenario: Large greenfield

Construction Costs -						
Site Clearance, Demolition & Remediation		4.29	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		150	units @		1,011	£ per unit (151,650)
Site Infrastructure costs -						
	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total	150	units @		0	£ per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		609	sqm @		1,120	psm (682,567)
2 bed House		3,682	sqm @		1,120	psm (4,123,930)
3 bed House		5,180	sqm @		1,120	psm (5,802,149)
4 bed House		3,327	sqm @		1,120	psm (3,726,215)
5 bed House		-	sqm @		1,120	psm
1 bed Flat		-	sqm @		1,221	psm
2 bed Flat		12,799	sqm @		1,221	psm
External works		14,334,860	@		20.0%	(2,866,972)
Ext. Works analysis:					19,113	£ per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	45	units @	10%	521	£ per unit (2,345)
M4(3) Category 3 Housing	Aff units	45	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mkrt units	105	units @	10%	521	£ per unit (5,471)
M4(3) Category 3 Housing	Mkrt units	105	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		150	units @			£ per unit
EV Charging Points - Houses		150	units @		1,000	£ per unit (150,000)
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		150	units @			£ per unit
Contingency (on construction)		17,511,297	@		3.0%	(525,339)
Professional Fees		17,511,297	@		7.0%	(1,225,791)
Disposal Costs -						
OMS Marketing and Promotion		26,223,750	OMS @		3.00%	5,245 £ per unit (786,713)
Residential Sales Agent Costs		26,223,750	OMS @		1.00%	1,748 £ per unit (262,238)
Residential Sales Legal Costs		26,223,750	OMS @		0.25%	437 £ per unit (65,559)
Affordable Sale Legal Costs						lump sum (10,000)
Disposal Cost analysis:					7,497	£ per unit
Interest (on Development Costs) -			6.00%	APR		0.487% pcm (103,200)
Developers Profit -						
Profit on OMS		26,223,750			20.00%	(5,244,750)
Margin on AH		5,067,170			6.00%	on AH values (304,030)
Profit analysis:		31,290,920			17.73%	blended GDV (5,548,780)
		22,839,545			24.29%	on costs (5,548,780)
TOTAL COSTS						(28,388,325)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						2,902,595
SDLT		2,902,595	@		HMRC formula	(134,630)
Acquisition Agent fees		2,902,595	@		1.0%	(29,026)
Acquisition Legal fees		2,902,595	@		0.5%	(14,513)
Interest on Land		2,902,595	@		6.00%	(174,156)
Residual Land Value						2,550,270
RLV analysis:		17,002	£ per plot	595,063	£ per ha	240,819 £ per acre
						8.15% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			35.0	dph		
Site Area (Net)			4.29	ha		10.59 acres
Benchmark Land Value (Net)		11,296	£ per plot	395,360	£ per ha	160,000 £ per acre
BLV analysis:		Density	2,986	sqm/ha		13,009 sqft/ac
						1,694,400

BALANCE						
Surplus/(Deficit)			199,703	£ per ha	80,819	£ per acre
						855,870

Scheme Ref:
No Units:
Notes:

L
150
Lower quartile BCIS

Location: Loughborough/Shephed

Development Scenario: Large greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 14,685	80,819							
	4,000	362,396	325,496	288,580	251,656	214,731	177,807	140,862
	5,000	349,908	312,996	276,072	239,148	202,224	165,291	128,334
	6,000	337,413	300,488	263,564	226,640	189,716	152,762	115,805
	7,000	324,905	287,981	251,056	214,132	177,190	140,233	103,276
	8,000	312,397	275,473	238,549	201,618	164,661	127,704	90,730
	9,000	299,889	262,965	226,041	189,089	152,132	115,176	78,178
	10,000	287,382	250,457	213,517	176,561	139,604	102,624	65,627
	11,000	274,874	237,945	200,989	164,032	127,071	90,073	53,070
	12,000	262,366	225,417	188,460	151,503	114,519	77,522	40,494
	13,000	249,845	212,888	175,931	138,966	101,968	64,965	27,918
	14,000	237,316	200,359	163,403	126,414	89,416	52,389	15,340
	15,000	224,787	187,831	150,861	113,863	76,861	39,813	2,737
	16,000	212,259	175,302	138,309	101,311	64,285	27,237	(9,865)
	17,000	199,730	162,756	125,758	88,756	51,709	14,638	(22,478)
	18,000	187,201	150,204	113,206	76,180	39,133	2,035	(35,109)

TABLE 2

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	80,819							
	15.0%	368,024	323,329	278,628	233,892	189,156	144,374	99,567
	16.0%	340,166	297,019	253,865	210,677	167,488	124,254	80,995
	17.0%	312,308	270,708	229,103	187,462	145,821	104,134	62,423
	18.0%	284,450	244,398	204,340	164,247	124,154	84,014	43,851
	19.0%	256,592	218,088	179,577	141,032	102,486	63,895	25,279
	20.0%	228,734	191,777	154,814	117,817	80,819	43,775	6,707

TABLE 3

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	80,819							
	100,000	288,734	251,777	214,814	177,817	140,819	103,775	66,707
	110,000	278,734	241,777	204,814	167,817	130,819	93,775	56,707
	120,000	268,734	231,777	194,814	157,817	120,819	83,775	46,707
	130,000	258,734	221,777	184,814	147,817	110,819	73,775	36,707
	140,000	248,734	211,777	174,814	137,817	100,819	63,775	26,707
	150,000	238,734	201,777	164,814	127,817	90,819	53,775	16,707
	160,000	228,734	191,777	154,814	117,817	80,819	43,775	6,707
	170,000	218,734	181,777	144,814	107,817	70,819	33,775	(3,293)
	180,000	208,734	171,777	134,814	97,817	60,819	23,775	(13,293)
	190,000	198,734	161,777	124,814	87,817	50,819	13,775	(23,293)
	200,000	188,734	151,777	114,814	77,817	40,819	3,775	(33,293)
	225,000	163,734	126,777	89,814	52,817	15,819	(21,225)	(58,293)
	250,000	138,734	101,777	64,814	27,817	(9,181)	(46,225)	(83,293)
	275,000	113,734	76,777	39,814	2,817	(34,181)	(71,225)	(108,293)
	300,000	88,734	51,777	14,814	(22,183)	(59,181)	(96,225)	(133,293)
	325,000	63,734	26,777	(10,186)	(47,183)	(84,181)	(121,225)	(158,293)

Scheme Ref: **L**
 No Units: **150** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Density (dph) 35.0	80,819							
	20	62,134	41,016	19,894	(1,248)	(22,389)	(43,557)	(64,739)
	22	84,347	61,117	37,883	14,628	(8,628)	(31,913)	(55,213)
	24	106,560	81,219	55,873	30,503	5,133	(20,269)	(45,687)
	26	128,774	101,320	73,862	46,378	18,894	(8,624)	(36,161)
	28	150,987	121,422	91,852	62,253	32,655	3,020	(26,634)
	30	173,201	141,523	109,841	78,129	46,416	14,664	(17,108)
	32	195,414	161,625	127,830	94,004	60,177	26,308	(7,582)
	34	217,627	181,726	145,820	109,879	73,938	37,953	1,944
	36	239,841	201,828	163,809	125,754	87,699	49,597	11,470
	38	262,054	221,929	181,799	141,629	101,460	61,241	20,996
	40	284,267	242,031	199,788	157,505	115,221	72,886	30,522

TABLE 5

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Build Cost 100% (105% = 5% increase)	80,819							
	98%	261,608	224,368	187,116	149,863	112,586	75,292	37,968
	100%	228,734	191,777	154,814	117,817	80,819	43,775	6,707
	102%	195,848	159,157	122,455	85,739	48,988	12,204	(24,624)
	104%	162,907	126,501	90,061	53,607	17,106	(19,434)	(56,038)
	106%	129,947	93,790	57,626	21,413	(14,841)	(51,152)	(87,547)
	108%	96,926	61,040	25,125	(10,844)	(46,864)	(82,963)	(119,173)
	110%	63,860	28,238	(7,443)	(43,175)	(78,978)	(114,883)	(150,948)
	112%	30,744	(4,639)	(40,083)	(75,593)	(111,197)	(146,952)	(182,906)
	114%	(2,434)	(37,589)	(72,808)	(108,113)	(143,560)	(179,186)	(215,097)
	116%	(35,693)	(70,622)	(105,632)	(140,774)	(176,075)	(211,635)	(247,593)
	118%	(69,035)	(103,754)	(138,592)	(173,573)	(208,792)	(244,356)	(280,500)
120%	(102,479)	(137,015)	(171,686)	(206,569)	(241,764)	(277,440)	(313,968)	

TABLE 6

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Market Values 100% (105% = 5% increase)	80,819							
	80%	(200,547)	(214,238)	(227,996)	(241,856)	(255,841)	(270,005)	(284,450)
	82%	(156,852)	(172,828)	(188,862)	(204,968)	(221,161)	(237,492)	(254,017)
	84%	(113,472)	(131,755)	(150,086)	(168,467)	(186,923)	(205,481)	(224,180)
	86%	(70,319)	(90,920)	(111,555)	(132,241)	(152,980)	(173,804)	(194,732)
	88%	(27,325)	(50,255)	(73,218)	(96,212)	(119,254)	(142,365)	(165,561)
	90%	15,545	(9,725)	(35,008)	(60,325)	(85,686)	(111,097)	(136,577)
	92%	58,312	30,708	3,095	(24,555)	(52,236)	(79,959)	(107,746)
	94%	100,997	71,062	41,110	11,131	(18,877)	(48,919)	(79,017)
	96%	143,624	111,358	79,057	46,751	14,407	(17,961)	(50,375)
	98%	186,212	151,585	116,954	82,310	47,633	12,932	(21,805)
	100%	228,734	191,777	154,814	117,817	80,819	43,775	6,707
102%	271,241	231,937	192,618	153,299	113,947	74,583	35,175	
104%	313,700	272,058	230,415	188,734	147,053	105,344	63,614	
106%	356,158	312,158	268,157	224,156	180,125	136,082	92,009	
108%	398,564	352,241	305,898	259,539	213,179	166,792	120,386	
110%	440,966	392,287	343,609	294,921	246,202	197,484	148,734	
112%	483,368	432,334	381,300	330,266	279,226	228,149	177,072	
114%	525,721	472,366	418,990	365,601	312,211	258,813	205,377	
116%	568,073	512,366	456,658	400,936	345,190	289,445	233,683	
118%	610,426	552,365	494,305	436,245	378,170	320,069	261,968	
120%	652,776	592,365	531,952	471,538	411,125	350,692	290,236	

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: **M**
 No Units: **250** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	52.5	@	210,000	11,025,000
3 bed House	78.8	@	240,000	18,900,000
4 bed House	43.8	@	315,000	13,781,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	175.0			43,706,250
Affordable Rent GDV -				
1 bed House	11.7	@	67,500	792,003
2 bed House	21.0	@	94,500	1,980,177
3 bed House	14.2	@	108,000	1,535,841
4 bed House	3.3	@	141,750	473,675
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	54,000	-
2 bed Flat	0.0	@	72,000	-
	50.3			4,781,696
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	220,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	5.8	@	105,000	606,808
2 bed House	10.3	@	147,000	1,517,150
3 bed House	7.0	@	168,000	1,176,714
4 bed House	1.6	@	220,500	362,915
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	24.8	75.0		3,663,588
Sub-total GDV Residential				
	250			52,151,534
<i>AH on-site cost analysis:</i>				
	345 £ psm (total GIA sqm)		EMV (no AH) less £GDV (inc. AH)	7,414,404
			29,658 £ per unit (total units)	
Grant				
	75	AH units @	0 per unit	-
Total GDV				
				52,151,534

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(50,459)
Planning Application Professional Fees, Surveys and reports				(150,000)
CIL				-
<i>CIL analysis:</i>		15,768 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	250 units @	14,685 per unit	(3,671,250)
<i>S106 analysis:</i>		513,975 £ per ha	7.04% % of GDV	14,685 £ per unit (total units)
				(3,671,250)
AH Commuted Sum				-
<i>Comm. Sum analysis:</i>		21,518 sqm (total)	0 £ psm	
		0.00% % of GDV		

cont./

Scheme Ref: M
No Units: 250
Notes: Lower quartile BCIS
Location: Loughborough/Shephed
Development Scenario: Large greenfield

Construction Costs -						
Site Clearance, Demolition & Remediation		7.14	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		250	units @		1,011	£ per unit (252,750)
Site Infrastructure costs -						
	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total	250	units @		0	£ per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		1,016	sqm @		1,120	psm (1,137,612)
2 bed House		6,199	sqm @		1,120	psm (6,943,272)
3 bed House		8,698	sqm @		1,120	psm (9,741,564)
4 bed House		5,605	sqm @		1,120	psm (6,277,390)
5 bed House		-	sqm @		1,120	psm
1 bed Flat		-	sqm @		1,221	psm
2 bed Flat	21,518	-	sqm @		1,221	psm
External works		24,099,838	@		20.0%	(4,819,968)
Ext. Works analysis:					19,280	£ per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	75	units @	10%	521	£ per unit (3,908)
M4(3) Category 3 Housing	Aff units	75	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mkrt units	175	units @	10%	521	£ per unit (9,118)
M4(3) Category 3 Housing	Mkrt units	175	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		250	units @			£ per unit
EV Charging Points - Houses		250	units @		1,000	£ per unit (250,000)
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		250	units @			£ per unit
Contingency (on construction)		29,435,581	@		3.0%	(883,067)
Professional Fees		29,435,581	@		7.0%	(2,060,491)
Disposal Costs -						
OMS Marketing and Promotion		43,706,250	OMS @		3.00%	5,245 £ per unit (1,311,188)
Residential Sales Agent Costs		43,706,250	OMS @		1.00%	1,748 £ per unit (437,063)
Residential Sales Legal Costs		43,706,250	OMS @		0.25%	437 £ per unit (109,266)
Affordable Sale Legal Costs						lump sum (10,000)
Disposal Cost analysis:					7,470	£ per unit
Interest (on Development Costs) -			6.00%	APR		0.487% pcm (107,957)
Developers Profit -						
Profit on OMS		43,706,250			20.00%	(8,741,250)
Margin on AH		8,445,284			6.00%	on AH values (506,717)
Profit analysis:		52,151,534			17.73%	blended GDV (9,247,967)
		38,226,320			24.19%	on costs (9,247,967)
TOTAL COSTS						(47,474,287)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						4,677,246
SDLT		4,677,246	@		HMRC formula	(223,362)
Acquisition Agent fees		4,677,246	@		1.0%	(46,772)
Acquisition Legal fees		4,677,246	@		0.5%	(23,386)
Interest on Land		4,677,246	@		6.00%	(280,635)
Residual Land Value						4,103,090
RLV analysis:		16,412	£ per plot	574,433	£ per ha	232,470 £ per acre
						7.87% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			35.0	dph		
Site Area (Net)			7.14	ha		17.65 acres
Benchmark Land Value (Net)		11,296	£ per plot	395,360	£ per ha	160,000 £ per acre
BLV analysis:		Density	3,012	sqm/ha		13,123 sqft/ac
						2,824,000

BALANCE						
Surplus/(Deficit)			179,073	£ per ha	72,470	£ per acre
						1,279,090

Scheme Ref: **M**
 No Units: **250** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%							
		72,470	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 14,685	Balance (RLV - BLV £ per acre)	4,000	362,775	323,510	284,239	244,969	205,699	166,409	127,116
		5,000	350,330	311,059	271,789	232,519	193,240	153,947	114,654
		6,000	337,880	298,609	259,339	220,068	180,778	141,485	102,181
		7,000	325,429	286,159	246,888	207,609	168,316	129,023	89,706
		8,000	312,979	273,708	234,438	195,147	155,854	116,552	77,232
		9,000	300,529	261,258	221,978	182,685	143,392	104,078	64,758
		10,000	288,078	248,808	209,516	170,223	130,923	91,604	52,270
		11,000	275,628	236,347	197,054	157,761	118,449	79,129	39,782
		12,000	263,177	223,885	184,592	145,295	105,975	66,647	27,294
		13,000	250,716	211,423	172,130	132,821	93,501	54,159	14,798
		14,000	238,254	198,961	159,666	120,346	81,024	41,671	2,295
		15,000	225,792	186,499	147,192	107,872	68,536	29,183	(10,207)
		16,000	213,330	174,038	134,718	95,398	56,048	16,681	(22,720)
		17,000	200,868	161,563	122,243	82,913	43,560	4,178	(35,239)
		18,000	188,407	149,089	109,769	70,425	31,066	(8,324)	(47,758)

TABLE 2

		Affordable Housing - % on site 30%							
		72,470	10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	Balance (RLV - BLV £ per acre)	15.0%	369,008	321,977	274,935	227,877	180,807	133,716	86,591
		16.0%	341,150	295,667	250,172	204,662	159,139	113,596	68,019
		17.0%	313,292	269,356	225,410	181,447	137,472	93,476	49,447
		18.0%	285,434	243,046	200,647	158,232	115,805	73,357	30,875
		19.0%	257,576	216,735	175,884	135,017	94,137	53,237	12,303
		20.0%	229,717	190,425	151,121	111,801	72,470	33,117	(6,269)

TABLE 3

		Affordable Housing - % on site 30%							
		72,470	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	Balance (RLV - BLV £ per acre)	100,000	289,717	250,425	211,121	171,801	132,470	93,117	53,731
		110,000	279,717	240,425	201,121	161,801	122,470	83,117	43,731
		120,000	269,717	230,425	191,121	151,801	112,470	73,117	33,731
		130,000	259,717	220,425	181,121	141,801	102,470	63,117	23,731
		140,000	249,717	210,425	171,121	131,801	92,470	53,117	13,731
		150,000	239,717	200,425	161,121	121,801	82,470	43,117	3,731
		160,000	229,717	190,425	151,121	111,801	72,470	33,117	(6,269)
		170,000	219,717	180,425	141,121	101,801	62,470	23,117	(16,269)
		180,000	209,717	170,425	131,121	91,801	52,470	13,117	(26,269)
		190,000	199,717	160,425	121,121	81,801	42,470	3,117	(36,269)
		200,000	189,717	150,425	111,121	71,801	32,470	(6,883)	(46,269)
		225,000	164,717	125,425	86,121	46,801	7,470	(31,883)	(71,269)
		250,000	139,717	100,425	61,121	21,801	(17,530)	(56,883)	(96,269)
		275,000	114,717	75,425	36,121	(3,199)	(42,530)	(81,883)	(121,269)
		300,000	89,717	50,425	11,121	(28,199)	(67,530)	(106,883)	(146,269)
		325,000	64,717	25,425	(13,879)	(53,199)	(92,530)	(131,883)	(171,269)

Scheme Ref: **M**
 No Units: **250** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		72,470	10%	15%	20%	25%	30%	35%	40%
Density (dph)	35.0	20	62,696	40,243	17,784	(4,685)	(27,160)	(49,647)	(72,154)
		22	84,965	60,267	35,562	10,847	(13,876)	(38,612)	(63,369)
		24	107,235	80,291	53,340	26,378	(592)	(27,577)	(54,585)
		26	129,504	100,316	71,119	41,910	12,692	(16,542)	(45,800)
		28	151,774	120,340	88,897	57,441	25,976	(5,506)	(37,015)
		30	174,044	140,364	106,675	72,973	39,260	5,529	(28,231)
		32	196,313	160,388	124,454	88,504	52,544	16,564	(19,446)
		34	218,583	180,413	142,232	104,036	65,828	27,599	(10,661)
		36	240,852	200,437	160,011	119,567	79,112	38,635	(1,877)
		38	263,122	220,461	177,789	135,099	92,396	49,670	6,908
	40	285,391	240,486	195,567	150,630	105,680	60,705	15,692	

TABLE 5

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		72,470	10%	15%	20%	25%	30%	35%	40%
Build Cost	100% (105% = 5% increase)	98%	262,509	222,974	183,433	143,893	104,324	64,752	25,151
		100%	229,717	190,425	151,121	111,801	72,470	33,117	(6,269)
		102%	196,920	157,853	118,781	79,690	40,585	1,443	(37,733)
		104%	164,088	125,265	86,412	47,550	8,658	(30,273)	(69,252)
		106%	131,244	92,637	54,017	15,374	(23,311)	(62,040)	(100,843)
		108%	98,365	59,986	21,588	(16,848)	(55,328)	(93,876)	(132,508)
		110%	65,457	27,302	(10,884)	(49,117)	(87,410)	(125,783)	(164,279)
		112%	32,518	(5,421)	(43,405)	(81,445)	(119,562)	(157,787)	(196,180)
		114%	(459)	(38,193)	(75,982)	(113,843)	(151,798)	(189,906)	(228,250)
		116%	(33,482)	(71,021)	(108,627)	(146,316)	(184,142)	(222,173)	(260,540)
		118%	(66,560)	(103,912)	(141,345)	(178,897)	(216,624)	(254,637)	(293,138)
		120%	(99,700)	(136,876)	(174,158)	(211,598)	(249,278)	(287,357)	(326,170)

TABLE 6

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		72,470	10%	15%	20%	25%	30%	35%	40%
Market Values	100% (105% = 5% increase)	80%	(196,712)	(212,725)	(228,800)	(244,955)	(261,222)	(277,664)	(294,374)
		82%	(153,604)	(171,912)	(190,265)	(208,676)	(227,171)	(245,789)	(264,585)
		84%	(110,685)	(131,303)	(151,958)	(172,659)	(193,419)	(214,271)	(235,256)
		86%	(67,904)	(90,845)	(113,812)	(136,818)	(159,872)	(182,995)	(206,218)
		88%	(25,222)	(50,487)	(75,782)	(101,104)	(126,464)	(151,879)	(177,373)
		90%	17,385	(10,218)	(37,839)	(65,483)	(93,160)	(120,885)	(148,668)
		92%	59,930	29,992	39	(29,931)	(59,935)	(89,973)	(120,068)
		94%	102,426	70,154	37,863	5,562	(26,772)	(59,135)	(91,540)
		96%	144,885	110,278	75,646	41,009	6,345	(28,347)	(63,074)
		98%	187,322	150,361	113,399	76,418	39,426	2,401	(34,653)
		100%	229,717	190,425	151,121	111,801	72,470	33,117	(6,269)
		102%	272,105	230,465	188,817	147,166	105,489	63,801	22,088
		104%	314,462	270,486	226,502	182,499	138,495	94,461	50,411
		106%	356,820	310,490	264,160	217,828	171,470	125,110	78,717
		108%	399,146	350,487	301,810	253,127	204,444	155,730	107,009
		110%	441,469	390,459	339,449	288,425	237,389	186,349	135,280
112%	483,793	430,431	377,070	323,709	270,333	216,944	163,543		
114%	526,087	470,398	414,691	358,978	303,265	247,535	191,792		
116%	568,381	510,342	452,303	394,247	336,184	278,120	220,030		
118%	610,675	550,286	489,897	429,509	369,102	308,686	248,268		
120%	652,967	590,230	527,492	464,753	402,015	339,253	276,487		

