

# Shepway DC CIL & Whole Plan Economic Viability Assessment

# July 2014

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# Appendix I

# **Development Appraisal Assumptions**

# Shepway District Council- Appendix I - Local Plan & CIL Viability Assessment - Residential Assumptions Overview Sheet

<b></b>	Den	sity			Percentage Affordable Housing & Tenure Mix 0% Affordable Housing*	5	e Housing & Tenure Mix	Percentage Affordable H 30% Affordabl	U	
Scenario type Appraised	Higher	Lower	Site type	Dwelling Mix (BF = Bed Flat; BH = Bed House)	Private Mix	Private Mix	Affordable Mix: Tenure Split 60% Rent; 40% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 60% Rent; 40% Intermediate (shared ownership)	Build Period (Mont
1 House**	30	30	PDL / Existing Residential	1 x 4BH	1 x 4BH	N/A	N/A	N/A	N/A	6
4 Houses**	45	30	PDL / Existing Residential	4 x 3BH	4 x 3BH	N/A	N/A	N/A	N/A	6
5 Houses**	45	30	PDL / Existing Residential	5 x 3BH	5 x 3BH	4 x 3BH	1 x 3BH AR	N/A	N/A	6
9 Houses**	45	30	Greenfield / PDL	9 x 4BH	9 x 4BH	8 x 4BH	1 x 4BH	N/A	N/A	9
10 Houses	45	30	Greenfield / PDL	10 x 4BH	10 x 4BH	8 x 4BH	2 x 4BH	N/A	N/A	9
15 Houses	45	30	Greenfield / PDL	10 x 3BH, 5 x 4BH	N/A	N/A	N/A	7 x 3BH, 3 x 4BH	1 x 3BH, 2 x 4BH AR; 2 x 3BH SO	12
15 Flats	75	N/A	Greenfield / PDL	5 x 1BF, 10 x 2BF	N/A	N/A	N/A	3 x 1BF, 7 x 2BF	1 x 1BF, 2 x 2BF AR; 1 x 1BF, 1 x 2BF SO	12
25 Mixed	55	35	Greenfield / PDL	5 x 1BF, 3 x 2BF, 4 x 2BH, 10 x 3BH, 3 x 4BH	N/A	N/A	N/A	3 x 1BF, 2 x 2BF, 3 x 2BH, 7 x 3BH, 2 x 4BH	1 x 1BF, 1 x 2BF, 3 x 3BH, 1 x 4BH AR; 1 x 1BF, 1 x 2BH SO	12
30 Flats (Sheltered)	125	125	PDL	22 x 1BF, 8 x 2BF	N/A	N/A	N/A	15 x 1BF, 6 x 2BF	4 x 1BF, 1 x 2BF AR; 3 x 1BF, 1 x 2BF SO	18
50 Flats	75	N/A	PDL	8 x 1BF, 42 x 2BF	N/A	N/A	N/A	6 x 1BF, 29 x 2BF	1 x 1BF, 8 x 2BF AR; 1 x 1BF, 5 x 2BF SO	18
50 Mixed	55	35	Greenfield / PDL	10 x 1BF, 6 x 2BF, 8 x 2BH, 20 x 3BH, 6 x 4BH	N/A	N/A	N/A	7 x 1BF, 4 x 2BF, 6 x 2BH, 14 x 3BH, 4 x 4BH	1 x 2BF, 6 x 3BH, 2 x 4BH AR; 3 x 1BF, 1 x 2BF, 2 x 2BH SO	18
100 Mixed	55	35	Greenfield / PDL	10 x 1BF, 15 x 2BF, 15 x 2BH, 40 x 3BH, 20 x 4BH	N/A	N/A	N/A	7 x 1BF, 10 x 2BF, 10 x 2BH, 28 x 3BH, 14 x 4BH	1 x 2BH, 12 x 3BH, 6 x 4BH AR; 3 x 1BF, 5 x 2BF, 4 x 2BH SO	24
100 Flats	150	N/A	PDL	45 x 1BF, 55 x 2BF	N/A	N/A	N/A	31 x 1BF, 38 x 2BF	8 x 1BF, 10 x 2BF AR; 6 x 1BF, 7 x 2BF SO	24
500 Mixed	3!	5	Greenfield	75 x 1BF, 100 x 2BF, 50 x 2BH, 175 x 3BH, 100 x 4BH	N/A	N/A	N/A	52 x 1BF, 70 x 2BF, 35 x 2BH, 122 x 3BH, 70 x 4BH	3 x 1BF, 2 x 2BF, 3 x 2BH, 53 x 3BH, 30 x 4BH AR; 20 x 1BF, 28 x 2BF, 12 x 2BH SO	60***
1,500 Mixed	3!	5	Greenfield	225 x 1BF, 300 x 2BF, 150 x 2BH, 525 x 3BH, 300 x 4BH	N/A	N/A	N/A	156 x 1BF, 210 x 2BF, 105 x 2BH, 366 x 3BH, 210 x 4BH	9 x 1BF, 6 x 2BF, 9 x 2BH, 159 x 3BH, 90 x 4BH AR; 60 x 1BF, 84 x 2BF, 36 x 2BH SO	120***

\*Fully applied policy position. Actual percentage will vary due to policy requirement.