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: **N**
 No Units: **200** Location: **Loughborough/Shephed** Development Scenario: **Large brownfield (Flat Development)**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES													
Total number of units in scheme		200 Units											
AH Policy requirement (% Target)		10%											
AH tenure split %		Affordable Rent:		50.0%		50.0% % Rented							
		Social Rent:		0.0%									
		First Homes:		0.0%									
		Other Intermediate (LCHO/Sub-Market etc.):		50.0%		5.0% % of total (>10% for NPPF para 64.)							
Open Market Sale (OMS) housing		90%											
		100%											
		100.0%											
CIL Rate (£ psm)		0.00 £ psm											
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units	
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
2 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
3 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
4 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0	
1 bed Flat		40.0%		72.0		60.0%		12.0		42%		84.0	
2 bed Flat		60.0%		108.0		40.0%		8.0		58%		116.0	
Total number of units		100.0%		180.0		100.0%		20.0		100%		200.0	
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)							
1 bed House		58.0		624		58.0		624					
2 bed House		72.0		775		72.0		775					
3 bed House		84.0		904		84.0		904					
4 bed House		103.0		1,109		103.0		1,109					
5 bed House		0.0		0		0.0		0					
1 bed Flat		45.0		484		85.0%		52.9				570	
2 bed Flat		64.0		689		85.0%		75.3				810	
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)							
1 bed House		58.0		624		58.0		624					
2 bed House		72.0		775		72.0		775					
3 bed House		84.0		904		84.0		904					
4 bed House		103.0		1,109		103.0		1,109					
5 bed House		0.0		0		0.0		0					
1 bed Flat		45.0		484		85.0%		52.9				570	
2 bed Flat		61.0		657		85.0%		71.8				772	
Total Gross Floor areas -		Mkt Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)							
1 bed House		0		0		0		0				0	
2 bed House		0		0		0		0				0	
3 bed House		0		0		0		0				0	
4 bed House		0		0		0		0				0	
5 bed House		0		0		0		0				0	
1 bed Flat		3,812		41,029		635		6,838		4,447		47,868	
2 bed Flat		8,132		87,530		574		6,180		8,706		93,709	
		11,944		128,559		1,209		13,018		13,153		141,577	
		AH % by floor area:		9.19% AH % by floor area due to mix									
Open Market Sales values (£) -		£ OMS (per unit)		£psm		£psf		total MV £ (no AH)					
1 bed House		150,000		2,586		240						0	
2 bed House		200,000		2,778		258						0	
3 bed House		225,000		2,679		249						0	
4 bed House		270,000		2,621		244						0	
5 bed House												0	
1 bed Flat		120,000		2,667		248						10,080,000	
2 bed Flat		160,000		2,500		232						18,560,000	
												28,640,000	
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £		% of MV	
1 bed House		67,500		45%		0		0%		105,000		70%	
2 bed House		90,000		45%		0		0%		140,000		70%	
3 bed House		101,250		45%		0		0%		157,500		70%	
4 bed House		121,500		45%		0		0%		189,000		70%	
5 bed House		0		45%		0		0%		0		70%	
1 bed Flat		54,000		45%		0		0%		84,000		70%	
2 bed Flat		72,000		45%		0		0%		112,000		70%	

Scheme Ref: **N**
 No Units: **200** Location: **Loughborough/Shephed** Development Scenario: **Large brownfield (Flat Development)**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	150,000	-	-
2 bed House	0.0	@	200,000	-	-
3 bed House	0.0	@	225,000	-	-
4 bed House	0.0	@	270,000	-	-
5 bed House	0.0	@	0	-	-
1 bed Flat	72.0	@	120,000	-	8,640,000
2 bed Flat	108.0	@	160,000	-	17,280,000
	180.0				25,920,000
Affordable Rent GDV -					
1 bed House	0.0	@	67,500	-	-
2 bed House	0.0	@	90,000	-	-
3 bed House	0.0	@	101,250	-	-
4 bed House	0.0	@	121,500	-	-
5 bed House	0.0	@	0	-	-
1 bed Flat	6.0	@	54,000	-	324,000
2 bed Flat	4.0	@	72,000	-	288,000
	10.0				612,000
Social Rent GDV -					
1 bed House	0.0	@	0	-	-
2 bed House	0.0	@	0	-	-
3 bed House	0.0	@	0	-	-
4 bed House	0.0	@	0	-	-
5 bed House	0.0	@	0	-	-
1 bed Flat	0.0	@	0	-	-
2 bed Flat	0.0	@	0	-	-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	105,000	-	-
2 bed House	0.0	@	140,000	-	-
3 bed House	0.0	@	157,500	-	-
4 bed House	0.0	@	189,000	-	-
5 bed House	0.0	@	0	-	-
1 bed Flat	0.0	@	84,000	-	-
2 bed Flat	0.0	@	112,000	-	-
	0.0				-
Intermediate GDV -					
1 bed House	0.0	@	105,000	-	-
2 bed House	0.0	@	140,000	-	-
3 bed House	0.0	@	157,500	-	-
4 bed House	0.0	@	189,000	-	-
5 bed House	0.0	@	0	-	-
1 bed Flat	6.0	@	84,000	-	504,000
2 bed Flat	4.0	@	112,000	-	448,000
	10.0	20.0			952,000
Sub-total GDV Residential	200				27,484,000
AH on-site cost analysis:				EMV (no AH) less £GDV (inc. AH)	1,156,000
			88 £ psm (total GIA sqm)		5,780 £ per unit (total units)
Grant	20	AH units @	0	per unit	-
Total GDV					27,484,000

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(43,559)
Planning Application Professional Fees, Surveys and reports					(130,000)
CIL					-
CIL analysis:		11,944 sqm (Market only)	0.00 £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	200 units @	14,685 per unit		(2,937,000)
S106 analysis:		1,835,625 £ per ha	10.69% % of GDV	14,685 £ per unit (total ur	(2,937,000)
Comm. Sum analysis:		13,153 sqm (total)	0 £ psm		-
		0.00% % of GDV			

cont./

210202 Charnwood Residential Appraisals_Loughborough_Shephed_L-O_v1

Scheme Ref: N
No Units: 200 **Location:** Loughborough/Shephed **Development Scenario:** Large brownfield (Flat Development)
Notes: Lower quartile BCIS

Construction Costs -						
Site Clearance, Demolition & Remediation		1.60	ha @	123,550	£ per ha (if brownfield)	(197,680)
Net Biodiversity costs		200	units @	287	£ per unit	(57,400)
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total	200	units @	0	per unit	-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		-	sqm @	1,120	psm	-
2 bed House		-	sqm @	1,120	psm	-
3 bed House		-	sqm @	1,120	psm	-
4 bed House		-	sqm @	1,120	psm	-
5 bed House		-	sqm @	1,120	psm	-
1 bed Flat		4,447	sqm @	1,221	psm	(5,429,859)
2 bed Flat		13,153	8,706	1,221	psm	(10,629,882)
External works		16,059,741	@	5.0%		(802,987)
Ext. Works analysis:				4,015	£per unit	
Lifetime Homes			units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	20	units @	10%	521	£ per unit (1,042)
M4(3) Category 3 Housing	Aff units	20	units @	0%	10,111	£ per unit -
M4(2) Category 2 Housing	Mrkt units	180	units @	10%	521	£ per unit (9,378)
M4(3) Category 3 Housing	Mrkt units	180	units @	0%	10,111	£ per unit -
Carbon/Energy Reduction		200	units @			£ per unit -
EV Charging Points - Houses		-	units @		1,000	£ per unit -
EV Charging Points - Flats		50	units @		10,000	£ per unit (500,000)
Water Efficiency		200	units @			£ per unit -
Contingency (on construction)		17,628,228	@	5.0%		(881,411)
Professional Fees		17,628,228	@	7.0%		(1,233,976)
Disposal Costs -						
OMS Marketing and Promotion		25,920,000	OMS @	3.00%	3,888	£ per unit (777,600)
Residential Sales Agent Costs		25,920,000	OMS @	1.00%	1,296	£ per unit (259,200)
Residential Sales Legal Costs		25,920,000	OMS @	0.25%	324	£ per unit (64,800)
Affordable Sale Legal Costs						lump sum (10,000)
Disposal Cost analysis:					5,558	£ per unit
Interest (on Development Costs) -			6.00% APR		0.487% pcm	(1,063,330)
Developers Profit -						
Profit on OMS		25,920,000		20.00%		(5,184,000)
Margin on AH		1,564,000		6.00%	on AH values	(93,840)
Profit analysis:		27,484,000		19.20%	blended GDV	(5,277,840)
		25,029,105		21.09%	on costs	(5,277,840)
TOTAL COSTS						(30,306,945)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						(2,822,945)
SDLT		-	2,822,945 @	HMRC formula		151,647
Acquisition Agent fees		-	2,822,945 @	1.0%		28,229
Acquisition Legal fees		-	2,822,945 @	0.5%		14,115
Interest on Land		-	2,822,945 @	6.00%		169,377
Residual Land Value						(2,459,577)
RLV analysis:		(12,298)	£ per plot	(1,537,236)	£ per ha	(622,111) £ per acre
						-8.95% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			125.0	dph		
Site Area (Net)			1.60	ha	3.95	acres
Benchmark Land Value (Net)		4,151	£ per plot	518,910	£ per ha	210,000 £ per acre
BLV analysis:		Density	8,221	sqm/ha	35,810	sqft/ac

BALANCE						
Surplus/(Deficit)		(2,056,146)	£ per ha	(832,111)	£ per acre	(3,289,833)

Scheme Ref: **N**
 No Units: **200** Location: **Loughborough/Shephed** Development Scenario: **Large brownfield (Flat Development)**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 14,685	4,000	(202,460)	(257,358)	(312,381)	(367,639)	(423,091)	(478,794)	(534,804)	
	5,000	(249,954)	(304,977)	(360,226)	(415,651)	(471,309)	(527,256)	(583,549)	
	6,000	(297,572)	(352,813)	(408,212)	(463,825)	(519,709)	(575,920)	(632,517)	
	7,000	(345,400)	(400,773)	(456,341)	(512,162)	(568,292)	(624,788)	(681,709)	
	8,000	(393,333)	(448,857)	(504,658)	(560,714)	(617,080)	(673,862)	(731,128)	
	9,000	(441,416)	(497,174)	(553,166)	(609,451)	(666,086)	(723,144)	(780,775)	
	10,000	(489,689)	(545,619)	(601,823)	(658,357)	(715,280)	(772,648)	(830,654)	
	11,000	(538,072)	(594,194)	(650,628)	(707,433)	(764,664)	(822,381)	(880,766)	
	12,000	(586,624)	(642,982)	(699,654)	(756,697)	(814,241)	(872,327)	(931,114)	
	13,000	(635,354)	(691,926)	(748,850)	(806,184)	(864,013)	(922,489)	(981,700)	
	14,000	(684,197)	(741,003)	(798,200)	(855,847)	(914,000)	(972,869)	(1,032,527)	
	15,000	(733,223)	(790,268)	(847,707)	(905,686)	(964,212)	(1,023,469)	(1,083,596)	
	16,000	(782,421)	(839,720)	(897,452)	(955,704)	(1,014,624)	(1,074,292)	(1,134,911)	
	17,000	(831,736)	(889,312)	(947,359)	(1,005,935)	(1,065,239)	(1,125,340)	(1,277,132)	
	18,000	(881,241)	(939,058)	(997,427)	(1,056,379)	(1,116,057)	(1,176,614)	(1,520,542)	

TABLE 2

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Profit 20.0%	15.0%	(399,083)	(471,987)	(545,284)	(619,047)	(693,432)	(768,470)	(844,375)	
	16.0%	(462,822)	(532,540)	(602,649)	(673,226)	(744,423)	(816,274)	(888,993)	
	17.0%	(526,562)	(593,092)	(660,014)	(727,404)	(795,415)	(864,079)	(933,610)	
	18.0%	(590,301)	(653,644)	(717,380)	(781,583)	(846,406)	(911,883)	(978,228)	
	19.0%	(654,040)	(714,197)	(774,745)	(835,761)	(897,398)	(959,688)	(1,022,845)	
	20.0%	(717,780)	(774,749)	(832,111)	(889,940)	(948,389)	(1,007,492)	(1,067,463)	

TABLE 3

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre) 210,000	100,000	(607,780)	(664,749)	(722,111)	(779,940)	(838,389)	(897,492)	(957,463)	
	110,000	(617,780)	(674,749)	(732,111)	(789,940)	(848,389)	(907,492)	(967,463)	
	120,000	(627,780)	(684,749)	(742,111)	(799,940)	(858,389)	(917,492)	(977,463)	
	130,000	(637,780)	(694,749)	(752,111)	(809,940)	(868,389)	(927,492)	(987,463)	
	140,000	(647,780)	(704,749)	(762,111)	(819,940)	(878,389)	(937,492)	(997,463)	
	150,000	(657,780)	(714,749)	(772,111)	(829,940)	(888,389)	(947,492)	(1,007,463)	
	160,000	(667,780)	(724,749)	(782,111)	(839,940)	(898,389)	(957,492)	(1,017,463)	
	170,000	(677,780)	(734,749)	(792,111)	(849,940)	(908,389)	(967,492)	(1,027,463)	
	180,000	(687,780)	(744,749)	(802,111)	(859,940)	(918,389)	(977,492)	(1,037,463)	
	190,000	(697,780)	(754,749)	(812,111)	(869,940)	(928,389)	(987,492)	(1,047,463)	
	200,000	(707,780)	(764,749)	(822,111)	(879,940)	(938,389)	(997,492)	(1,057,463)	
	225,000	(732,780)	(789,749)	(847,111)	(904,940)	(963,389)	(1,022,492)	(1,082,463)	
	250,000	(757,780)	(814,749)	(872,111)	(929,940)	(988,389)	(1,047,492)	(1,107,463)	
	275,000	(782,780)	(839,749)	(897,111)	(954,940)	(1,013,389)	(1,072,492)	(1,132,463)	
	300,000	(807,780)	(864,749)	(922,111)	(979,940)	(1,038,389)	(1,097,492)	(1,157,463)	
	325,000	(832,780)	(889,749)	(947,111)	(1,004,940)	(1,063,389)	(1,122,492)	(1,182,463)	

Scheme Ref: **N**
 No Units: **200** Location: **Loughborough/Shephed** Development Scenario: **Large brownfield (Flat Development)**
 Notes: **Lower quartile BCIS**

TABLE 4

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Density (dph) 125.0	50		(447,169)	(470,128)	(493,269)	(516,643)	(540,252)	(564,201)	(588,531)
	75		(537,325)	(571,626)	(606,186)	(641,040)	(676,251)	(711,910)	(748,121)
	100		(627,540)	(673,171)	(719,115)	(765,490)	(812,306)	(859,701)	(907,792)
	125		(717,780)	(774,749)	(832,111)	(889,940)	(948,389)	(1,007,492)	(1,067,463)
	150		(808,020)	(876,328)	(945,106)	(1,014,424)	(1,084,473)	(1,155,283)	(1,227,163)
	175		(898,260)	(977,907)	(1,058,102)	(1,138,927)	(1,220,557)	(1,303,121)	(1,386,887)
	200		(988,499)	(1,079,485)	(1,171,098)	(1,263,429)	(1,356,641)	(1,450,960)	(1,546,611)
	225		(1,078,739)	(1,181,064)	(1,284,093)	(1,387,931)	(1,492,724)	(1,598,798)	(1,706,334)
	250		(1,168,979)	(1,282,643)	(1,397,089)	(1,512,434)	(1,628,808)	(1,746,636)	(1,866,058)
	275		(1,259,219)	(1,384,221)	(1,510,084)	(1,636,936)	(1,764,904)	(1,894,475)	(2,025,781)
300		(1,349,459)	(1,485,800)	(1,623,080)	(1,761,438)	(1,901,014)	(2,042,313)	(2,185,505)	

TABLE 5

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Build Cost 100% (105% = 5% increase)	85%		(29,077)	(86,481)	(144,034)	(201,677)	(259,495)	(317,520)	(375,767)
	90%		(255,213)	(312,278)	(369,572)	(427,083)	(484,847)	(542,921)	(601,389)
	95%		(484,747)	(541,683)	(598,903)	(656,463)	(714,422)	(772,837)	(831,906)
	100%		(717,780)	(774,749)	(832,111)	(889,940)	(948,389)	(1,007,492)	(1,067,463)
	105%		(954,412)	(1,011,580)	(1,069,355)	(1,127,734)	(1,186,924)	(1,246,502)	(1,306,919)
	110%		(1,194,760)	(1,252,420)	(1,310,733)	(1,369,442)	(1,428,594)	(1,488,196)	(1,548,258)
	115%		(1,439,008)	(1,501,044)	(1,562,430)	(1,624,177)	(1,686,284)	(1,748,751)	(1,811,577)
	120%		(2,443,227)	(2,911,149)	(3,379,070)	(3,846,992)	(4,314,913)	(4,782,835)	(5,250,756)
	125%		(3,608,498)	(4,071,254)	(4,534,010)	(4,996,767)	(5,459,523)	(5,922,279)	(6,385,036)
	130%		(4,773,768)	(5,231,359)	(5,688,950)	(6,146,542)	(6,604,133)	(7,061,724)	(7,519,315)
135%		(5,939,039)	(6,391,465)	(6,843,891)	(7,296,316)	(7,748,742)	(8,201,168)	(8,653,594)	
140%		(7,104,309)	(7,551,570)	(7,998,831)	(8,446,091)	(8,893,352)	(9,340,613)	(9,787,873)	

TABLE 6

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Market Values 100% (105% = 5% increase)	80%		(3,904,092)	(4,086,577)	(4,269,062)	(4,451,547)	(4,634,032)	(4,816,517)	(4,999,002)
	82%		(3,291,898)	(3,504,992)	(3,718,087)	(3,931,182)	(4,144,276)	(4,357,371)	(4,570,466)
	84%		(2,679,703)	(2,923,407)	(3,167,112)	(3,410,816)	(3,654,521)	(3,898,225)	(4,141,930)
	86%		(2,067,508)	(2,341,822)	(2,616,137)	(2,890,451)	(3,164,765)	(3,439,079)	(3,713,393)
	88%		(1,455,314)	(1,760,237)	(2,065,161)	(2,370,085)	(2,675,009)	(2,979,933)	(3,284,857)
	90%		(1,246,767)	(1,280,432)	(1,514,186)	(1,849,720)	(2,185,254)	(2,520,787)	(2,856,321)
	92%		(1,138,827)	(1,177,180)	(1,215,982)	(1,329,354)	(1,695,498)	(2,061,641)	(2,427,785)
	94%		(1,032,045)	(1,075,068)	(1,118,520)	(1,162,549)	(1,207,180)	(1,602,495)	(1,999,248)
	96%		(926,311)	(973,991)	(1,022,114)	(1,070,769)	(1,119,985)	(1,170,007)	(1,570,712)
	98%		(821,581)	(873,923)	(926,685)	(979,924)	(1,033,759)	(1,088,307)	(1,143,767)
100%		(717,780)	(774,749)	(832,111)	(889,940)	(948,389)	(1,007,492)	(1,067,463)	
102%		(614,782)	(676,375)	(738,367)	(800,819)	(863,789)	(927,476)	(991,968)	
104%		(512,617)	(578,821)	(645,392)	(712,389)	(779,972)	(848,159)	(917,182)	
106%		(411,160)	(481,957)	(553,124)	(624,723)	(696,815)	(769,570)	(843,069)	
108%		(310,344)	(385,746)	(461,483)	(537,652)	(614,333)	(691,574)	(769,613)	
110%		(210,238)	(290,214)	(370,521)	(451,224)	(532,405)	(614,221)	(696,722)	
112%		(110,705)	(195,241)	(280,107)	(365,367)	(451,085)	(537,382)	(624,387)	
114%		(11,714)	(100,802)	(190,215)	(280,020)	(370,281)	(461,066)	(552,584)	
116%		86,759	(6,871)	(100,822)	(195,160)	(289,953)	(385,266)	(481,236)	
118%		184,743	86,576	(11,913)	(110,766)	(210,077)	(309,905)	(410,325)	
120%		282,262	179,565	76,531	(26,842)	(130,633)	(234,965)	(339,878)	

TABLE 7

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(832,111)	0%	5%	10%	15%	20%	25%	30%
Grant (£ per unit) -	5,000		(717,780)	(762,432)	(807,357)	(852,611)	(898,251)	(944,347)	(991,079)
	10,000		(717,780)	(750,115)	(782,603)	(815,338)	(848,310)	(881,567)	(915,205)
	15,000		(717,780)	(737,798)	(757,959)	(778,207)	(798,565)	(819,136)	(839,888)
	20,000		(717,780)	(725,505)	(733,326)	(741,169)	(749,058)	(757,039)	(765,087)
	25,000		(717,780)	(713,248)	(708,716)	(704,219)	(699,746)	(695,273)	(690,800)
	30,000		(717,780)	(700,991)	(684,202)	(667,413)	(650,624)	(633,835)	(617,046)
	35,000		(717,780)	(688,734)	(659,687)	(630,658)	(601,690)	(572,722)	(543,754)
	40,000		(717,780)	(676,476)	(635,231)	(594,065)	(552,943)	(511,932)	(471,022)
	45,000		(717,780)	(664,219)	(610,835)	(557,537)	(504,388)	(451,460)	(398,741)
	50,000		(717,780)	(652,001)	(586,439)	(521,121)	(456,059)	(391,305)	(326,953)
55,000		(717,780)	(639,803)	(562,132)	(484,818)	(407,911)	(331,463)	(255,660)	

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: **O**
 No Units: **500** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				500 Units													
AH Policy requirement (% Target)				30%													
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented											
		Social Rent:		0.0%													
		First Homes:		0.0%													
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)											
Open Market Sale (OMS) housing				70%		100.0%											
CIL Rate (£ psm)				0.00		£ psm											
Unit mix -		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units					
1 bed House		5.0%		17.5		20.00%		30.0		10%		47.5					
2 bed House		25.0%		87.5		38.35%		57.5		29%		145.0					
3 bed House		45.0%		157.5		28.30%		42.5		40%		200.0					
4 bed House		25.0%		87.5		6.65%		10.0		19%		97.5					
5 bed House		0.0%		0.0		0.00%		0.0		0%		0.0					
1 bed Flat		0.0%		0.0		3.35%		5.0		1%		5.0					
2 bed Flat		0.0%		0.0		3.35%		5.0		1%		5.0					
Total number of units		100.0%		350.0		100.0%		150.0		100%		500.0					
OMS Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)							
1 bed House		58.0		624				58.0		624							
2 bed House		74.0		797				74.0		797							
3 bed House		87.0		936				87.0		936							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		45.0		484		85.0%		52.9		570							
2 bed Flat		64.0		689		85.0%		75.3		810							
AH Unit Floor areas -		Net area per unit (sqm)		(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)							
1 bed House		58.0		624				58.0		624							
2 bed House		74.0		797				74.0		797							
3 bed House		87.0		936				87.0		936							
4 bed House		115.0		1,238				115.0		1,238							
5 bed House		0.0		0				0.0		0							
1 bed Flat		45.0		484		85.0%		52.9		570							
2 bed Flat		61.0		657		85.0%		71.8		772							
Total Gross Floor areas -		Mkt Units GIA (sqm)		(sqft)		AH units GIA (sqm)		(sqft)		Total GIA (all units) (sqm)		(sqft)					
1 bed House		1,015		10,925		1,740		18,729		2,755		29,655					
2 bed House		6,475		69,696		4,257		45,820		10,732		115,517					
3 bed House		13,703		147,492		3,693		39,753		17,396		187,245					
4 bed House		10,063		108,312		1,147		12,348		11,210		120,659					
5 bed House		0		0		0		0		0		0					
1 bed Flat		0		0		266		2,864		266		2,864					
2 bed Flat		0		0		361		3,882		361		3,882					
		31,255		336,426		11,464		123,395		42,719		459,821					
												26.84% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)		£psm		£psf						total MV £ (no AH)					
1 bed House		150,000		2,586		240						7,125,000					
2 bed House		210,000		2,838		264						30,455,250					
3 bed House		240,000		2,759		256						47,988,000					
4 bed House		315,000		2,739		254						30,704,625					
5 bed House				#DIV/0!		#DIV/0!						0					
1 bed Flat		120,000		2,667		248						603,000					
2 bed Flat		160,000		2,500		232						804,000					
												117,679,875					
Affordable Housing values (£) -		Aff. Rent £		% of MV		Social Rent £		% of MV		First Homes £		% of MV		Intermediate £		% of MV	
1 bed House		67,500		45%		0		0%		105,000		70%		105,000		70%	
2 bed House		94,500		45%		0		0%		147,000		70%		147,000		70%	
3 bed House		108,000		45%		0		0%		168,000		70%		168,000		70%	
4 bed House		141,750		45%		0		0%		220,500		70%		220,500		70%	
5 bed House		0		45%		0		0%		0		70%		0		70%	
1 bed Flat		54,000		45%		0		0%		84,000		70%		84,000		70%	
2 bed Flat		72,000		45%		0		0%		112,000		70%		112,000		70%	

Scheme Ref: **O**
 No Units: **500** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	17.5	@	150,000	2,625,000
2 bed House	87.5	@	210,000	18,375,000
3 bed House	157.5	@	240,000	37,800,000
4 bed House	87.5	@	315,000	27,562,500
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	160,000	-
	350.0			86,362,500
Affordable Rent GDV -				
1 bed House	20.1	@	67,500	1,356,750
2 bed House	38.5	@	94,500	3,642,195
3 bed House	28.4	@	108,000	3,071,682
4 bed House	6.7	@	141,750	947,351
5 bed House	0.0	@	0	-
1 bed Flat	3.4	@	54,000	181,805
2 bed Flat	3.4	@	72,000	242,406
	100.5			9,442,189
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	147,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	220,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	9.9	@	105,000	1,039,500
2 bed House	19.0	@	147,000	2,790,538
3 bed House	14.0	@	168,000	2,353,428
4 bed House	3.3	@	220,500	725,831
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	84,000	139,293
2 bed Flat	1.7	@	112,000	185,724
	49.5	150.0		7,234,314
Sub-total GDV Residential	500			103,039,002
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	14,640,873
	343 £ psm (total GIA sqm)		29,282 £ per unit (total units)	
Grant	150	AH units @	0 per unit	-
Total GDV				103,039,002

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(84,959)
Planning Application Professional Fees, Surveys and reports				(250,000)
CIL				-
CIL analysis:		31,255 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	500 units @	14,685 per unit	(7,342,500)
S106 analysis:		513,975 £ per ha	7.13% % of GDV	14,685 £ per unit (total ur) (7,342,500)
Comm. Sum analysis:		42,719 sqm (total)	0 £ psm	-
		0.00% % of GDV		

cont./

210202 Charnwood Residential Appraisals_Loughborough_Shephed_L-O_v1

Scheme Ref: O
No Units: 500 **Location:** Loughborough/Shephed **Development Scenario:** Large greenfield
Notes: Lower quartile BCIS

Construction Costs -						
Site Clearance, Demolition & Remediation		14.29	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		500	units @		1,011	£ per unit
Site Infrastructure costs -	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total	500	units @		0	per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		2,755	sqm @		1,120	psm
2 bed House		10,732	sqm @		1,120	psm
3 bed House		17,396	sqm @		1,120	psm
4 bed House		11,210	sqm @		1,120	psm
5 bed House		-	sqm @		1,120	psm
1 bed Flat		266	sqm @		1,221	psm
2 bed Flat	42,719	361	sqm @		1,221	psm
External works		47,908,316	@		20.0%	
Ext. Works analysis:					19,163	£per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	150	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Aff units	150	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mkrt units	350	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Mkrt units	350	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		500	units @			£ per unit
EV Charging Points - Houses		490	units @		1,000	£ per unit
EV Charging Points - Flats		3	units @		10,000	£ per unit
Water Efficiency		500	units @			£ per unit
Contingency (on construction)		58,536,604	@		3.0%	
Professional Fees		58,536,604	@		7.0%	
Disposal Costs -						
OMS Marketing and Promotion		86,362,500	OMS @	3.00%	5,182	£ per unit
Residential Sales Agent Costs		86,362,500	OMS @	1.00%	1,727	£ per unit
Residential Sales Legal Costs		86,362,500	OMS @	0.25%	432	£ per unit
Affordable Sale Legal Costs						lump sum
Disposal Cost analysis:					7,361	£ per unit
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm
Developers Profit -						
Profit on OMS		86,362,500			20.00%	
Margin on AH		16,676,502			6.00%	on AH values
Profit analysis:		103,039,002			17.73%	blended GDV
		75,922,568			24.07%	on costs
TOTAL COSTS						(94,195,658)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						8,843,344
SDLT		8,843,344	@		HMRC formula	(431,667)
Acquisition Agent fees		8,843,344	@		1.0%	(88,433)
Acquisition Legal fees		8,843,344	@		0.5%	(44,217)
Interest on Land		8,843,344	@		6.00%	(530,601)
Residual Land Value						7,748,426
RLV analysis:		15,497	£ per plot	542,390	£ per ha	219,502 £ per acre
						7.52% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density		35.0	dph			
Site Area (Net)		14.29	ha		35.30	acres
Benchmark Land Value (Net)	11,296	£ per plot	395,360	£ per ha	160,000	£ per acre
BLV analysis:		Density	2,990	sqm/ha	13,026	sqft/ac

BALANCE						
Surplus/(Deficit)		147,030	£ per ha	59,502	£ per acre	2,100,426

Scheme Ref:
No Units:
Notes:

0
500
Lower quartile BCIS

Location: Loughborough/Shephed

Development Scenario: Large greenfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		59,502	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 14,685	4,000	351,133	311,496	271,860	232,223	192,577	152,923	113,264	
	5,000	338,695	299,059	259,422	219,785	180,131	140,477	100,808	
	6,000	326,258	286,621	246,985	207,339	167,684	128,029	88,353	
	7,000	313,820	274,184	234,547	194,892	155,238	115,573	75,897	
	8,000	301,383	261,746	222,100	182,446	142,792	103,117	63,436	
	9,000	288,945	249,308	209,654	170,000	130,337	90,661	50,970	
	10,000	276,508	236,862	197,208	157,553	117,881	78,205	38,503	
	11,000	264,070	224,416	184,761	145,101	105,425	65,739	26,037	
	12,000	251,624	211,969	172,315	132,645	92,969	53,272	13,559	
	13,000	239,177	199,523	159,865	120,189	80,508	40,806	1,081	
	14,000	226,731	187,077	147,409	107,733	68,042	28,336	(11,397)	
	15,000	214,285	174,630	134,953	95,277	55,575	15,858	(23,887)	
	16,000	201,838	162,174	122,497	82,811	43,109	3,380	(36,377)	
	17,000	189,392	149,718	110,042	70,345	30,635	(9,100)	(48,873)	
18,000	176,938	137,262	97,580	57,878	18,157	(21,590)	(61,376)		

TABLE 2

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		59,502	10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	15.0%	355,823	308,523	261,204	213,882	166,538	119,179	71,792	
	16.0%	328,299	282,529	236,738	190,946	145,131	99,301	53,443	
	17.0%	300,776	256,534	212,273	168,010	123,724	79,422	35,094	
	18.0%	273,252	230,540	187,808	145,073	102,316	59,544	16,745	
	19.0%	245,729	204,545	163,342	122,137	80,909	39,666	(1,604)	
	20.0%	218,205	178,551	138,877	99,201	59,502	19,788	(19,953)	

TABLE 3

		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		59,502	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	100,000	278,205	238,551	198,877	159,201	119,502	79,788	40,047	
	110,000	268,205	228,551	188,877	149,201	109,502	69,788	30,047	
	120,000	258,205	218,551	178,877	139,201	99,502	59,788	20,047	
	130,000	248,205	208,551	168,877	129,201	89,502	49,788	10,047	
	140,000	238,205	198,551	158,877	119,201	79,502	39,788	47	
	150,000	228,205	188,551	148,877	109,201	69,502	29,788	(9,953)	
	160,000	218,205	178,551	138,877	99,201	59,502	19,788	(19,953)	
	170,000	208,205	168,551	128,877	89,201	49,502	9,788	(29,953)	
	180,000	198,205	158,551	118,877	79,201	39,502	(212)	(39,953)	
	190,000	188,205	148,551	108,877	69,201	29,502	(10,212)	(49,953)	
	200,000	178,205	138,551	98,877	59,201	19,502	(20,212)	(59,953)	
	225,000	153,205	113,551	73,877	34,201	(5,498)	(45,212)	(84,953)	
	250,000	128,205	88,551	48,877	9,201	(30,498)	(70,212)	(109,953)	
	275,000	103,205	63,551	23,877	(15,799)	(55,498)	(95,212)	(134,953)	
	300,000	78,205	38,551	(1,123)	(40,799)	(80,498)	(120,212)	(159,953)	
	325,000	53,205	13,551	(26,123)	(65,799)	(105,498)	(145,212)	(184,953)	

Scheme Ref: **O**
 No Units: **500** Location: **Loughborough/Shephed** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Density (dph) 35.0	20	56,117	33,458	10,787	(11,885)	(34,570)	(57,264)	(79,973)
	22	77,729	52,804	27,866	2,926	(22,027)	(46,990)	(71,970)
	24	99,341	72,149	44,944	17,738	(9,484)	(36,717)	(63,968)
	26	120,953	91,495	62,023	32,549	3,059	(26,443)	(55,965)
	28	142,564	110,841	79,102	47,361	15,602	(16,169)	(47,962)
	30	164,176	130,187	96,180	62,172	28,145	(5,896)	(39,960)
	32	185,788	149,532	113,259	76,984	40,688	4,378	(31,957)
	34	207,399	168,878	130,338	91,795	53,231	14,651	(23,954)
	36	229,011	188,224	147,416	106,607	65,774	24,925	(15,952)
	38	250,623	207,570	164,495	121,418	78,317	35,199	(7,949)
	40	272,235	226,915	181,574	136,230	90,860	45,472	54

TABLE 5

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Build Cost 100% (105% = 5% increase)	98%	250,683	210,798	170,913	131,017	91,110	51,186	11,244
	100%	218,205	178,551	138,877	99,201	59,502	19,788	(19,953)
	102%	185,722	146,276	106,828	67,357	27,870	(11,641)	(51,189)
	104%	153,214	113,990	74,750	35,490	(3,792)	(43,108)	(82,471)
	106%	120,690	81,681	42,647	3,595	(35,490)	(74,619)	(113,810)
	108%	88,150	49,342	10,518	(28,336)	(67,231)	(106,180)	(145,219)
	110%	55,575	16,979	(21,645)	(60,307)	(99,020)	(137,813)	(176,719)
	112%	22,976	(15,417)	(53,847)	(92,325)	(130,872)	(169,523)	(208,335)
	114%	(9,653)	(47,851)	(86,095)	(124,398)	(162,796)	(201,336)	(240,099)
	116%	(42,319)	(80,329)	(118,394)	(156,546)	(194,815)	(233,278)	(272,065)
	118%	(75,028)	(112,857)	(150,763)	(188,776)	(226,952)	(265,394)	(304,314)
	120%	(107,786)	(145,446)	(183,205)	(221,111)	(259,235)	(297,742)	(336,973)

TABLE 6

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Market Values 100% (105% = 5% increase)	80%	(202,316)	(218,970)	(235,685)	(252,477)	(269,385)	(286,466)	(303,832)
	82%	(159,879)	(178,802)	(197,771)	(216,793)	(235,900)	(255,124)	(274,537)
	84%	(117,602)	(138,811)	(160,051)	(181,336)	(202,680)	(224,114)	(245,679)
	86%	(75,434)	(98,939)	(122,467)	(146,028)	(169,641)	(193,317)	(217,090)
	88%	(33,356)	(59,158)	(84,980)	(110,832)	(136,722)	(162,662)	(188,681)
	90%	8,664	(19,439)	(47,566)	(75,714)	(103,892)	(132,113)	(160,395)
	92%	50,636	20,226	(10,207)	(40,656)	(71,131)	(101,641)	(132,199)
	94%	92,569	59,849	27,109	(5,644)	(38,419)	(71,225)	(104,073)
	96%	134,474	99,438	64,393	29,330	(5,748)	(40,852)	(75,995)
	98%	176,352	139,002	101,650	64,276	26,890	(10,517)	(47,957)
	100%	218,205	178,551	138,877	99,201	59,502	19,788	(19,953)
	102%	260,050	218,071	176,092	134,099	92,096	50,071	8,025
	104%	301,869	257,587	213,288	168,984	124,668	80,339	35,983
	106%	343,685	297,079	250,473	203,855	157,226	110,584	63,926
	108%	385,485	336,571	287,642	238,714	189,773	140,819	91,847
	110%	427,274	376,044	324,812	273,560	222,308	171,041	119,763
	112%	469,064	415,511	361,959	308,406	254,831	201,256	147,659
114%	510,839	454,979	399,105	343,231	287,354	231,456	175,556	
116%	552,606	494,430	436,251	378,055	319,859	261,656	203,435	
118%	594,372	533,876	473,380	412,879	352,362	291,844	231,312	
120%	636,139	573,322	510,505	447,689	384,865	322,026	259,187	

TABLE 7

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
Grant (£ per unit) -	5,000	224,437	187,899	151,352	114,794	78,232	41,651	5,054
	10,000	230,669	197,247	163,824	130,388	96,949	63,502	30,043
	15,000	236,901	206,594	176,288	145,981	115,661	85,340	55,016
	20,000	243,133	215,942	188,752	161,561	134,371	107,171	79,969
	25,000	249,365	225,290	201,215	177,141	153,066	128,992	104,917
	30,000	255,597	234,638	213,679	192,721	171,762	150,803	129,845
	35,000	261,826	243,983	226,141	208,298	190,456	172,613	154,770
	40,000	268,053	253,324	238,595	223,865	209,136	194,407	179,678
	45,000	274,280	262,664	251,048	239,432	227,817	216,201	204,585
	50,000	280,507	272,004	263,502	254,999	246,497	237,990	229,479
	55,000	286,733	281,344	275,955	270,567	265,169	259,768	254,367

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

210202 Charnwood Residential Appraisals_Loughborough_Shepshed_L-O_v1 - Summary Table

Scheme Ref:	L	M	N	O
No Units:	150	250	200	500
Location / Value Zone:	Loughborough/Shepshed	Loughborough/Shepshed	Loughborough/Shepshed	Loughborough/Shepshed
Development Scenario:	Large greenfield	Large greenfield	Large brownfield (Flat Development)	Large greenfield
Notes:	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS	Lower quartile BCIS
Total GDV (£)	31,290,920	52,151,534	27,484,000	103,039,002
Policy Assumptions				
AH %	30%	30%	10%	30%
Affordable Rent:	67.00%	67.00%	50.00%	67.00%
Intermediate (LCHO/Sub-Market/First Homes):	33.00%	33.00%	50.00%	33.00%
Site Specific S106 (£ per unit)	14,685	14,685	14,685	14,685
Site Specific S106 (£)	2,202,750	3,671,250	2,937,000	7,342,500
Profit KPI's				
Total Developers Profit (£)	5,548,780	9,247,967	5,277,840	18,273,090
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.73%	17.73%	19.20%	17.73%
Developers Profit (% on costs)	24.29%	24.19%	21.09%	24.07%
Land Value KPI's				
RLV (£/acre)	240,819	232,470	(622,111)	219,502
RLV (£/ha)	595,063	574,433	(1,537,236)	542,390
RLV (% of GDV)	8%	8%	-9%	8%
RLV (£)	2,550,270	4,103,090	(2,459,577)	7,748,426
Balance for Plan VA:				
BLV (£/acre)	160,000	160,000	210,000	160,000
BLV (£/ha)	395,360	395,360	518,910	395,360
BLV Total (£)	1,694,400	2,824,000	830,256	5,648,000
Surplus/Deficit (£/acre)	80,819	72,470	(832,111)	59,502
Surplus/Deficit (£/ha)	199,703	179,073	(2,056,146)	147,030
Surplus/Deficit	855,870	1,279,090	(3,289,833)	2,100,426
Plan Viability comments	Viabile	Viabile	Not Viabile	Viabile

210202 Charnwood Residential Appraisals_Wider Charnwood_P-R_v1 - Version Notes

Date	Version	Comments
210202	1	Final appraisals

Scheme Ref: **P**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.35%	1.1	7%	1.1			
2 bed House	20.0%	2.1	41.70%	1.9	27%	4.0			
3 bed House	55.0%	5.8	28.30%	1.3	47%	7.0			
4 bed House	25.0%	2.6	6.65%	0.3	19%	2.9			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	10.5	100.0%	4.5	100%	15.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	105.0	1,130			105.0	1,130			
4 bed House	130.0	1,399			130.0	1,399			
5 bed House		0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House	0.0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	61	656	61	656			
2 bed House	168	1,808	135	1,454	303	3,263			
3 bed House	606	6,527	107	1,151	713	7,678			
4 bed House	341	3,673	31	332	372	4,005			
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			
	1,116	12,008	334	3,594	1,449	15,602			
AH % by floor area:		23.03% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	160,000	2,759	256	168,120					
2 bed House	230,000	2,875	267	914,595					
3 bed House	300,000	2,857	265	2,114,550					
4 bed House	375,000	2,885	268	1,096,594					
5 bed House				0					
1 bed Flat	145,000	3,222	299	0					
2 bed Flat	170,000	2,656	247	0					
				4,293,859					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	72,000	45%	0	0%	112,000	70%	112,000	70%	
2 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
3 bed House	135,000	45%	0	0%	210,000	70%	210,000	70%	
4 bed House	168,750	45%	0	0%	262,500	70%	262,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	65,250	45%	0	0%	101,500	70%	101,500	70%	
2 bed Flat	76,500	45%	0	0%	119,000	70%	119,000	70%	

Scheme Ref: **P**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	160,000		-
2 bed House	2.1	@	230,000		483,000
3 bed House	5.8	@	300,000		1,732,500
4 bed House	2.6	@	375,000		984,375
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	170,000		-
	10.5				3,199,875
Affordable Rent GDV -					
1 bed House	0.7	@	72,000		50,688
2 bed House	1.3	@	103,500		130,126
3 bed House	0.9	@	135,000		115,188
4 bed House	0.2	@	168,750		33,834
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	65,250		-
2 bed Flat	0.0	@	76,500		-
	3.0				329,836
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	112,000		-
2 bed House	0.0	@	161,000		-
3 bed House	0.0	@	210,000		-
4 bed House	0.0	@	262,500		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	119,000		-
	0.0				-
Intermediate GDV -					
1 bed House	0.3	@	112,000		38,836
2 bed House	0.6	@	161,000		99,698
3 bed House	0.4	@	210,000		88,254
4 bed House	0.1	@	262,500		25,923
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	119,000		-
	1.5	4.5			252,710
Sub-total GDV Residential	15				3,782,421
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	511,437
		353 £ psm (total GIA sqm)		34,096 £ per unit (total units)	
Grant	5	AH units @	0	per unit	-
Total GDV					3,782,421

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL					-
CIL analysis:		1,116 sqm (Market only)	0.00% £ psm		
		0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	15 units @	17,710	per unit	(265,650)
S106 analysis:		531,300 £ per ha	7.02% % of GDV	17,710 £ per unit (total ur	(265,650)
AH Commuted Sum		1,449 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			

cont./

Scheme Ref: P
No Units: 15 **Location:** Wider Charnwood **Development Scenario:** Medium greenfield
Notes: Median BCIS