\*\*zero% affordable housing also tested (sensitivity testing) to reflect current Government consultation on affordable housing thresholds.

\*\*\* Assumes multiple developers

Unit Sizes (sq. m)*	Affordable	Private				
1-bed flat	50	45				
2-bed flat	67	60				
2-bed house	75	75				
3-bed house	85	95				
4-bed house	110	125				

Open Market Value	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9	VL10	VL11	VL12
1 Bed Flat	£90,000	£96,750	£103,500	£110,250	£117,000	£123,750	£130,500	£137,250	£150,750	£164,250	£177,750	£191,250
2 Bed Flat	£120,000	£129,000	£138,000	£147,000	£156,000	£165,000	£174,000	£183,000	£201,000	£219,000	£237,000	£255,000
2 Bed House	£150,000	£161,250	£172,500	£183,750	£195,000	£206,250	£217,500	£228,750	£251,250	£273,750	£296,250	£318,750
3 Bed House	£190,000	£204,250	£218,500	£232,750	£247,000	£261,250	£275,500	£289,750	£318,250	£346,750	£375,250	£403,750
4 Bed House	£250,000	£268,750	£287,500	£306,250	£325,000	£343,750	£362,500	£381,250	£418,750	£456,250	£493,750	£531,250
Value House (£/m2)	£2,000	£2,150	£2,300	£2,450	£2,600	£2,750	£2,900	£3,050	£3,350	£3,650	£3,950	£4,250



Affordable Housing Revenue: Affordable Rented - capitalisation based on up to 80% of net market rent. Dover - Shepway BRMA LHA rates applied for 1 & 2-bed properties (£86.54 & £115 per week respectively) and £144 & £161 per week respectively for 3 and 4 beds.

Affordable Rent Value: 1-bed flat = £63,366; 2-bed flat = £83,760; 2-bed house = £83,760; 3-bed house = £104,882; 4-bed house = £117,264 Shared Ownership Value: Average of 65% of market value

Shared Ownership Value: Average of 65% of market value			
Development / Policy Costs			
RESIDENTIAL BUILDING, MARKETING & S106 COSTS			1
Build Costs Mixed Developments - generally (£/sq. m) <sup>1</sup>		£1,008	
Build Costs Estate Housing - generally (£/sq. m)		£975	
Build Costs Flats - generally (£/sq. m)		£1,162	
Build Costs Flats - 6+ storey (£/sq. m)		£1,455	
Build Costs (Sheltered Housing - 3-storey) (£/sq.m) <sup>1</sup>		£1,194	
Build Costs Houses (One-off housing - =<3 units) (£/sq. m) <sup>1</sup>		£1,432	
Site Prep & Survey Costs (£ / unit)		£4,500	£400,000/gross hectare - strategic scale development
Contingencies (% of build cost)		5%	
Professional & Other Fees (% of build cost)		10.0%	
Sustainable Design / Construction Standards (average £ per unit E/O cost) - CfSH L4 <sup>2</sup>		£1,932	
Includes CS Requirement for Water (105l/p/day		11,932	
Sustainable Design / Construction Standards - zero carbon		2021	
compliance $(f/m^2)^2$		£60/m²	Sensitivity Test Only
Lifetime Homes (20% of dwellings) <sup>3</sup>		£1,975	
		£3,000	In addition to CIL trial rates applied - taken from s106 costs assumed still to apply after inter-
Residual s.106 /non-CIL costs (£ per unit) - small scale PDL / Greenfield sites		15,000	including notional allowance towards POS
Residual s.106 /non-CIL costs (£ per unit) - large scale strategic greenfield sites		£10,000	Notional allowance but based on known large strategic sites in SDC
Marketing & Sales Costs (%of GDV)		3%	
Legal Fees on sale (£ per unit)		£750	
DEVELOPER'S RETURN FOR RISK AND PROFIT			
Open Market Housing Profit (% of GDV)		20.0%	
Affordable Housing Profit (% of GDV)		6.0%	
FINANCE & ACQUISITION COSTS			
Arrangement Fees - (% of loan)		2.0%	
Agents Fees (% of site value)		1.50%	
Legal Fees (% of site value)		0.75%	
Stamp Duty Land Tax (% of site value)		0% to 5%	HMRC scale
Finance Rate - Build (%)		6.5%	
Finance Rate - Land (%)		6.5%	
	1	1	4

Notes:

<sup>1</sup> Build cost taken as Median figure from BCIS for that build type - e.g. flats ; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. The BCIS figure for Shepway has been used (location index 1.05). BCIS data: GIA: Mixed Development (generally): £916/m<sup>2</sup> GIA; Estate Housing (generally) - £886/m<sup>2</sup>; Flats (generally) - £1,056./m<sup>2</sup>; Flats (6+ Storey) - £1,323/m<sup>2</sup>; Sheltered housing - £1,085/m<sup>2</sup>; one-off housing (detached): £1,302/m<sup>2</sup>.