Construction Costs -						
Site Clearance, Demolition & Remediation		0.50	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		15	units @		1,011	£ per unit
Site Infrastructure costs -	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total		15 units @		0	per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur
1 bed House		61	sqm @		1,231	psm
2 bed House		303	sqm @		1,231	psm
3 bed House		713	sqm @		1,231	psm
4 bed House		372	sqm @		1,231	psm
5 bed House		-	sqm @		1,231	psm
1 bed Flat		-	sqm @		1,389	psm
2 bed Flat		1,449	-		1,389	psm
External works			1,784.302 @		10.0%	
Ext. Works analysis:					11,895	£per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	5	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Aff units	5	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mrkt units	11	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Mrkt units	11	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		15	units @			£ per unit
EV Charging Points - Houses		15	units @		1,000	£ per unit
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		15	units @			£ per unit
Contingency (on construction)		1,993.678	@		3.0%	
Professional Fees		1,993.678	@		7.0%	
Disposal Costs -						
OMS Marketing and Promotion		3,199.875	OMS @		3.00%	6,400 £ per unit
Residential Sales Agent Costs		3,199.875	OMS @		1.00%	2,133 £ per unit
Residential Sales Legal Costs		3,199.875	OMS @		0.25%	533 £ per unit
Affordable Sale Legal Costs						lump sum
Disposal Cost analysis:						9,733 £ per unit
Interest (on Development Costs) -				6.00%	APR	0.487% pcm
Developers Profit -						
Profit on OMS		3,199.875			20.00%	
Margin on AH		582,546			6.00%	on AH values
Profit analysis:		3,782,421			17.84%	blended GDV
		2,668,895			25.29%	on costs
TOTAL COSTS						(3,343,823)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						438,598
SDLT		438,598	@		HMRC formula	(11,430)
Acquisition Agent fees		438,598	@		1.0%	(4,386)
Acquisition Legal fees		438,598	@		0.5%	(2,193)
Interest on Land		438,598	@		6.00%	(26,316)
Residual Land Value						394,274
RLV analysis:		26,285	£ per plot	788,547	£ per ha	319,121 £ per acre
						10.42% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			30.0	dph		
Site Area (Net)			0.50	ha	1.24	acres
Benchmark Land Value (Net)	9,884	£ per plot	296,520	£ per ha	120,000	£ per acre
BLV analysis:		Density	2,899	sqm/ha	12,628	sqft/ac

BALANCE						
Surplus/(Deficit)		492,027	£ per ha	199,121	£ per acre	246,014

Scheme Ref: **P**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Site Specific S106 17,710	199,121							
	6,000	451,902	420,422	388,942	357,462	325,982	294,502	263,023
	7,000	441,096	409,616	378,136	346,657	315,177	283,697	252,217
	8,000	430,291	398,811	367,331	335,851	304,371	272,891	241,412
	9,000	419,485	388,005	356,526	325,046	293,566	262,086	230,606
	10,000	408,680	377,200	345,720	314,240	282,760	251,280	219,801
	11,000	397,869	366,394	334,915	303,435	271,955	240,475	208,995
	12,000	387,011	355,539	324,066	292,593	261,120	229,648	198,175
	13,000	376,153	344,680	313,208	281,735	250,262	218,789	187,317
	14,000	365,295	333,822	302,350	270,877	239,404	207,931	176,459
	15,000	354,437	322,964	291,492	260,019	228,546	197,073	165,601
	16,000	343,579	312,106	280,634	249,161	217,688	186,215	154,743
	17,000	332,721	301,248	269,775	238,303	206,830	175,357	143,884
18,000	321,863	290,390	258,917	227,445	195,972	164,499	133,026	
19,000	311,005	279,532	248,059	216,587	185,114	153,641	122,168	
20,000	300,147	268,674	237,201	205,728	174,256	142,783	111,310	

TABLE 2

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	199,121							
	15.0%	470,696	431,130	391,563	351,997	312,431	272,864	233,298
	16.0%	441,559	403,612	365,664	327,716	289,769	251,821	213,874
	17.0%	412,422	376,093	339,765	303,436	267,107	230,778	194,449
	18.0%	383,285	348,575	313,865	279,155	244,445	209,735	175,024
	19.0%	354,149	321,057	287,966	254,874	221,783	188,691	155,600
	20.0%	325,012	293,539	262,066	230,593	199,121	167,648	136,175

TABLE 3

Balance (RLV - BLV £ per acre)		Affordable Housing - % on site 30%						
		10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 120,000	199,121							
	100,000	345,012	313,539	282,066	250,593	219,121	187,648	156,175
	110,000	335,012	303,539	272,066	240,593	209,121	177,648	146,175
	120,000	325,012	293,539	262,066	230,593	199,121	167,648	136,175
	130,000	315,012	283,539	252,066	220,593	189,121	157,648	126,175
	140,000	305,012	273,539	242,066	210,593	179,121	147,648	116,175
	150,000	295,012	263,539	232,066	200,593	169,121	137,648	106,175
	160,000	285,012	253,539	222,066	190,593	159,121	127,648	96,175
	170,000	275,012	243,539	212,066	180,593	149,121	117,648	86,175
	180,000	265,012	233,539	202,066	170,593	139,121	107,648	76,175
	190,000	255,012	223,539	192,066	160,593	129,121	97,648	66,175
	200,000	245,012	213,539	182,066	150,593	119,121	87,648	56,175
	225,000	220,012	188,539	157,066	125,593	94,121	62,648	31,175
	250,000	195,012	163,539	132,066	100,593	69,121	37,648	6,175
	275,000	170,012	138,539	107,066	75,593	44,121	12,648	(18,825)
	300,000	145,012	113,539	82,066	50,593	19,121	(12,352)	(43,825)
	325,000	120,012	88,539	57,066	25,593	(5,879)	(37,352)	(68,825)

Scheme Ref: **P**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
199,121		176,674	155,693	134,711	113,729	92,747	71,765	50,783
20		206,342	183,262	160,182	137,102	114,022	90,942	67,862
	Density (dph)	236,009	210,831	185,653	160,475	135,297	110,118	84,940
	30.0	265,677	238,400	211,124	183,848	156,571	129,295	102,019
26		295,344	265,970	236,595	207,221	177,846	148,471	119,097
28		325,012	293,539	262,066	230,593	199,121	167,648	136,175
30		354,679	321,108	287,537	253,966	220,395	186,824	153,254
32		384,347	348,678	313,008	277,339	241,670	206,001	170,332
34		414,014	376,247	338,479	300,712	262,945	225,178	187,410
36		443,682	403,816	363,951	324,085	284,220	244,354	204,489
38		473,349	431,385	389,422	347,458	305,494	263,531	221,567
40								

TABLE 5

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
199,121		358,506	326,512	294,518	262,524	230,530	198,536	166,543
98%		325,012	293,539	262,066	230,593	199,121	167,648	136,175
100%		291,518	260,566	229,614	198,663	167,711	136,759	105,808
102%		258,024	227,593	197,163	166,732	136,302	105,871	75,440
104%	Build Cost	224,530	194,621	164,711	134,801	104,892	74,982	45,073
106%	100%	191,036	161,648	132,259	102,871	73,482	44,094	14,705
108%	(105% = 5% increase)	157,542	128,675	99,808	70,940	42,073	13,205	(15,662)
110%		124,048	95,702	67,356	39,009	10,663	(17,683)	(46,030)
112%		90,555	62,729	34,904	7,079	(20,746)	(48,572)	(76,397)
114%		57,061	29,756	2,452	(24,852)	(52,156)	(79,460)	(106,764)
116%		23,567	(3,216)	(29,999)	(56,783)	(83,566)	(110,349)	(137,132)
118%		(9,927)	(36,189)	(62,451)	(88,713)	(114,975)	(141,237)	(167,499)
120%								

TABLE 6

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
199,121		(119,717)	(126,483)	(133,248)	(140,014)	(146,779)	(153,545)	(160,311)
80%		(75,244)	(84,480)	(93,717)	(102,953)	(112,189)	(121,426)	(130,662)
82%		(30,771)	(42,478)	(54,185)	(65,892)	(77,599)	(89,306)	(101,013)
84%	Market Values	13,702	(476)	(14,654)	(28,832)	(43,009)	(57,187)	(71,365)
86%	100%	58,174	41,526	24,878	8,229	(8,419)	(25,068)	(41,716)
88%	(105% = 5% increase)	102,647	83,528	64,409	45,290	26,171	7,051	(12,068)
90%		147,120	125,530	103,940	82,351	60,761	39,171	17,581
92%		191,593	167,532	143,472	119,411	95,351	71,290	47,229
94%		236,066	209,535	183,003	156,472	129,941	103,409	76,878
96%		280,539	251,537	222,535	193,533	164,531	135,529	106,527
98%		325,012	293,539	262,066	230,593	199,121	167,648	136,175
100%		369,485	335,541	301,598	267,654	233,711	199,767	165,824
102%		413,957	377,543	341,129	304,715	268,301	231,887	195,472
104%		458,293	419,428	380,564	341,699	302,835	263,970	225,106
106%		502,600	461,274	419,948	378,622	337,296	295,970	254,644
108%		546,908	503,121	459,333	415,545	371,758	327,970	284,183
110%		591,216	544,967	498,718	452,468	406,219	359,970	313,721
112%		635,523	586,813	538,102	489,392	440,681	391,970	343,260
114%		679,831	628,659	577,487	526,315	475,142	423,970	372,798
116%		724,139	670,505	616,871	563,238	509,604	455,970	402,337
118%		768,447	712,351	656,256	600,161	544,066	487,970	431,875
120%								

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: **Q**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		10%							
AH tenure split %		Affordable Rent:		50.0%		50.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		50.0%		5.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		90%		100%		100.0%			
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.35%	0.4	2%	0.4			
2 bed House	20.0%	2.7	41.70%	0.6	22%	3.3			
3 bed House	55.0%	7.4	28.30%	0.4	52%	7.8			
4 bed House	25.0%	3.4	6.65%	0.1	23%	3.5			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	13.5	100.0%	1.5	100%	15.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	86.0	926			86.0	926			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House	0.0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	20	219	20	219		219	
2 bed House	194	2,093	45	485	239	2,577		2,577	
3 bed House	639	6,873	36	384	674	7,257		7,257	
4 bed House	371	3,996	10	111	382	4,107		4,107	
5 bed House	0	0	0	0	0	0		0	
1 bed Flat	0	0	0	0	0	0		0	
2 bed Flat	0	0	0	0	0	0		0	
	1,204	12,962	111	1,198	1,315	14,160		14,160	
AH % by floor area:				8.46% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	160,000	2,759	256	56,040					
2 bed House	210,000	2,917	271	698,355					
3 bed House	245,000	2,849	265	1,923,128					
4 bed House	325,000	2,955	274	1,129,294					
5 bed House				0					
1 bed Flat	145,000	3,222	299	0					
2 bed Flat	170,000	2,656	247	0					
				3,806,816					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	72,000	45%	0	0%	112,000	70%	112,000	70%	
2 bed House	94,500	45%	0	0%	147,000	70%	147,000	70%	
3 bed House	110,250	45%	0	0%	171,500	70%	171,500	70%	
4 bed House	146,250	45%	0	0%	227,500	70%	227,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	65,250	45%	0	0%	101,500	70%	101,500	70%	
2 bed Flat	76,500	45%	0	0%	119,000	70%	119,000	70%	

Scheme Ref: **Q**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE					
OMS GDV - (part houses due to % mix)					
1 bed House	0.0	@	160,000		-
2 bed House	2.7	@	210,000		567,000
3 bed House	7.4	@	245,000		1,819,125
4 bed House	3.4	@	325,000		1,096,875
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	170,000		-
	13.5				3,483,000
Affordable Rent GDV -					
1 bed House	0.2	@	72,000		12,609
2 bed House	0.3	@	94,500		29,555
3 bed House	0.2	@	110,250		23,401
4 bed House	0.0	@	146,250		7,294
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	65,250		-
2 bed Flat	0.0	@	76,500		-
	0.8				72,859
Social Rent GDV -					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
1 bed House	0.0	@	112,000		-
2 bed House	0.0	@	147,000		-
3 bed House	0.0	@	171,500		-
4 bed House	0.0	@	227,500		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	119,000		-
	0.0				-
Intermediate GDV -					
1 bed House	0.2	@	112,000		19,614
2 bed House	0.3	@	147,000		45,974
3 bed House	0.2	@	171,500		36,401
4 bed House	0.0	@	227,500		11,347
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	119,000		-
	0.8	1.5			113,336
Sub-total GDV Residential	15				3,669,194
AH on-site cost analysis:				EMV (no AH) less EGDV (inc. AH)	137,622
			105 £ psm (total GIA sqm)	9,175 £ per unit (total units)	
Grant	2	AH units @	0	per unit	-
Total GDV					3,669,194

DEVELOPMENT COSTS					
Initial Payments -					
Statutory Planning Fees (Residential)					(6,930)
Planning Application Professional Fees, Surveys and reports					(20,000)
CIL					-
CIL analysis:					
Site Specific S106 Contributions	Year 1	0	1,204 sqm (Market only)	0.00% £ psm	-
	Year 2	0	0.00% % of GDV	0 £ per unit (total units)	-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	15 units @	17,710	per unit	(265,650)
S106 analysis:		708,400 £ per ha	7.24% % of GDV	17,710 £ per unit (total ur	(265,650)
AH Commuted Sum			1,315 sqm (total)	0 £ psm	-
Comm. Sum analysis:			0.00% % of GDV		

cont./

Scheme Ref: **Q**
 No Units: **15** Location: **Wider Charnwood** Development Scenario: **Small brownfield**
 Notes: **Median BCIS**

Construction Costs -				
Site Clearance, Demolition & Remediation		0.38 ha @	123,550	£ per ha (if brownfield) (46,331)
Net Biodiversity costs		15 units @	287	£ per unit (4,305)
Site Infrastructure costs -	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	15 units @	0	£ per unit -
Infra. Costs analysis:	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House		20 sqm @	1,231	psm (25,007)
2 bed House		239 sqm @	1,231	psm (294,746)
3 bed House		674 sqm @	1,231	psm (829,950)
4 bed House		382 sqm @	1,231	psm (469,656)
5 bed House		- sqm @	1,231	psm -
1 bed Flat		- sqm @	1,389	psm -
2 bed Flat	1,315	- sqm @	1,389	psm -
External works		1,619,359 @	10.0%	(161,936)
Ext. Works analysis:			10,796	£ per unit
Lifetime Homes		units @		£ per unit -
M4(2) Category 2 Housing	Aff units	2 units @	10% @	521 £ per unit (78)
M4(3) Category 3 Housing	Aff units	2 units @	0% @	10,111 £ per unit -
M4(2) Category 2 Housing	Mrkt units	14 units @	10% @	521 £ per unit (703)
M4(3) Category 3 Housing	Mrkt units	14 units @	0% @	10,111 £ per unit -
Carbon/Energy Reduction		15 units @		£ per unit -
EV Charging Points - Houses		15 units @	1,000	£ per unit (15,000)
EV Charging Points - Flats		- units @	10,000	£ per unit -
Water Efficiency		15 units @		£ per unit -
Contingency (on construction)		1,847,713 @	5.0%	(92,386)
Professional Fees		1,847,713 @	7.0%	(129,340)
Disposal Costs -				
OMS Marketing and Promotion		3,483,000 OMS @	3.00%	6,966 £ per unit (104,490)
Residential Sales Agent Costs		3,483,000 OMS @	1.00%	2,322 £ per unit (34,830)
Residential Sales Legal Costs		3,483,000 OMS @	0.25%	581 £ per unit (8,708)
Affordable Sale Legal Costs				lump sum (10,000)
Disposal Cost analysis:			10,535	£ per unit
Interest (on Development Costs) -		6.00% APR	0.487% pcm	(40,812)
Developers Profit -				
Profit on OMS		3,483,000	20.00%	(696,600)
Margin on AH		186,194	6.00% on AH values	(11,172)
Profit analysis:		3,669,194	19.29% blended GDV	(707,772)
		2,560,858	27.64% on costs	(707,772)
TOTAL COSTS				(3,268,630)

RESIDUAL LAND VALUE (RLV)				
Residual Land Value (gross)				400,564
SDLT		400,564 @	HMRC formula	(9,528)
Acquisition Agent fees		400,564 @	1.0%	(4,006)
Acquisition Legal fees		400,564 @	0.5%	(2,003)
Interest on Land		400,564 @	6.00%	(24,034)
Residual Land Value				360,994
RLV analysis:	24,066	£ per plot	962,650	£ per ha
			389,579	£ per acre
			9.84%	% RLV / GDV

BENCHMARK LAND VALUE (BLV)				
Residential Density		40.0	dph	
Site Area (Net)		0.38	ha	0.93 acres
Benchmark Land Value (Net)	12,973	£ per plot	518,910	£ per ha
BLV analysis:		Density	3,508	sqm/ha
			15,281	sqft/ac
				194,591

BALANCE				
Surplus/(Deficit)		443,740	£ per ha	179,579
				£ per acre
				166,402

Scheme Ref:
No Units:
Notes:

Q
15
Median BCIS

Location: Wider Charnwood

Development Scenario: Small brownfield

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%	
Site Specific S106 17,710	179,579	6,000	426,250	387,680	349,110	310,540	271,970	233,400	194,830
		7,000	411,772	373,202	334,632	296,062	257,492	218,922	180,352
		8,000	397,295	358,725	320,155	281,585	243,015	204,445	165,875
		9,000	382,817	344,247	305,677	267,107	228,537	189,967	151,397
		10,000	368,340	329,770	291,200	252,630	214,060	175,490	136,920
		11,000	353,863	315,293	276,723	238,153	199,583	161,013	122,443
		12,000	339,385	300,815	262,245	223,675	185,105	146,535	107,965
		13,000	324,908	286,338	247,768	209,198	170,628	132,058	93,488
		14,000	310,430	271,860	233,290	194,720	156,150	117,580	79,010
		15,000	295,953	257,383	218,813	180,243	141,673	103,103	64,533
		16,000	281,475	242,905	204,335	165,765	127,195	88,625	50,056
		17,000	266,998	228,428	189,858	151,288	112,718	74,148	35,578
		18,000	252,521	213,951	175,381	136,811	98,241	59,671	21,101
		19,000	238,043	199,473	160,903	122,333	83,763	45,193	6,623
	20,000	223,566	184,996	146,426	107,856	69,286	30,716	(7,854)	

TABLE 2

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%	
Profit 20.0%	179,579	15.0%	439,439	391,733	344,027	296,321	248,615	200,909	153,203
		16.0%	402,895	357,016	311,137	265,258	219,380	173,501	127,622
		17.0%	366,351	322,299	278,248	234,196	190,144	146,093	102,041
		18.0%	329,807	287,582	245,358	203,134	160,909	118,685	76,461
		19.0%	293,263	252,866	212,469	172,071	131,674	91,277	50,880
		20.0%	256,719	218,149	179,579	141,009	102,439	63,869	25,299

TABLE 3

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%	
BLV (£ per acre) 210,000	179,579	100,000	366,719	328,149	289,579	251,009	212,439	173,869	135,299
		110,000	356,719	318,149	279,579	241,009	202,439	163,869	125,299
		120,000	346,719	308,149	269,579	231,009	192,439	153,869	115,299
		130,000	336,719	298,149	259,579	221,009	182,439	143,869	105,299
		140,000	326,719	288,149	249,579	211,009	172,439	133,869	95,299
		150,000	316,719	278,149	239,579	201,009	162,439	123,869	85,299
		160,000	306,719	268,149	229,579	191,009	152,439	113,869	75,299
		170,000	296,719	258,149	219,579	181,009	142,439	103,869	65,299
		180,000	286,719	248,149	209,579	171,009	132,439	93,869	55,299
		190,000	276,719	238,149	199,579	161,009	122,439	83,869	45,299
		200,000	266,719	228,149	189,579	151,009	112,439	73,869	35,299
		225,000	241,719	203,149	164,579	126,009	87,439	48,869	10,299
		250,000	216,719	178,149	139,579	101,009	62,439	23,869	(14,701)
		275,000	191,719	153,149	114,579	76,009	37,439	(1,131)	(39,701)
		300,000	166,719	128,149	89,579	51,009	12,439	(26,131)	(64,701)
		325,000	141,719	103,149	64,579	26,009	(12,561)	(51,131)	(89,701)

Scheme Ref:
No Units:
Notes:

Q
15
Median BCIS

Location: **Wider Charnwood**

Development Scenario: **Small brownfield**

TABLE 4

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
	179,579							
	20	(2,023)	(21,308)	(40,593)	(59,878)	(79,163)	(98,448)	(117,733)
	22	23,851	2,637	(18,576)	(39,790)	(61,003)	(82,217)	(103,430)
Density (dph)	24	49,725	26,583	3,441	(19,701)	(42,843)	(65,985)	(89,127)
40.0	26	75,599	50,529	25,458	388	(24,683)	(49,753)	(74,824)
	28	101,474	74,475	47,476	20,477	(6,522)	(33,521)	(60,520)
	30	127,348	98,420	69,493	40,565	11,638	(17,290)	(46,217)
	32	153,222	122,366	91,510	60,654	29,798	(1,058)	(31,914)
	34	179,096	146,312	113,527	80,743	47,958	15,174	(17,611)
	36	204,971	170,258	135,545	100,832	66,119	31,406	(3,307)
	38	230,845	194,203	157,562	120,920	84,279	47,637	10,996
	40	256,719	218,149	179,579	141,009	102,439	63,869	25,299

TABLE 5

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
	179,579							
	98%	296,081	257,179	218,278	179,377	140,476	101,575	62,673
	100%	256,719	218,149	179,579	141,009	102,439	63,869	25,299
Build Cost	102%	217,357	179,119	140,880	102,641	64,402	26,164	(12,075)
100%	104%	177,996	140,088	102,181	64,273	26,366	(11,542)	(49,450)
(105% = 5% increase)	106%	138,634	101,058	63,482	25,905	(11,671)	(49,247)	(86,824)
	108%	99,273	62,028	24,782	(12,463)	(49,708)	(86,953)	(124,198)
	110%	59,911	22,997	(13,917)	(50,831)	(87,745)	(124,659)	(161,572)
	112%	20,550	(16,033)	(52,616)	(89,199)	(125,781)	(162,364)	(198,947)
	114%	(18,812)	(55,063)	(91,315)	(127,567)	(163,818)	(200,070)	(236,321)
	116%	(58,173)	(94,094)	(130,014)	(165,934)	(201,855)	(237,775)	(273,738)
	118%	(97,535)	(133,124)	(168,713)	(204,302)	(239,891)	(275,546)	(311,295)
	120%	(136,897)	(172,155)	(207,412)	(242,670)	(278,019)	(313,435)	(348,851)

TABLE 6

		Affordable Housing - % on site 10%						
Balance (RLV - BLV £ per acre)		0%	5%	10%	15%	20%	25%	30%
	179,579							
	80%	(301,373)	(312,090)	(322,806)	(333,523)	(344,240)	(354,956)	(365,673)
	82%	(245,318)	(258,838)	(272,357)	(285,876)	(299,396)	(312,915)	(326,434)
Market Values	84%	(189,510)	(205,768)	(222,027)	(238,285)	(254,552)	(270,874)	(287,196)
100%	86%	(133,731)	(152,779)	(171,826)	(190,873)	(209,921)	(228,968)	(248,016)
(105% = 5% increase)	88%	(77,952)	(99,789)	(121,625)	(143,462)	(165,298)	(187,135)	(208,971)
	90%	(22,174)	(46,799)	(71,425)	(96,050)	(120,675)	(145,301)	(169,926)
	92%	33,605	6,190	(21,224)	(48,638)	(76,052)	(103,467)	(130,881)
	94%	89,383	59,180	28,977	(1,226)	(31,430)	(61,633)	(91,836)
	96%	145,162	112,170	79,178	46,185	13,193	(19,799)	(52,791)
	98%	200,940	165,159	129,378	93,597	57,816	22,035	(13,746)
	100%	256,719	218,149	179,579	141,009	102,439	63,869	25,299
	102%	312,498	271,139	229,780	188,421	147,062	105,703	64,344
	104%	368,276	324,128	279,981	235,833	191,685	147,537	103,389
	106%	424,055	377,118	330,181	283,244	236,308	189,371	142,434
	108%	479,833	430,108	380,382	330,656	280,931	231,205	181,479
	110%	535,611	483,062	430,583	378,068	325,553	273,039	220,524
	112%	591,390	535,855	480,617	425,380	370,142	314,873	259,569
	114%	647,168	588,648	530,631	472,615	414,599	356,583	298,566
	116%	702,947	641,441	580,646	519,851	459,056	398,261	337,466
	118%	758,725	694,233	630,660	567,087	503,513	439,940	376,366
	120%	814,504	747,026	680,674	614,322	547,970	481,618	415,266

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: **R**
 No Units: **50** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.35%	3.5	7%	3.5			
2 bed House	20.0%	7.0	41.70%	6.3	27%	13.3			
3 bed House	55.0%	19.3	28.30%	4.2	47%	23.5			
4 bed House	25.0%	8.8	6.65%	1.0	19%	9.7			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	35.0	100.0%	15.0	100%	50.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	105.0	1,130			105.0	1,130			
4 bed House	130.0	1,399			130.0	1,399			
5 bed House	0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	84.0	904			84.0	904			
4 bed House	103.0	1,109			103.0	1,109			
5 bed House	0.0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	203	2,187	203	2,187		2,187	
2 bed House	560	6,028	450	4,848	1,010	10,875		10,875	
3 bed House	2,021	21,757	357	3,838	2,378	25,595		25,595	
4 bed House	1,138	12,244	103	1,106	1,240	13,350		13,350	
5 bed House	0	0	0	0	0	0		0	
1 bed Flat	0	0	0	0	0	0		0	
2 bed Flat	0	0	0	0	0	0		0	
	3,719	40,028	1,113	11,978	4,832	52,007		52,007	
AH % by floor area:				23.03% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	160,000	2,759	256	560,400					
2 bed House	230,000	2,875	267	3,048,650					
3 bed House	300,000	2,857	265	7,048,500					
4 bed House	375,000	2,885	268	3,655,313					
5 bed House				0					
1 bed Flat	145,000	3,222	299	0					
2 bed Flat	170,000	2,656	247	0					
				14,312,863					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	72,000	45%	0	0%	112,000	70%	112,000	70%	
2 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
3 bed House	135,000	45%	0	0%	210,000	70%	210,000	70%	
4 bed House	168,750	45%	0	0%	262,500	70%	262,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	65,250	45%	0	0%	101,500	70%	101,500	70%	
2 bed Flat	76,500	45%	0	0%	119,000	70%	119,000	70%	

Scheme Ref: **R**
 No Units: **50** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	7.0	@	230,000	1,610,000
3 bed House	19.3	@	300,000	5,775,000
4 bed House	8.8	@	375,000	3,281,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	145,000	-
2 bed Flat	0.0	@	170,000	-
	35.0			10,666,250
Affordable Rent GDV -				
1 bed House	2.3	@	72,000	168,961
2 bed House	4.2	@	103,500	433,753
3 bed House	2.8	@	135,000	383,960
4 bed House	0.7	@	168,750	112,780
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	65,250	-
2 bed Flat	0.0	@	76,500	-
	10.1			1,099,454
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	161,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	262,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	0.0			-
Intermediate GDV -				
1 bed House	1.2	@	112,000	129,452
2 bed House	2.1	@	161,000	332,328
3 bed House	1.4	@	210,000	294,179
4 bed House	0.3	@	262,500	86,408
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	5.0	15.0		842,367
Sub-total GDV Residential	50			12,608,071
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	1,704,791
		353 £ psm (total GIA sqm)	34,096 £ per unit (total units)	
Grant	15	AH units @	0 per unit	-
Total GDV				12,608,071

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(23,100)
Planning Application Professional Fees, Surveys and reports				(70,000)
CIL				-
	CIL analysis:	3,719 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	50 units @	17,710 per unit	(885,500)
	S106 analysis:	619,850 £ per ha	7.02% % of GDV	17,710 £ per unit (total ur)
			4,832 sqm (total)	0 £ psm
	Comm. Sum analysis:	0.00% % of GDV		(885,500)
AH Commuted Sum				-

cont./

Scheme Ref: R
No Units: 50 **Location:** Wider Charnwood **Development Scenario:** Medium greenfield
Notes: Median BCIS

Construction Costs -						
Site Clearance, Demolition & Remediation		1.43	ha @		0	£ per ha (if brownfield)
Net Biodiversity costs		50	units @		1,011	£ per unit
Site Infrastructure costs -						
	Year 1	0				
	Year 2	0				
	Year 3	0				
	Year 4	0				
	Year 5	0				
	Year 6	0				
	Year 7	0				
	Year 8	0				
	Year 9	0				
	Year 10	0				
	Year 11	0				
	Year 12	0				
	Year 13	0				
	Year 14	0				
	Year 15	0				
	total	50	units @		0	per unit
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur
1 bed House		203	sqm @		1,231	psm
2 bed House		1,010	sqm @		1,231	psm
3 bed House		2,378	sqm @		1,231	psm
4 bed House		1,240	sqm @		1,231	psm
5 bed House		-	sqm @		1,231	psm
1 bed Flat		-	sqm @		1,389	psm
2 bed Flat		4,832	-		1,389	psm
External works		5,947.672	@		10.0%	
Ext. Works analysis:					11,895	£per unit
Lifetime Homes			units @			£ per unit
M4(2) Category 2 Housing	Aff units	15	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Aff units	15	units @	0%	10,111	£ per unit
M4(2) Category 2 Housing	Mrkt units	35	units @	10%	521	£ per unit
M4(3) Category 3 Housing	Mrkt units	35	units @	0%	10,111	£ per unit
Carbon/Energy Reduction		50	units @			£ per unit
EV Charging Points - Houses		50	units @		1,000	£ per unit
EV Charging Points - Flats		-	units @		10,000	£ per unit
Water Efficiency		50	units @			£ per unit
Contingency (on construction)		6,645.594	@		3.0%	
Professional Fees		6,645.594	@		7.0%	
Disposal Costs -						
OMS Marketing and Promotion		10,666.250	OMS @		3.00%	6,400 £ per unit
Residential Sales Agent Costs		10,666.250	OMS @		1.00%	2,133 £ per unit
Residential Sales Legal Costs		10,666.250	OMS @		0.25%	533 £ per unit
Affordable Sale Legal Costs						lump sum
Disposal Cost analysis:						9,266 £ per unit
Interest (on Development Costs) -				6.00%	APR	0.487% pcm
Developers Profit -						
Profit on OMS		10,666.250			20.00%	
Margin on AH		1,941.821			6.00%	on AH values
Profit analysis:		12,608,071			17.84%	blended GDV
		8,835,101			25.46%	on costs
TOTAL COSTS						(11,084,860)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						1,523,211
SDLT		1,523.211	@		HMRC formula	(65,661)
Acquisition Agent fees		1,523.211	@		1.0%	(15,232)
Acquisition Legal fees		1,523.211	@		0.5%	(7,616)
Interest on Land		1,523.211	@		6.00%	(91,393)
Residual Land Value						1,343,310
RLV analysis:		26,866	£ per plot	940,317	£ per ha	380,541 £ per acre
						10.65% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			35.0	dph		
Site Area (Net)			1.43	ha	3.53	acres
Benchmark Land Value (Net)		8,472	£ per plot	296,520	£ per ha	120,000 £ per acre
BLV analysis:		Density	3,382	sqm/ha	14,733	sqft/ac
						423,600

BALANCE						
Surplus/(Deficit)			643,797	£ per ha	260,541	£ per acre
						919,710

Scheme Ref: **R**
 No Units: **50** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%	
Site Specific S106 17,710	260,541	6,000	558,496	521,157	483,817	446,478	409,138	371,799	334,460
		7,000	545,843	508,504	471,164	433,825	396,486	359,146	321,807
		8,000	533,190	495,851	458,512	421,172	383,833	346,494	309,154
		9,000	520,538	483,198	445,859	408,520	371,180	333,841	296,501
		10,000	507,885	470,545	433,206	395,867	358,527	321,180	283,799
		11,000	495,232	457,893	420,553	383,214	345,856	308,475	271,094
		12,000	482,579	445,240	407,901	370,532	333,151	295,770	258,389
		13,000	469,927	432,587	395,208	357,827	320,446	283,065	245,684
		14,000	457,265	419,884	382,503	345,122	307,741	270,360	232,979
		15,000	444,560	407,179	369,798	332,417	295,036	257,655	220,235
		16,000	431,855	394,474	357,093	319,712	282,331	244,919	207,473
		17,000	419,150	381,769	344,388	307,007	269,622	232,156	194,711
	18,000	406,444	369,064	331,683	294,286	256,840	219,394	181,949	
	19,000	393,739	356,358	318,969	281,523	244,078	206,632	169,172	
	20,000	381,034	343,653	306,207	268,761	231,315	193,870	156,348	

TABLE 2		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%	
Profit 20.0%	260,541	15.0%	580,094	533,271	486,447	439,624	392,736	345,848	298,960
		16.0%	546,101	501,166	456,231	411,296	366,297	321,297	276,298
		17.0%	512,108	469,062	426,015	382,969	339,858	296,747	253,636
		18.0%	478,115	436,957	395,799	354,641	313,419	272,196	230,974
		19.0%	444,122	404,853	365,583	326,314	286,980	247,646	208,312
		20.0%	410,129	372,748	335,367	297,986	260,541	223,095	185,650

TABLE 3		Affordable Housing - % on site 30%							
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%	
BLV (£ per acre) 120,000	260,541	100,000	430,129	392,748	355,367	317,986	280,541	243,095	205,650
		110,000	420,129	382,748	345,367	307,986	270,541	233,095	195,650
		120,000	410,129	372,748	335,367	297,986	260,541	223,095	185,650
		130,000	400,129	362,748	325,367	287,986	250,541	213,095	175,650
		140,000	390,129	352,748	315,367	277,986	240,541	203,095	165,650
		150,000	380,129	342,748	305,367	267,986	230,541	193,095	155,650
		160,000	370,129	332,748	295,367	257,986	220,541	183,095	145,650
		170,000	360,129	322,748	285,367	247,986	210,541	173,095	135,650
		180,000	350,129	312,748	275,367	237,986	200,541	163,095	125,650
		190,000	340,129	302,748	265,367	227,986	190,541	153,095	115,650
		200,000	330,129	292,748	255,367	217,986	180,541	143,095	105,650
		225,000	305,129	267,748	230,367	192,986	155,541	118,095	80,650
		250,000	280,129	242,748	205,367	167,986	130,541	93,095	55,650
		275,000	255,129	217,748	180,367	142,986	105,541	68,095	30,650
		300,000	230,129	192,748	155,367	117,986	80,541	43,095	5,650
		325,000	205,129	167,748	130,367	92,986	55,541	18,095	(19,350)

Scheme Ref: **R**
 No Units: **50** Location: **Wider Charnwood** Development Scenario: **Medium greenfield**
 Notes: **Median BCIS**

TABLE 4

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
	260,541							
	20	182,931	161,570	140,210	118,849	97,452	76,054	54,657
	22	213,224	189,727	166,231	142,734	119,197	95,660	72,123
Density (dph)	24	243,517	217,884	192,252	166,619	140,942	115,265	89,588
	26	273,810	246,041	218,273	190,504	162,688	134,871	107,054
35.0	28	304,103	274,198	244,294	214,389	184,433	154,476	124,520
	30	334,396	302,355	270,315	238,274	206,178	174,082	141,985
	32	364,689	330,512	296,336	262,159	227,923	193,687	159,451
	34	394,982	358,669	322,357	286,044	249,668	213,293	176,917
	36	425,275	386,827	348,378	309,929	271,414	232,898	194,382
	38	455,569	414,984	374,399	333,814	293,159	252,503	211,848
	40	485,862	443,141	400,420	357,698	314,904	272,109	229,314

TABLE 5

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
	260,541							
	98%	449,320	411,329	373,338	335,348	297,357	259,367	221,344
	100%	410,129	372,748	335,367	297,986	260,541	223,095	185,650
Build Cost	102%	370,938	334,121	297,288	260,455	223,622	186,766	149,847
100%	104%	331,586	295,365	259,144	222,888	186,585	150,282	113,979
(105% = 5% increase)	106%	292,216	256,549	220,861	185,174	149,486	113,799	78,111
	108%	252,676	217,604	182,532	147,459	112,387	77,315	42,243
	110%	213,115	178,658	144,202	109,745	75,288	40,832	6,375
	112%	173,554	139,713	105,872	72,031	38,189	4,348	(29,562)
	114%	133,993	100,768	67,542	34,316	1,048	(32,278)	(65,604)
	116%	94,432	61,822	29,183	(3,524)	(36,232)	(68,939)	(101,647)
	118%	54,845	22,756	(9,333)	(41,422)	(73,512)	(105,601)	(137,690)
	120%	15,091	(16,379)	(47,850)	(79,320)	(110,791)	(142,262)	(173,732)

TABLE 6

		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)		10%	15%	20%	25%	30%	35%	40%
	260,541							
	80%	(116,599)	(124,853)	(133,107)	(141,360)	(149,614)	(157,868)	(166,122)
	82%	(63,677)	(74,871)	(86,064)	(97,258)	(108,452)	(119,646)	(130,840)
Market Values	84%	(10,754)	(24,888)	(39,022)	(53,156)	(67,290)	(81,424)	(95,558)
100%	86%	42,133	25,087	8,020	(9,054)	(26,129)	(43,203)	(60,277)
(105% = 5% increase)	88%	94,817	74,844	54,871	34,899	14,926	(5,047)	(25,019)
	90%	147,500	124,601	101,701	78,802	55,902	33,003	10,103
	92%	200,184	174,358	148,531	122,705	96,878	71,052	45,226
	94%	252,868	224,114	195,361	166,608	137,855	109,101	80,348
	96%	305,389	273,773	242,157	210,511	178,831	147,151	115,471
	98%	357,856	323,326	288,795	254,264	219,733	185,200	150,593
	100%	410,129	372,748	335,367	297,986	260,541	223,095	185,650
	102%	462,402	422,117	381,832	341,547	301,262	260,977	220,628
	104%	514,533	471,404	428,276	385,107	341,918	298,729	255,540
	106%	566,633	520,610	474,587	428,565	382,542	336,482	290,389
	108%	618,730	569,816	520,899	471,982	423,064	374,147	325,230
	110%	670,680	618,928	567,177	515,399	463,587	411,775	359,964
	112%	722,629	667,992	613,354	558,717	504,079	449,403	394,697
	114%	774,579	717,056	659,532	602,008	544,485	486,961	429,431
	116%	826,491	766,119	705,709	645,300	584,890	524,480	464,071
	118%	878,312	815,076	751,840	688,591	625,295	562,000	498,704
	120%	930,133	864,018	797,903	731,788	665,673	599,519	533,337

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

210202 Charnwood Residential Appraisals_Wider Charnwood_P-R_v1 - Summary Table

Scheme Ref:	P	Q	R
No Units:	15	15	50
Location / Value Zone:	Wider Charnwood	Wider Charnwood	Wider Charnwood
Development Scenario:	Medium greenfield	Small brownfield	Medium greenfield
Notes:	Median BCIS	Median BCIS	Median BCIS
Total GDV (£)	3,782,421	3,669,194	12,608,071
Policy Assumptions			
AH %	30%	10%	30%
Affordable Rent:	67.00%	50.00%	67.00%
Intermediate (LCHO/Sub-Market/First Homes):	33.00%	50.00%	33.00%
Site Specific S106 (£ per unit)	17,710	17,710	17,710
Site Specific S106 (£)	265,650	265,650	885,500
Profit KPI's			
Total Developers Profit (£)	674,928	707,772	2,249,759
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	17.84%	19.29%	17.84%
Developers Profit (% on costs)	25.29%	27.64%	25.46%
Land Value KPI's			
RLV (£/acre)	319,121	389,579	380,541
RLV (£/ha)	788,547	962,650	940,317
RLV (% of GDV)	10%	10%	11%
RLV (£)	394,274	360,994	1,343,310
Balance for Plan VA:			
BLV (£/acre)	120,000	210,000	120,000
BLV (£/ha)	296,520	518,910	296,520
BLV Total (£)	148,260	194,591	423,600
Surplus/Deficit (£/acre)	199,121	179,579	260,541
Surplus/Deficit (£/ha)	492,027	443,740	643,797
Surplus/Deficit	246,014	166,402	919,710
Plan Viability comments	Viable	Viable	Viable

210202 Charnwood Residential Appraisals_Wider Charnwood_S-V_v1 - Version Notes

Date	Version	Comments
210202	1	Final appraisals

Scheme Ref: **S**
 No Units: **125** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	26.3	@	230,000	6,037,500
3 bed House	39.4	@	300,000	11,812,500
4 bed House	21.9	@	375,000	8,203,125
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	145,000	-
2 bed Flat	0.0	@	170,000	-
	87.5			26,053,125
Affordable Rent GDV -				
1 bed House	5.9	@	72,000	422,402
2 bed House	10.5	@	103,500	1,084,382
3 bed House	7.1	@	135,000	959,901
4 bed House	1.7	@	168,750	281,950
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	65,250	-
2 bed Flat	0.0	@	76,500	-
	25.1			2,748,634
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	161,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	262,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	0.0			-
Intermediate GDV -				
1 bed House	2.9	@	112,000	323,631
2 bed House	5.2	@	161,000	830,820
3 bed House	3.5	@	210,000	735,446
4 bed House	0.8	@	262,500	216,021
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	12.4	37.5		2,105,919
Sub-total GDV Residential	125			30,907,678
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	4,261,978
		358 £ psm (total GIA sqm)	34,096 £ per unit (total units)	
Grant	38	AH units @	0 per unit	-
Total GDV				30,907,678

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(33,209)
Planning Application Professional Fees, Surveys and reports				(100,000)
CIL		9,078 sqm (Market only)	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	125 units @	17,710 per unit	(2,213,750)
AH Commuted Sum	S106 analysis:	619,850 £ per ha	7.16% % of GDV	17,710 £ per unit (total ur)
	Comm. Sum analysis:		0.00% % of GDV	0 £ psm

cont./

Scheme Ref:	S	Location:	Wider Charnwood	Development Scenario:	Large greenfield
No Units:	125				
Notes:	Lower quartile BCIS				
Construction Costs -					
Site Clearance, Demolition & Remediation		3.57 ha @		0 £ per ha (if brownfield)	-
Net Biodiversity costs		125 units @		1,011 £ per unit	(126,375)
Site Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
Year 11		0			-
Year 12		0			-
Year 13		0			-
Year 14		0			-
Year 15		0			-
total		125 units @		0 per unit	-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		508 sqm @		1,120 psm	(568,806)
2 bed House		3,226 sqm @		1,120 psm	(3,613,008)
3 bed House		5,047 sqm @		1,120 psm	(5,652,696)
4 bed House		3,118 sqm @		1,120 psm	(3,492,230)
5 bed House		- sqm @		1,120 psm	-
1 bed Flat		- sqm @		1,221 psm	-
2 bed Flat	11,899	- sqm @		1,221 psm	-
External works		13,326,740 @		20.0%	(2,665,348)
Ext. Works analysis:				21,323 £ per unit	
Lifetime Homes		units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	38 units @	10% @	521 £ per unit	(1,954)
M4(3) Category 3 Housing	Aff units	38 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	88 units @	10% @	521 £ per unit	(4,559)
M4(3) Category 3 Housing	Mrkt units	88 units @	0% @	10,111 £ per unit	-
Carbon/Energy Reduction		125 units @		£ per unit	-
EV Charging Points - Houses		125 units @		1,000 £ per unit	(125,000)
EV Charging Points - Flats		- units @		10,000 £ per unit	-
Water Efficiency		125 units @		£ per unit	-
Contingency (on construction)		16,249,976 @		3.0%	(487,499)
Professional Fees		16,249,976 @		7.0%	(1,137,498)
Disposal Costs -					
OMS Marketing and Promotion		26,053,125 OMS @		3.00%	6,253 £ per unit
Residential Sales Agent Costs		26,053,125 OMS @		1.00%	2,084 £ per unit
Residential Sales Legal Costs		26,053,125 OMS @		0.25%	521 £ per unit
Affordable Sale Legal Costs					lump sum
Disposal Cost analysis:				8,938 £ per unit	(10,000)
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(92,180)
Developers Profit -					
Profit on OMS		26,053,125		20.00%	(5,210,625)
Margin on AH		4,854,553		6.00% on AH values	(291,273)
Profit analysis:		30,907,678		17.80% blended GDV	(5,501,898)
		21,431,369		25.67% on costs	(5,501,898)
TOTAL COSTS					(26,933,268)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					3,974,410
SDLT		3,974,410 @		HMRC formula	(188,221)
Acquisition Agent fees		3,974,410 @		1.0%	(39,744)
Acquisition Legal fees		3,974,410 @		0.5%	(19,872)
Interest on Land		3,974,410 @		6.00%	(238,465)
Residual Land Value					3,488,109
RLV analysis:	27,905 £ per plot	976,671 £ per ha		395,253 £ per acre	11.29% % RLV / GDV
BENCHMARK LAND VALUE (BLV)					
Residential Density		35.0 dph			
Site Area (Net)		3.57 ha		8.83 acres	
Benchmark Land Value (Net)	11,296 £ per plot	395,360 £ per ha		160,000 £ per acre	1,412,000
BLV analysis:	Density	3,332 sqm/ha		14,513 sqft/ac	
BALANCE					
Surplus/(Deficit)		581,311 £ per ha		235,253 £ per acre	2,076,109

Scheme Ref: **S**
 No Units: **125** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
Site Specific S106 17,710	6,000	533,476	495,546	457,616	419,686	381,756	343,826	305,896
	7,000	520,977	483,047	445,117	407,187	369,257	331,327	293,397
	8,000	508,478	470,548	432,618	394,688	356,758	318,828	280,898
	9,000	495,979	458,049	420,119	382,189	344,259	306,329	268,399
	10,000	483,480	445,550	407,620	369,690	331,760	293,830	255,896
	11,000	470,981	433,051	395,121	357,191	319,261	281,331	243,396
	12,000	458,482	420,552	382,622	344,692	306,746	268,796	230,846
	13,000	445,983	408,053	370,123	332,176	294,226	256,276	218,326
	14,000	433,484	395,554	357,606	319,656	281,706	243,756	205,806
	15,000	420,985	383,036	345,085	307,135	269,185	231,235	193,285
	16,000	408,486	370,515	332,565	294,615	256,665	218,715	180,746
17,000	395,945	357,995	320,045	282,095	244,145	206,179	168,198	
18,000	383,425	345,475	307,525	269,575	231,616	193,635	155,655	
19,000	370,905	332,955	295,005	257,053	219,072	181,092	143,111	
20,000	358,385	320,435	282,484	244,509	206,529	168,548	130,563	

TABLE 2		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
Profit 20.0%	15.0%	553,117	505,941	458,765	411,590	364,412	317,206	270,000
	16.0%	519,905	474,574	429,243	383,913	338,580	293,219	247,858
	17.0%	486,693	443,207	399,722	356,236	312,748	269,232	225,717
	18.0%	453,480	411,840	370,200	328,559	286,917	245,246	203,575
	19.0%	420,268	380,473	340,678	300,882	261,085	221,259	181,434
	20.0%	387,056	349,106	311,156	273,205	235,253	197,273	159,292

TABLE 3		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
BLV (£ per acre) 160,000	100,000	447,056	409,106	371,156	333,205	295,253	257,273	219,292
	110,000	437,056	399,106	361,156	323,205	285,253	247,273	209,292
	120,000	427,056	389,106	351,156	313,205	275,253	237,273	199,292
	130,000	417,056	379,106	341,156	303,205	265,253	227,273	189,292
	140,000	407,056	369,106	331,156	293,205	255,253	217,273	179,292
	150,000	397,056	359,106	321,156	283,205	245,253	207,273	169,292
	160,000	387,056	349,106	311,156	273,205	235,253	197,273	159,292
	170,000	377,056	339,106	301,156	263,205	225,253	187,273	149,292
	180,000	367,056	329,106	291,156	253,205	215,253	177,273	139,292
	190,000	357,056	319,106	281,156	243,205	205,253	167,273	129,292
	200,000	347,056	309,106	271,156	233,205	195,253	157,273	119,292
	225,000	322,056	284,106	246,156	208,205	170,253	132,273	94,292
	250,000	297,056	259,106	221,156	183,205	145,253	107,273	69,292
	275,000	272,056	234,106	196,156	158,205	120,253	82,273	44,292
	300,000	247,056	209,106	171,156	133,205	95,253	57,273	19,292
	325,000	222,056	184,106	146,156	108,205	70,253	32,273	(5,708)

Scheme Ref: **S**
 No Units: **125** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
20	152,603	130,918	109,232	87,546	65,859	44,156	22,453	
22	183,864	160,009	136,155	112,301	88,445	64,571	40,698	
Density (dph)	24	215,124	189,101	163,078	137,055	111,031	84,987	58,943
35.0	26	246,384	218,193	190,001	161,810	133,617	105,403	77,189
	28	277,645	247,285	216,925	186,564	156,203	125,818	95,434
	30	308,905	276,376	243,848	211,319	178,788	146,234	113,679
	32	340,166	305,468	270,771	236,074	201,374	166,649	131,924
	34	371,426	334,560	297,694	260,828	223,960	187,065	150,170
	36	402,686	363,652	324,617	285,583	246,546	207,480	168,415
	38	433,947	392,743	351,540	310,337	269,132	227,896	186,660
	40	465,207	421,835	378,464	335,092	291,718	248,312	204,905

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
98%	424,508	386,042	347,562	309,082	270,602	232,122	193,643	
100%	387,056	349,106	311,156	273,205	235,253	197,273	159,292	
Build Cost	102%	349,590	312,170	274,733	237,284	199,834	162,384	124,912
100%	104%	312,090	275,171	238,253	201,334	164,393	127,436	90,479
(105% = 5% increase)	106%	274,548	238,160	201,747	165,322	128,897	92,446	55,974
	108%	236,973	201,079	165,186	129,277	93,338	57,398	21,403
	110%	199,348	163,976	128,570	93,165	57,724	22,264	(13,248)
	112%	161,669	126,797	91,908	56,982	22,039	(12,949)	(47,996)
	114%	123,953	89,562	55,171	20,730	(13,733)	(48,257)	(82,854)
	116%	86,147	52,267	18,350	(15,607)	(49,609)	(83,684)	(117,862)
	118%	48,278	14,894	(18,556)	(52,046)	(85,603)	(119,255)	(153,031)
	120%	10,333	(22,579)	(55,562)	(88,604)	(121,733)	(154,978)	(188,416)

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	235,253	10%	15%	20%	25%	30%	35%	40%
80%	(122,948)	(132,792)	(142,665)	(152,539)	(162,434)	(172,341)	(182,285)	
82%	(71,314)	(83,989)	(96,675)	(109,362)	(122,074)	(134,793)	(147,543)	
Market Values	84%	(19,935)	(35,422)	(50,910)	(66,427)	(81,944)	(97,476)	(113,028)
100%	86%	31,274	12,967	(5,340)	(23,650)	(41,988)	(60,325)	(78,686)
(105% = 5% increase)	88%	82,341	61,222	40,104	18,985	(2,159)	(23,308)	(44,465)
	90%	133,294	109,370	85,445	61,520	37,566	13,612	(10,348)
	92%	184,163	157,437	130,710	103,962	77,208	50,454	23,686
	94%	234,974	205,440	175,890	146,340	116,790	87,237	57,654
	96%	285,708	253,364	221,021	188,678	156,323	123,949	91,576
	98%	336,406	301,270	266,117	230,956	195,794	160,632	125,460
	100%	387,056	349,106	311,156	273,205	235,253	197,273	159,292
	102%	437,688	396,942	356,178	315,414	274,650	233,886	193,115
	104%	488,264	444,714	401,165	357,615	314,044	270,466	226,888
	106%	538,839	492,480	446,121	399,761	353,402	307,043	260,655
	108%	589,387	540,242	491,077	441,908	392,739	343,569	294,400
	110%	639,898	587,947	535,996	484,045	432,075	380,096	328,117
	112%	690,408	635,651	580,894	526,137	471,380	416,623	361,834
	114%	740,919	683,356	625,793	568,229	510,666	453,103	395,540
	116%	791,391	731,046	670,691	610,322	549,952	489,583	429,214
	118%	841,846	778,698	715,550	652,403	589,238	526,063	462,888
	120%	892,301	826,350	760,399	694,449	628,498	562,543	496,561

Scheme Ref: **T**
 No Units: **250** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		250 Units							
AH Policy requirement (% Target)		30%							
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		9.9% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		70%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.35%	17.5	7%	17.5			
2 bed House	30.0%	52.5	41.70%	31.3	34%	83.8			
3 bed House	45.0%	78.8	28.30%	21.2	40%	100.0			
4 bed House	25.0%	43.8	6.65%	5.0	19%	48.7			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	175.0	100.0%	75.0	100%	250.0			
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	80.0	861			80.0	861			
3 bed House	105.0	1,130			105.0	1,130			
4 bed House	130.0	1,399			130.0	1,399			
5 bed House	0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	64.0	689	85.0%		75.3	810			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)		(sqft)		
1 bed House	58.0	624			58.0	624			
2 bed House	72.0	775			72.0	775			
3 bed House	86.0	926			86.0	926			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	45.0	484	85.0%		52.9	570			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	1,016	10,933	1,016	10,933			
2 bed House	4,200	45,208	2,252	24,238	6,452	69,447			
3 bed House	8,269	89,004	1,825	19,648	10,094	108,652			
4 bed House	5,688	61,220	549	5,905	6,236	67,125			
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			
	18,156	195,432	5,642	60,725	23,798	256,157			
AH % by floor area:		23.71% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	160,000	2,759	256	2,802,000					
2 bed House	230,000	2,875	267	19,268,250					
3 bed House	300,000	2,857	265	29,992,500					
4 bed House	375,000	2,885	268	18,276,563					
5 bed House				0					
1 bed Flat	145,000	3,222	299	0					
2 bed Flat	170,000	2,656	247	0					
				70,339,313					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	72,000	45%	0	0%	112,000	70%	112,000	70%	
2 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
3 bed House	135,000	45%	0	0%	210,000	70%	210,000	70%	
4 bed House	168,750	45%	0	0%	262,500	70%	262,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	65,250	45%	0	0%	101,500	70%	101,500	70%	
2 bed Flat	76,500	45%	0	0%	119,000	70%	119,000	70%	

Scheme Ref: **T**
 No Units: **250** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	52.5	@	230,000	12,075,000
3 bed House	78.8	@	300,000	23,625,000
4 bed House	43.8	@	375,000	16,406,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	145,000	-
2 bed Flat	0.0	@	170,000	-
	175.0			52,106,250
Affordable Rent GDV -				
1 bed House	11.7	@	72,000	844,803
2 bed House	21.0	@	103,500	2,168,765
3 bed House	14.2	@	135,000	1,919,801
4 bed House	3.3	@	168,750	563,899
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	65,250	-
2 bed Flat	0.0	@	76,500	-
	50.3			5,497,268
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	161,000	-
3 bed House	0.0	@	210,000	-
4 bed House	0.0	@	262,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	0.0			-
Intermediate GDV -				
1 bed House	5.8	@	112,000	647,262
2 bed House	10.3	@	161,000	1,661,641
3 bed House	7.0	@	210,000	1,470,893
4 bed House	1.6	@	262,500	432,042
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	101,500	-
2 bed Flat	0.0	@	119,000	-
	24.8	75.0		4,211,837
Sub-total GDV Residential	250			61,815,356
AH on-site cost analysis:			EMV (no AH) less EGDV (inc. AH)	8,523,957
		358 £ psm (total GIA sqm)	34,096 £ per unit (total units)	
Grant	75	AH units @	0 per unit	-
Total GDV				61,815,356

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(50,459)
Planning Application Professional Fees, Surveys and reports				(150,000)
CIL				-
	CIL analysis:	18,156 sqm (Market only)	0.00 £ psm	
		0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	250 units @	17,710 per unit	(4,427,500)
	S106 analysis:	619,850 £ per ha	7.16% % of GDV	17,710 £ per unit (total ur)
AH Commuted Sum		23,798 sqm (total)	0 £ psm	(4,427,500)
	Comm. Sum analysis:	0.00% % of GDV		

cont./

Scheme Ref:	T	Location:	Wider Charnwood	Development Scenario:	Large greenfield	
No Units:	250					
Notes:	Lower quartile BCIS					
Construction Costs -						
Site Clearance, Demolition & Remediation		7.14 ha @		0 £ per ha (if brownfield)	-	
Net Biodiversity costs		250 units @		1,011 £ per unit	(252,750)	
Site Infrastructure costs -	Year 1	0			-	
	Year 2	0			-	
	Year 3	0			-	
	Year 4	0			-	
	Year 5	0			-	
	Year 6	0			-	
	Year 7	0			-	
	Year 8	0			-	
	Year 9	0			-	
	Year 10	0			-	
	Year 11	0			-	
	Year 12	0			-	
	Year 13	0			-	
	Year 14	0			-	
	Year 15	0			-	
	total	250 units @		0 per unit	-	
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-	
1 bed House		1,016 sqm @		1,120 psm	(1,137,612)	
2 bed House		6,452 sqm @		1,120 psm	(7,226,016)	
3 bed House		10,094 sqm @		1,120 psm	(11,305,392)	
4 bed House		6,236 sqm @		1,120 psm	(6,984,460)	
5 bed House		- sqm @		1,120 psm	-	
1 bed Flat		- sqm @		1,221 psm	-	
2 bed Flat	23,798	- sqm @		1,221 psm	-	
External works		26,653,480 @		20.0%	(5,330,696)	
Ext. Works analysis:				21,323 £per unit		
Lifetime Homes		units @		£ per unit	-	
M4(2) Category 2 Housing	Aff units	75 units @	10% @	521 £ per unit	(3,908)	
M4(3) Category 3 Housing	Aff units	75 units @	0% @	10,111 £ per unit	-	
M4(2) Category 2 Housing	Mrkt units	175 units @	10% @	521 £ per unit	(9,118)	
M4(3) Category 3 Housing	Mrkt units	175 units @	0% @	10,111 £ per unit	-	
Carbon/Energy Reduction		250 units @		£ per unit	-	
EV Charging Points - Houses		250 units @		1,000 £ per unit	(250,000)	
EV Charging Points - Flats		- units @		10,000 £ per unit	-	
Water Efficiency		250 units @		£ per unit	-	
Contingency (on construction)		32,499,951 @		3.0%	(974,999)	
Professional Fees		32,499,951 @		7.0%	(2,274,997)	
Disposal Costs -						
OMS Marketing and Promotion		52,106,250 OMS @		3.00%	6,253 £ per unit	(1,563,188)
Residential Sales Agent Costs		52,106,250 OMS @		1.00%	2,084 £ per unit	(521,063)
Residential Sales Legal Costs		52,106,250 OMS @		0.25%	521 £ per unit	(130,266)
Affordable Sale Legal Costs				lump sum	(10,000)	
Disposal Cost analysis:				8,898 £ per unit		
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(106,742)	
Developers Profit -						
Profit on OMS		52,106,250		20.00%	(10,421,250)	
Margin on AH		9,709,106		6.00% on AH values	(582,546)	
Profit analysis:		61,815,356		17.80% blended GDV	(11,003,796)	
		42,709,163		25.76% on costs	(11,003,796)	
TOTAL COSTS					(53,712,959)	
RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)					8,102,397	
SDLT		8,102,397 @		HMRC formula	(394,620)	
Acquisition Agent fees		8,102,397 @		1.0%	(81,024)	
Acquisition Legal fees		8,102,397 @		0.5%	(40,512)	
Interest on Land		8,102,397 @		6.00%	(486,144)	
Residual Land Value					7,100,097	
RLV analysis:	28,400 £ per plot	994,014 £ per ha		402,272 £ per acre	11.49% % RLV / GDV	
BENCHMARK LAND VALUE (BLV)						
Residential Density		35.0 dph				
Site Area (Net)		7.14 ha		17.65 acres		
Benchmark Land Value (Net)	11,296 £ per plot	395,360 £ per ha		160,000 £ per acre	2,824,000	
BLV analysis:	Density	3,332 sqm/ha		14,513 sqft/ac		
BALANCE						
Surplus/(Deficit)		598,654 £ per ha		242,272 £ per acre	4,276,097	

Scheme Ref: **T**
 No Units: **250** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above.
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
	6,000	540,400	502,337	464,274	426,211	388,147	350,084	312,021
	7,000	527,951	489,888	451,824	413,761	375,698	337,635	299,572
Site Specific S106	8,000	515,501	477,438	439,375	401,312	363,249	325,185	287,122
17,710	9,000	503,052	464,989	426,926	388,862	350,799	312,736	274,665
	10,000	490,603	452,539	414,476	376,413	338,350	300,279	262,205
	11,000	478,153	440,090	402,027	363,964	325,892	287,818	249,744
	12,000	465,704	427,641	389,577	351,506	313,432	275,357	237,283
	13,000	453,254	415,191	377,119	339,045	300,971	262,897	224,823
	14,000	440,805	402,733	364,659	326,584	288,510	250,436	212,362
	15,000	428,346	390,272	352,198	314,124	276,050	237,976	199,892
	16,000	415,886	377,811	339,737	301,663	263,589	225,510	187,419
	17,000	403,425	365,351	327,277	289,202	251,128	213,037	174,946
	18,000	390,964	352,890	314,816	276,742	238,655	200,564	162,473
	19,000	378,504	340,429	302,355	264,272	226,182	188,091	150,000
	20,000	366,043	327,969	289,890	251,799	213,709	175,618	137,518

TABLE 2		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
	15.0%	560,639	513,339	466,039	418,740	371,430	324,114	276,798
	16.0%	527,427	481,972	436,517	391,063	345,599	300,128	254,656
Profit	17.0%	494,214	450,605	406,995	363,386	319,767	276,141	232,515
20.0%	18.0%	461,002	419,238	377,473	335,709	293,935	252,154	210,374
	19.0%	427,790	387,871	347,952	308,032	268,103	228,168	188,232
	20.0%	394,578	356,504	318,430	280,355	242,272	204,181	166,091

TABLE 3		Affordable Housing - % on site 30%						
Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
	100,000	454,578	416,504	378,430	340,355	302,272	264,181	226,091
	110,000	444,578	406,504	368,430	330,355	292,272	254,181	216,091
BLV (£ per acre)	120,000	434,578	396,504	358,430	320,355	282,272	244,181	206,091
160,000	130,000	424,578	386,504	348,430	310,355	272,272	234,181	196,091
	140,000	414,578	376,504	338,430	300,355	262,272	224,181	186,091
	150,000	404,578	366,504	328,430	290,355	252,272	214,181	176,091
	160,000	394,578	356,504	318,430	280,355	242,272	204,181	166,091
	170,000	384,578	346,504	308,430	270,355	232,272	194,181	156,091
	180,000	374,578	336,504	298,430	260,355	222,272	184,181	146,091
	190,000	364,578	326,504	288,430	250,355	212,272	174,181	136,091
	200,000	354,578	316,504	278,430	240,355	202,272	164,181	126,091
	225,000	329,578	291,504	253,430	215,355	177,272	139,181	101,091
	250,000	304,578	266,504	228,430	190,355	152,272	114,181	76,091
	275,000	279,578	241,504	203,430	165,355	127,272	89,181	51,091
	300,000	254,578	216,504	178,430	140,355	102,272	64,181	26,091
	325,000	229,578	191,504	153,430	115,355	77,272	39,181	1,091

Scheme Ref: **T**
 No Units: **250** Location: **Wider Charnwood** Development Scenario: **Large greenfield**
 Notes: **Lower quartile BCIS**

TABLE 4 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
20	156,902	135,145	113,388	91,632	69,870	48,104	26,337	
22	188,592	164,659	140,727	116,795	92,857	68,914	44,971	
Density (dph)	24	220,282	194,174	168,066	141,958	115,844	89,724	63,605
35.0	26	251,972	223,688	195,405	167,121	138,830	110,535	82,239
	28	283,662	253,203	222,744	192,284	161,817	131,345	100,872
	30	315,352	282,717	250,082	217,447	184,804	152,155	119,506
	32	347,043	312,232	277,421	242,611	207,791	172,966	138,140
	34	378,733	341,746	304,760	267,774	230,778	193,776	156,774
	36	410,423	371,261	332,099	292,937	253,765	214,586	175,407
	38	442,113	400,775	359,438	318,100	276,752	235,397	194,041
	40	473,803	430,290	386,777	343,263	299,739	256,207	212,675

TABLE 5 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
98%	431,820	393,219	354,618	316,018	277,417	238,816	200,211	
100%	394,578	356,504	318,430	280,355	242,272	204,181	166,091	
Build Cost	102%	357,336	319,787	282,224	244,660	207,097	169,533	131,950
100%	104%	320,067	283,031	245,995	208,958	171,902	134,845	97,785
(105% = 5% increase)	106%	282,784	246,273	209,744	173,215	136,685	100,135	63,580
	108%	245,475	209,473	173,471	137,454	101,427	65,393	29,336
	110%	208,146	172,659	137,161	101,663	66,140	30,612	(4,951)
	112%	170,782	135,812	100,826	65,828	30,814	(4,219)	(39,289)
	114%	133,397	98,927	64,458	29,955	(4,559)	(39,102)	(73,688)
	116%	95,970	62,010	28,037	(5,963)	(39,988)	(74,052)	(108,171)
	118%	58,502	25,051	(8,429)	(41,937)	(75,481)	(109,075)	(142,737)
	120%	20,994	(11,958)	(44,949)	(77,974)	(111,046)	(144,183)	(177,423)

TABLE 6 Affordable Housing - % on site 30%

Balance (RLV - BLV £ per acre)	242,272	10%	15%	20%	25%	30%	35%	40%
80%	(112,364)	(122,406)	(132,459)	(142,513)	(152,582)	(162,655)	(172,748)	
82%	(61,322)	(74,179)	(87,038)	(99,897)	(112,773)	(125,649)	(138,546)	
Market Values	84%	(10,422)	(26,079)	(41,741)	(57,414)	(73,087)	(88,773)	(104,466)
100%	86%	40,386	21,920	3,455	(15,019)	(33,501)	(51,983)	(70,482)
(105% = 5% increase)	88%	91,117	69,847	48,577	27,304	6,018	(15,268)	(36,565)
	90%	141,786	117,716	93,645	69,567	45,480	21,393	(2,703)
	92%	192,410	165,541	138,667	111,783	84,898	58,013	31,114
	94%	243,004	213,324	183,644	153,964	124,284	94,594	64,895
	96%	293,547	261,073	228,598	196,123	163,635	131,144	98,652
	98%	344,080	308,808	273,526	238,243	202,960	167,678	132,382
	100%	394,578	356,504	318,430	280,355	242,272	204,181	166,091
	102%	445,075	404,196	363,317	322,437	281,557	240,678	199,786
	104%	495,532	451,863	408,193	364,518	320,833	277,148	233,463
	106%	545,990	499,517	453,044	406,571	360,099	313,619	267,129
	108%	596,441	547,171	497,895	448,619	399,343	350,067	300,791
	110%	646,863	594,799	542,735	490,667	438,588	386,509	334,430
	112%	697,285	642,420	587,555	532,690	477,825	422,950	368,068
	114%	747,707	690,041	632,375	574,708	517,042	459,376	401,706
	116%	798,118	737,662	677,194	616,727	556,259	495,792	435,324
	118%	848,510	785,256	722,003	658,745	595,476	532,208	468,939
	120%	898,902	832,849	766,795	700,742	634,689	568,623	502,553

Scheme Ref: **U**
 No Units: **35** Location: **Borough Wide** Development Scenario: **Small Brownfield Flatted Scheme**
 Notes: **Lower quartile BCIS**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		35 Units							
AH Policy requirement (% Target)		10%							
AH tenure split %		Affordable Rent:		50.0%		50.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		50.0%		5.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing		90%							
		100%							
		100.0%							
CIL Rate (£ psm)		0.00 £ psm							
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	40.0%	12.6	60.0%	2.1	42%	14.7			
2 bed Flat	60.0%	18.9	40.0%	1.4	58%	20.3			
Total number of units	100.0%	31.5	100.0%	3.5	100%	35.0			
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)					
1 bed House	58.0	624	%	58.0	624				
2 bed House	72.0	775		72.0	775				
3 bed House	84.0	904		84.0	904				
4 bed House	103.0	1,109		103.0	1,109				
5 bed House	0	0		0.0	0				
1 bed Flat	45.0	484	85.0%	52.9	570				
2 bed Flat	64.0	689	85.0%	75.3	810				
AH Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)					
1 bed House	58.0	624	%	58.0	624				
2 bed House	72.0	775		72.0	775				
3 bed House	84.0	904		84.0	904				
4 bed House	103.0	1,109		103.0	1,109				
5 bed House	0	0		0.0	0				
1 bed Flat	45.0	484	85.0%	52.9	570				
2 bed Flat	61.0	657	85.0%	71.8	772				
Total Gross Floor areas -		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqm)					
1 bed House	0	0	0	0	0				
2 bed House	0	0	0	0	0				
3 bed House	0	0	0	0	0				
4 bed House	0	0	0	0	0				
5 bed House	0	0	0	0	0				
1 bed Flat	667	7,180	111	1,197	778	8,377			
2 bed Flat	1,423	15,318	100	1,081	1,524	16,399			
	2,090	22,498	212	2,278	2,302	24,776			
AH % by floor area:		9.19% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	150,000	2,586	240	0					
2 bed House	200,000	2,778	258	0					
3 bed House	225,000	2,679	249	0					
4 bed House	270,000	2,621	244	0					
5 bed House	0	0	0	0					
1 bed Flat	120,000	2,667	248	0	1,764,000				
2 bed Flat	160,000	2,500	232	0	3,248,000				
					5,012,000				
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	67,500	45%	0	0%	105,000	70%	105,000	70%	
2 bed House	90,000	45%	0	0%	140,000	70%	140,000	70%	
3 bed House	101,250	45%	0	0%	157,500	70%	157,500	70%	
4 bed House	121,500	45%	0	0%	189,000	70%	189,000	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	54,000	45%	0	0%	84,000	70%	84,000	70%	
2 bed Flat	72,000	45%	0	0%	112,000	70%	112,000	70%	

Scheme Ref: **U**
 No Units: **35** Location: **Borough Wide** Development Scenario: **Small Brownfield Flatted Scheme**
 Notes: **Lower quartile BCIS**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	0.0	@	200,000	-
3 bed House	0.0	@	225,000	-
4 bed House	0.0	@	270,000	-
5 bed House	0.0	@	0	-
1 bed Flat	12.6	@	120,000	1,512,000
2 bed Flat	18.9	@	160,000	3,024,000
	31.5			4,536,000
Affordable Rent GDV -				
1 bed House	0.0	@	67,500	-
2 bed House	0.0	@	90,000	-
3 bed House	0.0	@	101,250	-
4 bed House	0.0	@	121,500	-
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	54,000	56,700
2 bed Flat	0.7	@	72,000	50,400
	1.8			107,100
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	140,000	-
3 bed House	0.0	@	157,500	-
4 bed House	0.0	@	189,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,000	-
2 bed Flat	0.0	@	112,000	-
	0.0			-
Intermediate GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	0.0	@	140,000	-
3 bed House	0.0	@	157,500	-
4 bed House	0.0	@	189,000	-
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	84,000	88,200
2 bed Flat	0.7	@	112,000	78,400
	1.8	3.5		166,600
Sub-total GDV Residential	35			4,809,700
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	202,300
		88 £ psm (total GIA sqm)	5,780 £ per unit (total units)	
Grant	4	AH units @	0 per unit	-
Total GDV				4,809,700

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(16,170)
Planning Application Professional Fees, Surveys and reports				(50,000)
CIL		2,090 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	35 units @	14,685 per unit	(513,975)
	S106 analysis:	2,202,750 £ per ha	10.69% % of GDV	14,685 £ per unit (total ur)
			2,302 sqm (total)	0 £ psm
	Comm. Sum analysis:		0.00% % of GDV	
<i>cont./</i>				



Scheme Ref: U **Location:** Borough Wide **Development Scenario:** Small Brownfield Flatted Scheme
No Units: 35 **Notes:** Lower quartile BCIS

Construction Costs -						
Site Clearance, Demolition & Remediation		0.23	ha @	123,550	£ per ha (if brownfield)	(28,828)
Net Biodiversity costs		35	units @	287	£ per unit	(10,045)
Site Infrastructure costs -	Year 1	0				-
	Year 2	0				-
	Year 3	0				-
	Year 4	0				-
	Year 5	0				-
	Year 6	0				-
	Year 7	0				-
	Year 8	0				-
	Year 9	0				-
	Year 10	0				-
	Year 11	0				-
	Year 12	0				-
	Year 13	0				-
	Year 14	0				-
	Year 15	0				-
	total	35	units @	0	per unit	-
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0 £ per unit (total ur)
1 bed House		-	sqm @	1,120	psm	-
2 bed House		-	sqm @	1,120	psm	-
3 bed House		-	sqm @	1,120	psm	-
4 bed House		-	sqm @	1,120	psm	-
5 bed House		-	sqm @	1,120	psm	-
1 bed Flat		778	sqm @	1,221	psm	(950,225)
2 bed Flat		2,302	1,524	sqm @	1,221	psm
						(1,860,229)
External works		2,810,455	@	5.0%		(140,523)
Ext. Works analysis:				4,015	£per unit	
Lifetime Homes			units @		£ per unit	-
M4(2) Category 2 Housing	Aff units	4	units @	10%	521	£ per unit
						(182)
M4(3) Category 3 Housing	Aff units	4	units @	0%	10,111	£ per unit
						-
M4(2) Category 2 Housing	Mrkt units	32	units @	10%	521	£ per unit
						(1,641)
M4(3) Category 3 Housing	Mrkt units	32	units @	0%	10,111	£ per unit
						-
Carbon/Energy Reduction		35	units @			£ per unit
						-
EV Charging Points - Houses		-	units @		1,000	£ per unit
						-
EV Charging Points - Flats		9	units @		10,000	£ per unit
						(87,500)
Water Efficiency		35	units @			£ per unit
						-
Contingency (on construction)		3,079,174	@	5.0%		(153,959)
Professional Fees		3,079,174	@	7.0%		(215,542)
Disposal Costs -						
OMS Marketing and Promotion		4,536,000	OMS @	3.00%	3,888	£ per unit
						(136,080)
Residential Sales Agent Costs		4,536,000	OMS @	1.00%	1,296	£ per unit
						(45,360)
Residential Sales Legal Costs		4,536,000	OMS @	0.25%	324	£ per unit
						(11,340)
Affordable Sale Legal Costs						lump sum
						(10,000)
Disposal Cost analysis:					5,794	£ per unit
Interest (on Development Costs) -			6.00%	APR	0.487%	pcm
						(224,414)
Developers Profit -						
Profit on OMS		4,536,000		20.00%		(907,200)
Margin on AH		273,700		6.00%	on AH values	(16,422)
Profit analysis:		4,809,700		19.20%	blended GDV	(923,622)
		4,456,014		20.73%	on costs	(923,622)
TOTAL COSTS						(5,379,636)

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						(569,936)
SDLT		-	569,936	@	HMRC formula	38,997
Acquisition Agent fees		-	569,936	@	1.0%	5,699
Acquisition Legal fees		-	569,936	@	0.5%	2,850
Interest on Land		-	569,936	@	6.00%	34,196
Residual Land Value						(488,194)
RLV analysis:		(13,948)	£ per plot	(2,092,262)	£ per ha	(846,727) £ per acre
						-10.15% % RLV / GDV

BENCHMARK LAND VALUE (BLV)						
Residential Density			150.0	dph		
Site Area (Net)			0.23	ha	0.58	acres
Benchmark Land Value (Net)		3,459	£ per plot	518,910	£ per ha	210,000
						£ per acre
BLV analysis:		Density	9,865	sqm/ha	42,972	sqft/ac
						121,079

BALANCE						
Surplus/(Deficit)			(2,611,172)	£ per ha	(1,056,727)	£ per acre
						(609,273)

Scheme Ref: **U**
 No Units: **35** Location: **Borough Wide** Development Scenario: **Small Brownfield Flatted Scheme**
 Notes: **Lower quartile BCIS**

SENSITIVITY ANALYSIS
 The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
Site Specific S106	5,000		(377,200)	(439,360)	(501,522)	(563,685)	(626,029)	(688,548)	(751,096)
	6,000		(434,173)	(496,336)	(558,499)	(620,773)	(683,291)	(745,809)	(808,645)
	7,000		(491,149)	(553,312)	(615,516)	(678,034)	(740,553)	(803,256)	(866,193)
	8,000		(548,126)	(610,288)	(672,778)	(735,296)	(797,867)	(860,804)	(923,771)
	9,000		(605,102)	(667,521)	(730,039)	(792,558)	(855,415)	(918,353)	(981,607)
	10,000		(662,264)	(724,783)	(787,301)	(850,026)	(912,964)	(976,023)	(1,039,444)
	11,000		(719,526)	(782,044)	(844,637)	(907,575)	(970,512)	(1,033,860)	(1,097,312)
	12,000		(776,788)	(839,306)	(902,186)	(965,123)	(1,028,276)	(1,091,697)	(1,155,439)
	13,000		(834,049)	(896,797)	(959,734)	(1,022,692)	(1,086,113)	(1,149,597)	(1,213,565)
	14,000		(891,408)	(954,345)	(1,017,283)	(1,080,529)	(1,143,950)	(1,207,723)	(1,271,284)
	15,000		(948,956)	(1,011,894)	(1,074,945)	(1,138,366)	(1,201,882)	(1,265,850)	(1,687,337)
16,000		(1,006,505)	(1,069,442)	(1,132,782)	(1,196,202)	(1,260,008)	(1,401,849)	(2,003,391)	
17,000		(1,064,053)	(1,127,198)	(1,190,619)	(1,254,167)	(1,318,134)	(1,717,902)	(2,319,444)	
18,000		(1,121,614)	(1,185,035)	(1,248,455)	(1,312,293)	(1,432,435)	(2,033,956)	(2,635,498)	
19,000		(1,179,451)	(1,242,871)	(1,306,451)	(1,370,419)	(1,748,467)	(2,350,009)	(2,951,551)	

TABLE 2

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
Profit	15.0%		(548,392)	(630,451)	(712,534)	(795,076)	(877,623)	(960,713)	(1,320,075)
	16.0%		(624,879)	(703,114)	(781,373)	(860,091)	(938,813)	(1,018,078)	(1,373,616)
	17.0%		(701,367)	(775,777)	(850,211)	(925,105)	(1,000,003)	(1,075,443)	(1,427,157)
	18.0%		(777,854)	(848,440)	(919,050)	(990,119)	(1,061,192)	(1,132,809)	(1,480,698)
	19.0%		(854,341)	(921,103)	(987,888)	(1,055,133)	(1,122,382)	(1,190,174)	(1,534,240)
	20.0%		(930,828)	(993,766)	(1,056,727)	(1,120,147)	(1,183,572)	(1,247,540)	(1,587,781)

TABLE 3

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
BLV (£ per acre)	100,000		(820,828)	(883,766)	(946,727)	(1,010,147)	(1,073,572)	(1,137,540)	(1,477,781)
	110,000		(830,828)	(893,766)	(956,727)	(1,020,147)	(1,083,572)	(1,147,540)	(1,487,781)
	120,000		(840,828)	(903,766)	(966,727)	(1,030,147)	(1,093,572)	(1,157,540)	(1,497,781)
	130,000		(850,828)	(913,766)	(976,727)	(1,040,147)	(1,103,572)	(1,167,540)	(1,507,781)
	140,000		(860,828)	(923,766)	(986,727)	(1,050,147)	(1,113,572)	(1,177,540)	(1,517,781)
	150,000		(870,828)	(933,766)	(996,727)	(1,060,147)	(1,123,572)	(1,187,540)	(1,527,781)
	160,000		(880,828)	(943,766)	(1,006,727)	(1,070,147)	(1,133,572)	(1,197,540)	(1,537,781)
	170,000		(890,828)	(953,766)	(1,016,727)	(1,080,147)	(1,143,572)	(1,207,540)	(1,547,781)
	180,000		(900,828)	(963,766)	(1,026,727)	(1,090,147)	(1,153,572)	(1,217,540)	(1,557,781)
	190,000		(910,828)	(973,766)	(1,036,727)	(1,100,147)	(1,163,572)	(1,227,540)	(1,567,781)
	200,000		(920,828)	(983,766)	(1,046,727)	(1,110,147)	(1,173,572)	(1,237,540)	(1,577,781)
	225,000		(945,828)	(1,008,766)	(1,071,727)	(1,135,147)	(1,198,572)	(1,262,540)	(1,602,781)
	250,000		(970,828)	(1,033,766)	(1,096,727)	(1,160,147)	(1,223,572)	(1,287,540)	(1,627,781)
	275,000		(995,828)	(1,058,766)	(1,121,727)	(1,185,147)	(1,248,572)	(1,312,540)	(1,652,781)
	300,000		(1,020,828)	(1,083,766)	(1,146,727)	(1,210,147)	(1,273,572)	(1,337,540)	(1,677,781)
	325,000		(1,045,828)	(1,108,766)	(1,171,727)	(1,235,147)	(1,298,572)	(1,362,540)	(1,702,781)

Scheme Ref: **U**
 No Units: **35** Location: **Borough Wide** Development Scenario: **Small Brownfield Flatted Scheme**
 Notes: **Lower quartile BCIS**

TABLE 4

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
Density (dph)	50		(486,611)	(507,615)	(528,755)	(549,895)	(571,215)	(664,158)	(864,672)
	75		(597,666)	(629,134)	(660,748)	(692,458)	(724,304)	(756,288)	(1,045,449)
150.0	100		(708,720)	(750,678)	(792,741)	(835,021)	(877,393)	(920,039)	(1,226,226)
	125		(819,774)	(872,222)	(924,734)	(977,584)	(1,030,483)	(1,083,789)	(1,407,003)
	150		(930,828)	(993,766)	(1,056,727)	(1,120,147)	(1,183,572)	(1,247,540)	(1,587,781)
	175		(1,041,883)	(1,115,310)	(1,188,737)	(1,262,710)	(1,336,701)	(1,411,290)	(1,768,558)
	200		(1,152,937)	(1,236,854)	(1,320,770)	(1,405,273)	(1,489,834)	(1,575,041)	(1,949,335)
	225		(1,263,991)	(1,358,398)	(1,452,804)	(1,547,836)	(1,642,967)	(1,738,792)	(2,130,112)
	250		(1,375,046)	(1,479,941)	(1,584,837)	(1,690,400)	(1,796,100)	(1,902,542)	(2,310,889)
	275		(1,486,100)	(1,601,485)	(1,716,871)	(1,832,963)	(1,949,234)	(2,066,293)	(2,491,666)
	300		(1,597,154)	(1,723,029)	(1,848,904)	(1,975,526)	(2,102,367)	(2,230,043)	(2,672,443)

TABLE 5

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
Build Cost	85%		(114,219)	(179,616)	(245,087)	(310,557)	(376,028)	(441,738)	(507,519)
	90%		(384,894)	(449,468)	(514,043)	(578,618)	(643,467)	(708,410)	(773,500)
(105% = 5% increase)	95%		(657,117)	(720,847)	(784,577)	(848,510)	(912,666)	(976,952)	(1,041,596)
	100%		(930,828)	(993,766)	(1,056,727)	(1,120,147)	(1,183,572)	(1,247,540)	(1,587,781)
	105%		(1,206,043)	(1,268,239)	(1,330,713)	(1,393,450)	(1,456,458)	(1,519,724)	(1,889,558)
	110%		(1,482,774)	(1,578,920)	(2,167,038)	(2,755,228)	(3,343,419)	(3,931,609)	(4,519,799)
	115%		(2,496,722)	(3,078,236)	(3,659,751)	(4,241,265)	(4,822,779)	(5,404,294)	(5,985,808)
	120%		(4,002,786)	(4,577,624)	(5,152,463)	(5,727,302)	(6,302,140)	(6,876,979)	(7,451,817)
	125%		(5,508,850)	(6,077,013)	(6,645,176)	(7,213,338)	(7,781,501)	(8,349,664)	(8,917,827)
	130%		(7,014,914)	(7,576,401)	(8,137,888)	(8,699,375)	(9,260,862)	(9,822,349)	(10,383,836)
	135%		(8,520,978)	(9,075,789)	(9,630,600)	(10,185,412)	(10,740,223)	(11,295,034)	(11,849,845)
	140%		(10,027,042)	(10,575,178)	(11,123,313)	(11,671,448)	(12,219,584)	(12,767,719)	(13,315,854)

TABLE 6

		Affordable Housing - % on site 10%							
Balance (RLV - BLV £ per acre)		(1,056,727)	0%	5%	10%	15%	20%	25%	30%
Market Values	80%		(5,774,827)	(5,986,554)	(6,198,281)	(6,410,008)	(6,621,735)	(6,833,462)	(7,045,189)
	82%		(4,995,197)	(5,245,905)	(5,496,614)	(5,747,322)	(5,998,031)	(6,248,739)	(6,499,448)
(105% = 5% increase)	84%		(4,215,567)	(4,505,257)	(4,794,947)	(5,084,637)	(5,374,327)	(5,664,017)	(5,953,707)
	86%		(3,435,937)	(3,764,609)	(4,093,280)	(4,421,952)	(4,750,623)	(5,079,295)	(5,407,966)
	88%		(2,656,308)	(3,023,961)	(3,391,614)	(3,759,267)	(4,126,920)	(4,494,573)	(4,862,225)
	90%		(1,876,678)	(2,283,312)	(2,689,947)	(3,096,581)	(3,503,216)	(3,909,850)	(4,316,485)
	92%		(1,411,042)	(1,542,664)	(1,988,280)	(2,433,896)	(2,879,512)	(3,325,128)	(3,770,744)
	94%		(1,290,240)	(1,336,049)	(1,381,851)	(1,771,211)	(2,255,808)	(2,740,406)	(3,225,003)
	96%		(1,170,122)	(1,221,530)	(1,273,140)	(1,325,024)	(1,632,104)	(2,155,683)	(2,679,262)
	98%		(1,050,257)	(1,107,418)	(1,164,833)	(1,222,314)	(1,280,240)	(1,570,961)	(2,133,521)
	100%		(930,828)	(993,766)	(1,056,727)	(1,120,147)	(1,183,572)	(1,247,540)	(1,587,781)
	102%		(811,767)	(880,308)	(949,217)	(1,018,126)	(1,087,473)	(1,156,913)	(1,226,923)
104%		(693,000)	(767,395)	(841,790)	(916,612)	(991,492)	(1,066,811)	(1,142,338)	
106%		(574,608)	(654,565)	(734,899)	(815,232)	(895,949)	(976,801)	(1,058,161)	
108%		(456,474)	(542,263)	(628,053)	(714,280)	(800,551)	(887,229)	(974,078)	
110%		(338,619)	(430,035)	(521,732)	(613,428)	(705,537)	(797,747)	(890,452)	
112%		(221,090)	(318,220)	(415,411)	(513,014)	(610,617)	(708,672)	(806,852)	
114%		(103,642)	(206,567)	(309,573)	(412,600)	(516,109)	(619,619)	(723,683)	
116%		13,309	(95,113)	(203,797)	(312,679)	(421,602)	(531,018)	(640,545)	
118%		130,260	15,991	(98,278)	(212,779)	(327,538)	(442,418)	(557,741)	
120%		246,883	127,094	6,978	(113,139)	(233,515)	(354,150)	(475,047)	

Scheme Ref: **V**
 No Units: **5** Location: **Borough Wide** Development Scenario: **Greenfield RES**
 Notes: **Median BCIS** (Rural Exception Site)

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				5 Units					
AH Policy requirement (% Target)				100%					
AH tenure split %		Affordable Rent:		67.0%		67.0% % Rented			
		Social Rent:		0.0%					
		First Homes:		0.0%					
		Other Intermediate (LCHO/Sub-Market etc.):		33.0%		33.0% % of total (>10% for NPPF para 64.)			
Open Market Sale (OMS) housing				0%		100.0%			
CIL Rate (£ psm)				0.00		£ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	23.35%	1.2	23%	1.2			
2 bed House	20.0%	0.0	41.70%	2.1	42%	2.1			
3 bed House	55.0%	0.0	28.30%	1.4	28%	1.4			
4 bed House	25.0%	0.0	6.65%	0.3	7%	0.3			
5 bed House	0.0%	0.0	0.00%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	0.00%	0.0	0%	0.0			
Total number of units	100.0%	0.0	100.0%	5.0	100%	5.0			
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)					
1 bed House	58.0	624		58.0		624			
2 bed House	80.0	861		80.0		861			
3 bed House	105.0	1,130		105.0		1,130			
4 bed House	130.0	1,399		130.0		1,399			
5 bed House		0		0.0		0			
1 bed Flat	45.0	484	85.0%	52.9		570			
2 bed Flat	64.0	689	85.0%	75.3		810			
AH Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)					
1 bed House	58.0	624		58.0		624			
2 bed House	72.0	775		72.0		775			
3 bed House	84.0	904		84.0		904			
4 bed House	103.0	1,109		103.0		1,109			
5 bed House	0.0	0		0.0		0			
1 bed Flat	45.0	484	85.0%	52.9		570			
2 bed Flat	61.0	657	85.0%	71.8		772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqm)					
1 bed House	0	0	68	729	68	729			
2 bed House	0	0	150	1,616	150	1,616			
3 bed House	0	0	119	1,279	119	1,279			
4 bed House	0	0	34	369	34	369			
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			
	0	0	371	3,993	371	3,993			
AH % by floor area:		100.00% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House	160,000	2,759	256	186,800					
2 bed House	230,000	2,875	267	479,550					
3 bed House	325,000	3,095	288	459,875					
4 bed House	425,000	3,269	304	141,313					
5 bed House				0					
1 bed Flat		0	0	0					
2 bed Flat		0	0	0					
				1,267,538					
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £	% of MV	Intermediate £	% of MV
1 bed House	72,000	45%	0	0%	112,000	70%	112,000	70%	
2 bed House	103,500	45%	0	0%	161,000	70%	161,000	70%	
3 bed House	146,250	45%	0	0%	227,500	70%	227,500	70%	
4 bed House	191,250	45%	0	0%	297,500	70%	297,500	70%	
5 bed House	0	45%	0	0%	0	70%	0	70%	
1 bed Flat	0	45%	0	0%	0	70%	0	70%	
2 bed Flat	0	45%	0	0%	0	70%	0	70%	

Scheme Ref: **V**
 No Units: **5** Location: **Borough Wide** Development Scenario: **Greenfield RES**
 Notes: **Median BCIS** **(Rural Exception Site)**

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	160,000	-
2 bed House	0.0	@	230,000	-
3 bed House	0.0	@	325,000	-
4 bed House	0.0	@	425,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Affordable Rent GDV -				
1 bed House	0.8	@	72,000	56,320
2 bed House	1.4	@	103,500	144,584
3 bed House	0.9	@	146,250	138,652
4 bed House	0.2	@	191,250	42,606
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	3.4			382,163
Social Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
1 bed House	0.0	@	112,000	-
2 bed House	0.0	@	161,000	-
3 bed House	0.0	@	227,500	-
4 bed House	0.0	@	297,500	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	0.0			-
Intermediate GDV -				
1 bed House	0.4	@	112,000	43,151
2 bed House	0.7	@	161,000	110,776
3 bed House	0.5	@	227,500	106,231
4 bed House	0.1	@	297,500	32,643
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
	1.7	5.0		292,801
Sub-total GDV Residential				
	5			674,964
<i>AH on-site cost analysis:</i>				
			1,597 £ psm (total GIA sqm)	EMV (no AH) less EGDV (inc. AH) 592,574
				118,515 £ per unit (total units)
Grant				
	5	AH units @	14,735 per unit	73,674
Total GDV				
				748,637

DEVELOPMENT COSTS				
Initial Payments -				
Statutory Planning Fees (Residential)				(2,310)
Planning Application Professional Fees, Surveys and reports				(10,000)
CIL				-
CIL analysis: 0 sqm (Market only) 0.00% £ psm				0 £ per unit (total units)
Site Specific S106 Contributions				-
Year 1	0			-
Year 2	0			-
Year 3	0			-
Year 4	0			-
Year 5	0			-
Year 6	0			-
Year 7	0			-
Year 8	0			-
Year 9	0			-
Year 10	0			-
Year 11	0			-
Year 12	0			-
Year 13	0			-
Year 14	0			-
Year 15	0			-
total	5 units @		14,685 per unit	(73,425)
S106 analysis: 293,700 £ per ha				10.88% % of GDV
AH Commuted Sum				371 sqm (total) 14,685 £ per unit (total units) (73,425)
Comm. Sum analysis:				0.00% % of GDV

cont./

Scheme Ref:	V	Location:	Borough Wide	Development Scenario:	Greenfield RES (Rural Exception Site)
No Units:	5				
Notes:	Median BCIS				
Construction Costs -					
Site Clearance, Demolition & Remediation		0.25 ha @		0 £ per ha (if brownfield)	-
Net Biodiversity costs		5 units @		1,011 £ per unit	(5,055)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	5 units @		0 per unit	-
Infra. Costs analysis:		- £ per ha	0.00% % of GDV	0 £ per unit (total units)	-
1 bed House		68 sqm @		1,231 psm	(83,357)
2 bed House		150 sqm @		1,231 psm	(184,798)
3 bed House		119 sqm @		1,231 psm	(146,317)
4 bed House		34 sqm @		1,231 psm	(42,159)
5 bed House		- sqm @		1,231 psm	-
1 bed Flat		- sqm @		1,389 psm	-
2 bed Flat		371 - sqm @		1,389 psm	-
External works		456,630 @		10.0%	(45,663)
Ext. Works analysis:				9,133 £ per unit	
Lifetime Homes		units @			£ per unit
M4(2) Category 2 Housing	Aff units	5 units @	5% @	521 £ per unit	(130)
M4(3) Category 3 Housing	Aff units	5 units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	- units @	5% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	- units @	0% @	10,111 £ per unit	-
Carbon/Energy Reduction		5 units @			£ per unit
EV Charging Points - Houses		5 units @		1,000 £ per unit	(5,000)
EV Charging Points - Flats		- units @		10,000 £ per unit	-
Water Efficiency		5 units @			£ per unit
Contingency (on construction)		512,478 @		3.0%	(15,374)
Professional Fees		512,478 @		7.0%	(35,873)
Disposal Costs -					
OMS Marketing and Promotion		- OMS @		3.00%	0 £ per unit
Residential Sales Agent Costs		- OMS @		1.00%	0 £ per unit
Residential Sales Legal Costs		- OMS @		0.25%	0 £ per unit
Affordable Sale Legal Costs					lump sum
Disposal Cost analysis:				2,000 £ per unit	(10,000)
Interest (on Development Costs) -			6.00% APR	0.487% pcm	(3,534)
Developers Profit -					
Profit on OMS		0		20.00%	-
Margin on AH		674,964		6.00% on AH values	(40,498)
Profit analysis:		674,964		6.00% blended GDV	(40,498)
		662,995		6.11% on costs	(40,498)
TOTAL COSTS					(703,493)
RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					45,144
SDLT		45,144 @		HMRC formula	8,243
Acquisition Agent fees		45,144 @		1.0%	(451)
Acquisition Legal fees		45,144 @		0.5%	(226)
Interest on Land		45,144 @		6.00%	(2,709)
Residual Land Value					50,001
RLV analysis:	10,000 £ per plot	200,004 £ per ha		80,941 £ per acre	7.41% % RLV / GDV
BENCHMARK LAND VALUE (BLV)					
Residential Density		20.0 dph			
Site Area (Net)		0.25 ha		0.62 acres	
Benchmark Land Value (Net)		10,000 £ per plot	200,000 £ per ha	80,939 £ per acre	50,000
BLV analysis:	Density	1,484 sqm/ha		6,463 sqft/ac	
BALANCE					
Surplus/(Deficit)		4 £ per ha		2 £ per acre	1

Scheme Ref: **V**
 No Units: **5** Location: **Borough Wide** Development Scenario: **Greenfield RES**
 Notes: **Median BCIS** **(Rural Exception Site)**

SENSITIVITY ANALYSIS

The following sensitivity tables show the balance of the appraisal (RLV-BLV £ per acre) for changes in appraisal input assumptions above. Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

TABLE 1

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
Site Specific S106	14,685	6,000	321,527	278,506	235,417	192,246	149,075	105,904	62,262
		7,000	314,419	271,398	228,283	185,112	141,941	98,770	55,094
		8,000	307,311	264,290	221,149	177,978	134,807	91,636	47,925
		9,000	300,203	257,182	214,015	170,844	127,673	84,495	40,756
		10,000	293,095	250,052	206,881	163,710	120,539	77,326	33,587
		11,000	285,987	242,918	199,747	156,576	113,405	70,158	26,418
		12,000	278,879	235,784	192,613	149,442	106,271	62,989	19,250
		13,000	271,771	228,650	185,479	142,308	99,137	55,820	12,081
		14,000	264,663	221,516	178,345	135,174	92,003	48,651	4,912
		15,000	257,555	214,382	171,211	128,040	84,869	41,483	(2,257)
		16,000	250,447	207,248	164,077	120,906	77,735	34,314	(9,425)
		17,000	243,339	200,114	156,943	113,772	70,601	27,145	(16,594)
		18,000	236,231	192,980	149,809	106,638	63,467	19,976	(23,763)
19,000	229,123	185,846	142,675	99,504	56,333	12,808	(30,932)		
20,000	222,015	178,712	135,541	92,370	49,199	5,639	(38,100)		

TABLE 2

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
Profit	20.0%	15.0%	330,119	275,234	220,342	165,450	110,558	55,462	2
		16.0%	316,054	263,513	210,965	158,418	105,870	53,118	2
		17.0%	301,989	251,792	201,589	151,385	101,182	50,773	2
		18.0%	287,924	240,071	192,212	144,352	96,493	48,429	2
		19.0%	273,859	228,350	182,835	137,320	91,805	46,085	2
		20.0%	259,794	216,629	173,458	130,287	87,116	43,741	2

TABLE 3

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
BLV (£ per plot)	10,000	5,000	300,263	257,099	213,928	170,757	127,586	84,210	40,471
		7,500	280,028	236,864	193,693	150,522	107,351	63,976	20,236
		10,000	259,794	216,629	173,458	130,287	87,116	43,741	2
		12,500	239,559	196,395	153,224	110,053	66,882	23,506	(20,233)
		15,000	219,324	176,160	132,989	89,818	46,647	3,271	(40,468)
		17,500	199,089	155,925	112,754	69,583	26,412	(16,963)	(60,703)
		20,000	178,855	135,690	92,519	49,348	6,177	(37,198)	(80,937)
		22,500	158,620	115,456	72,285	29,114	(14,057)	(57,433)	(101,172)
		25,000	138,385	95,221	52,050	8,879	(34,292)	(77,667)	(121,407)
		27,500	118,150	74,986	31,815	(11,356)	(54,527)	(97,902)	(141,641)
		30,000	97,916	54,751	11,581	(31,590)	(74,761)	(118,137)	(161,876)
		32,500	77,681	34,517	(8,654)	(51,825)	(94,996)	(138,372)	(182,111)
		35,000	57,446	14,282	(28,889)	(72,060)	(115,231)	(158,606)	(202,346)
		40,000	16,977	(26,187)	(69,358)	(112,529)	(155,700)	(199,076)	(242,815)
		45,000	(23,493)	(66,657)	(109,828)	(152,999)	(196,170)	(239,545)	(283,285)
		50,000	(63,962)	(107,126)	(150,297)	(193,468)	(236,639)	(280,015)	(323,754)

Scheme Ref: **V**
 No Units: **5** Location: **Borough Wide** Development Scenario: **Greenfield RES**
 Notes: **Median BCIS** (Rural Exception Site)

TABLE 4

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
		20	259,794	216,629	173,458	130,287	87,116	43,741	2
		22	285,773	238,292	190,804	143,316	95,828	48,115	2
	Density (dph)	24	311,752	259,955	208,150	156,345	104,540	52,489	2
	20.0	26	337,732	281,618	225,496	169,374	113,251	56,863	2
		28	363,711	303,281	242,842	182,402	121,963	61,237	2
		30	389,690	324,944	260,187	195,431	130,675	65,611	2
		32	415,670	346,607	277,533	208,460	139,386	69,985	3
		34	441,649	368,270	294,879	221,488	148,098	74,359	3
		36	467,628	389,933	312,225	234,517	156,810	78,734	3
		38	493,608	411,596	329,571	247,546	165,521	83,108	3
		40	519,587	433,258	346,917	260,575	174,233	87,482	3

TABLE 5

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
		98%	279,620	235,850	191,996	148,142	104,288	60,309	15,884
		100%	259,794	216,629	173,458	130,287	87,116	43,741	2
	Build Cost	102%	239,897	197,409	154,921	112,433	69,945	27,172	(15,881)
	100%	104%	219,993	178,188	136,383	94,578	52,774	10,604	(31,763)
	(105% = 5% increase)	106%	200,089	158,968	117,846	76,724	35,602	(5,965)	(47,690)
		108%	180,186	139,747	99,308	58,870	18,431	(22,534)	(63,650)
		110%	160,282	120,526	80,771	41,015	1,205	(39,102)	(79,609)
		112%	140,379	101,306	62,233	23,161	(16,050)	(55,671)	(95,569)
		114%	120,475	82,085	43,696	5,306	(33,305)	(72,239)	(111,529)
		116%	100,571	62,865	25,158	(12,548)	(50,560)	(88,808)	(157,872)
		118%	80,668	43,644	6,621	(30,403)	(67,815)	(105,455)	(252,246)
		120%	60,764	24,424	(11,917)	(48,257)	(85,070)	(122,104)	(346,619)

TABLE 6

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
		80%	46,049	38,503	30,957	23,412	15,786	7,894	2
		82%	67,424	56,316	45,208	34,099	22,955	11,478	2
	Market Values	84%	88,799	74,128	59,458	44,787	30,116	15,063	2
	100%	86%	110,174	91,941	73,708	55,474	37,241	18,648	2
	(105% = 5% increase)	88%	131,549	109,754	87,958	66,162	44,366	22,233	2
		90%	152,925	127,566	102,208	76,850	51,491	25,817	2
		92%	174,300	145,379	116,458	87,537	58,616	29,402	2
		94%	195,675	163,191	130,708	98,225	65,741	32,987	2
		96%	217,050	181,004	144,958	108,912	72,866	36,571	2
		98%	238,425	198,817	159,208	119,600	79,991	40,156	2
		100%	259,794	216,629	173,458	130,287	87,116	43,741	2
		102%	281,102	234,442	187,708	140,975	94,241	47,326	2
		104%	302,411	252,254	201,958	151,662	101,366	50,910	2
		106%	323,720	270,045	216,209	162,350	108,492	54,495	2
		108%	345,028	287,802	230,459	173,038	115,617	58,080	2
		110%	366,337	305,559	244,709	183,725	122,742	61,664	2
		112%	387,646	323,316	258,959	194,413	129,867	65,249	2
		114%	408,954	341,074	273,193	205,100	136,992	68,834	2
		116%	430,263	358,831	287,399	215,788	144,117	72,419	2
		118%	451,572	376,588	301,605	226,475	151,242	76,003	2
		120%	472,881	394,345	315,810	237,163	158,367	79,571	2

TABLE 7

		Affordable Housing - % on site 100%							
Balance (RLV - BLV £ per acre)		2	40%	50%	60%	70%	80%	90%	100%
		5,000	232,061	181,956	131,850	81,745	31,639	(18,915)	(69,768)
		10,000	246,309	199,765	153,221	106,677	60,134	13,267	(33,858)
	Grant (£ per unit)	15,000	260,547	217,574	174,592	131,610	88,628	45,448	1,899
	14,735	20,000	274,753	235,383	195,963	156,543	117,123	77,630	37,656
		25,000	288,959	253,192	217,334	181,476	145,618	109,759	73,413
		30,000	303,164	270,987	238,705	206,409	174,112	141,816	109,170
		35,000	317,370	288,744	260,076	231,341	202,607	173,872	144,928
		40,000	331,576	306,501	281,426	256,274	231,101	205,929	180,685
		45,000	345,782	324,258	302,735	281,207	259,596	237,985	216,374
		50,000	359,987	342,015	324,043	306,071	288,091	270,041	251,992
		55,000	374,193	359,772	345,352	330,931	316,510	302,090	287,611

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

210202 Charnwood Residential Appraisals_Wider Charnwood_S-V_v1 - Summary Table

Scheme Ref:	U	V
No Units:	35	5
Location / Value Zone:	Borough Wide	Borough Wide
Development Scenario:	Small Brownfield Flatted Scheme	Greenfield RES
Notes:	Lower quartile BCIS	Median BCIS
Total GDV (£)	4,809,700	748,637
Policy Assumptions		
AH %	10%	100%
Affordable Rent:	50.00%	67.00%
Intermediate (LCHO/Sub-Market/First Homes):	50.00%	33.00%
Site Specific S106 (£ per unit)	14,685	14,685
Site Specific S106 (£)	513,975	73,425
Profit KPI's		
Total Developers Profit (£)	923,622	40,498
Developers Profit (% on OMS)	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%
Developers Profit (% blended)	19.20%	6.00%
Developers Profit (% on costs)	20.73%	6.11%
Land Value KPI's		
RLV (£/acre)	(846,727)	80,941
RLV (£/ha)	(2,092,262)	200,004
RLV (% of GDV)	-10%	7%
RLV (£)	(488,194)	50,001
Balance for Plan VA:		
BLV (£/acre)	210,000	80,939
BLV (£/ha)	518,910	200,000
BLV Total (£)	121,079	50,000
Surplus/Deficit (£/acre)	(1,056,727)	2
Surplus/Deficit (£/ha)	(2,611,172)	4
Surplus/Deficit	(609,273)	1
Plan Viability comments	Not Viable	Viable with grant

Appendix 7 – Key Large Sites Proforma

The proformas are confidential and have been removed from the public document. This Appendix is an example proforma.

Charnwood Borough Council Local Plan Review Strategic/Large Sites – Delivery and Viability Review

This is an initial set of questions to facilitate our understanding and is not intended to be exhaustive. It is in the interests of the landowner(s)/site promotor(s) to provide full transparent information in accordance with the NPPF and Planning Practice Guidance.

Please complete as much of the pro-forma as is possible based on current information available. Inadequate responses may lead to further questions and/or sites being unable to be allocated.

The information requested is **without prejudice and involvement in the study and evidence gathering does not imply that any a particular site will be included in the plan**. The information will be used by ourselves in undertaking the study and will not be shared with any third party except for Charnwood Borough Council as our client.

There will be an opportunity to discuss key aspects in more detail at the one-to-one workshops.

Item/Questions	Promotor Response ¹	Source ²
PRELIMINARY INFORMATION		
1. Insert Site Name / Ref	[insert here]	
2. Site Location Plan – please provide a red line site location plan		
3. Site Promotor - Insert contact name, title, company, email, telephone for main contact(s)		
4. Planning Consultant - Insert contact name, title, company, email, telephone for main contact(s)		
5. Landowner(s) - Insert contact name, title, company, email, telephone for main contact(s)		
6. Developer(s) - Insert contact name, title, company, email, telephone for main contact(s)		
7. Other Key Contacts / Interested Parties - Insert contact name, title,		

¹ Please insert your response to the question in this column.

² Where applicable, please insert the source(s) of information and/or supporting document(s) cross-referred in your response

Item/Questions	Promotor Response ¹	Source ²
company, email, telephone for main contact(s) – please explain relationship/role		
SCHEME DETAILS		
8. Please provide a red-line site plan – showing the gross site area (ha/acres)		
9. Please provide any masterplan(s) – showing the net phase/plot areas (ha/acres) by proposed uses		
10. What is the proposed development density (dwellings per ha)?		
11. How many C3 residential units are being proposed?		
12. Please provide any proposed residential scheme mix breakdown (e.g. number of units, type of units (apartments /houses), number of bedrooms)		
13. Please provide details of any proposed residential unit size assumptions (e.g. nationally described standards or other)		
LAND ASSEMBLY		
14. Please provide a landownership plan - clearly identifying the landowners and their respective ownership areas (ha)		
15. Please confirm that all the landowners are “ <i>willing landowners</i> ”		
16. Please confirm the details of any land/cost equalisation; collaboration; memorandum of understanding or other agreement(s) between the landowners. If none currently exist, state ‘none’.		

Item/Questions	Promotor Response ¹	Source ²
17. Please confirm the lawful existing use(s) of the site e.g. agricultural land (what Agricultural Land Classification?)		
18. Please provide an 'existing use plan' if not all agricultural use – identifying the relevant (commercial / employment) uses etc. (note, there is no need to do this for farm buildings part of the 'agricultural' use)		
19. Please confirm the existing use value of the relevant land. Please be specific e.g. £xx,000 per acre (gross) for agricultural / £yyy,000 per acre (net developable) for industrial etc.		
20. Please confirm what 'premium' as defined by the PPG (Sept 2019) is required by the landowner(s). Please be specific e.g. Y x EUV for agricultural or + Z% for employment land etc.		
DESIGN / SUSTAINABILITY		
21. Have you completed the Infrastructure and S106 spreadsheet pro-forma – to schedule the key infrastructure requirements / assumptions?	Yes / No	AspinallVerdi excel template
22. Please confirm the level of confidence in these costs i.e. do they include contingencies / optimum bias?		
23. Please set out any abnormal costs e.g. flooding, contamination etc. – what due diligence (if any) has been undertaken on these constraints?		
24. Please set out any key infrastructure constraints /		

Item/Questions	Promotor Response ¹	Source ²
inter-dependencies e.g. roads, utilities etc. – what due diligence (if any) has been undertaken on these issues?		
PLANNING POLICY / CONSENTS		
25. Have you completed the Infrastructure and S106 spreadsheet pro-forma – to schedule the key S106 requirements/assumptions?	Yes / No	AspinallVerdi Excel template
26. Affordable Housing Target – please confirm the scheme can deliver policy compliant affordable housing target? – if not what is your current assessment of the viable % target?		
27. Affordable Housing Tenure Mix – please confirm your affordable housing tenure mix assumptions.		
28. What Affordable Housing Transfer Values have been assumed for the various S106 affordable housing tenures?		
29. Are there any relevant planning applications on the site? – please provide the Ref; Description; Date etc.		
30. Are there any relevant extant planning consents on the site? – please provide the Ref; Description; Date etc.		
FINANCIAL VIABILITY / FUNDING		
31. Is your site viable on a policy compliant basis?	Yes / No	
32. If no, please describe why?		

Item/Questions	Promotor Response ¹	Source ²
33. What sales revenues are included (£ psm, £ per unit etc for the various unit types).		
34. Please describe your housing trajectory assumption(s) e.g. X No. developers / outlets and Y sales per month/per annum etc. - What evidence do you have for this?		
35. What are your 'normal' building cost assumptions (£ psm)?		
36. What external works costs are included (%)?		
37. What allowances for professional fees are included (%)?		
38. What allowances for marketing are included?		
39. What Profit assumptions have been made? e.g. 20% Open Market Sale and 6% Affordable Housing (as per the PPG) – please describe the rationale for any differing assumptions		
40. What finance rate is assumed (%)?		
41. Please provide any phasing plan(s)		
42. Please provide an outline programme e.g. site acquisition; mobilisation; infrastructure / site opening up; housing start; housing sales; construction completion; sales completion.		
43. Please describe any onerous cashflow issues e.g. up-front infrastructure etc. – how can these be overcome?		

Item/Questions	Promotor Response ¹	Source ²
DELIVERY MECHANISM		
44. How is it intended to deliver the housing? E.g. master-developer role; sell to house-builders; JV with landowner etc.		
45. Are there any current Subject to Planning, Option, Promotion Agreement(s) on the site?	Yes / No	
46. If yes, please provide details of the relevant parties; and the price paid or expected to be paid.		
47. Is this net or gross of planning policy costs?		
48. Is there a guaranteed minimum price, of so how much?		
49. Are there any other constraints to delivery e.g. ransom strips etc.		
50. Any other relevant comments on Deliverability / Viability? (e.g. other revenue sources, grant funding etc)		

Thank you for your time in completing this pro-forma.

S:_Client Projects\2006 Charnwood Local Plan Viability_Charwood BC\2008 Key [Strategic] Site Consultation\200907 Charnwood Strat Site Delivery Proforma_Insert Site Name_v3_short.docx

ⁱ The Charnwood Local Plan currently requires major development sites to deliver 30% affordable housing.

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