BCIS build costs rebased to Average figure of Shepway Location Factor (105 compared with national base 100) including preliminaries and contractor's profit but without externals, contingencies or fees.

Above build costs include external works at 10% (added to BCIS basis).

<sup>2</sup> The above costs are based on the DCLG Housing Standards Review Impact Assessment costings assuming CfSH L4 base. Appraisals assume cost uplift in line with figures above assuming average cost uplift from each unit type (£1,932 per unit average). Sensitivity testing on Zero Carbon compliance - data taken from Zero Carbon Hub / Sweett - Cost Analysis: Meeting the Zero Carbon Standard (February 2014). Cost of meeting zero carbon against Part L 2010 baseline (note reduced costs against Part L 2013 baseline) - £76/m<sup>2</sup> (detached houses), £62/m<sup>2</sup> (semi-detached houses), £57/m<sup>2</sup> (terraced houses), £43/m<sup>2</sup> (flats). For the purposes of this study and given that modelling is based on bedroom numbers rather than dwelling type, an average of those costs has been used - £60/m<sup>2</sup>.

<sup>3</sup> Allowance to achieve Lifetime Homes Standards acknowledged within report as potential variable cost issue (depending on design etc.).DCLG Housing Standards Review Impact Assessment costings indicate average extra over cost to be £1,045 (works cost) and £930 (additional space cost). Total average for LTH = £1,975 per unit. Building for Life requirements assumed not to add any additional cost over those included.

introduction of CIL (site specific mitigation) and

#### Shepway District Council - Appendix I - Local Plan & CIL Viability Assessment - Commercial Assumptions Overview Sheet

Development Use Type / Use Class indication	Example Scheme Type	GIA (sq. m)	Site Coverage	Site Size (Ha)	Build Period (Months)**	Values Range - st	Annual Rents £ ated otherwise				Total Build Cost	Notes:
, , , , , , , , , , , , , , , , , , ,		- (-1 )				Low	Mid	High	Build Cost (£/sq. m)*	works cost addition (%)	(£/sq. m excl fees etc)	
etail - larger format (A1) - convenience	Large Supermarket - Town centre	2500	40%	0.63	12	£200	£250	£300	£1,086	20%	£1,303	BCIS - Hypermarkets / Supermarkets - generally
etail - larger format (A1) - comparison	Retail Warehousing - edge of centre	1500	25%	0.60	7	£100	£175	£225	£629	20%	£755	BCIS - Retail Warehousing - up to 1000 sq. m
1- A5 - Small Retail	Other retail - town centre	300	70%	0.04	6	£70	£120	£170	£753	20%	£904	BCIS - Shops - Generally
1-A5 - Small retail	Convenience Stores	300	50%	0.06	6	£80	£100	£120	£753	20%	£904	BCIS - Shops - Generally
1-A5 - Small Retail	Farm shop, rural unit, café or similar	200	40%	0.05	6	£60	£80	£100	£753	20%	£904	BCIS - Shops - Generally
1(a) Offices - Town Centre	Office Building	500	60%	0.08	6	£75	£100	£125	£1,318	20%	£1,582	BCIS - Offices - 3-5 stories; air-conditioned
1(a) Offices - Out of town centre	Office Building (business park type - various)	2500	40%	0.63	12	£100	£125	£150	£1,259	20%	£1,511	BCIS - Offices generally
1(a) Offices - Rural	Farm diversification, rural business centres, ancillary to other rural area uses	250	40%	0.06	6	£70	£85	£100	£1,243	20%	£1,492	BCIS - Offices generally
1, B2, B8 - Industrial / Warehousing	Start-up / move-on unit	500	40%	0.13	6	£45	£65	£85	£923	20%	£1,108	BCIS - Advance factories / offices - mixed facilities (B1) 500 - 2,000 sq. m
1, B2, B8 - Industrial / Warehousing	Larger industrial / warehousing unit including offices - edge of centre	2000	40%	0.50	9	£40	£55	£70	£640	20%	£768	BCIS - Advance factories / offices - mixed facilities (B1) > 2,000 sq. m
1 - Hotel	Hotel - various types - tourism-led (range dependant on market / type). 60-bed.	2800	80%	0.35	14	£3,000**	£4,000**	£5,000**	Variable -	BCIS data (specific sites and information review).		
2 - Residential Institution	Nursing home / care home	3000	60%	0.50	16	£110	£130	£150	£1,483	20%	£1,780	BCIS - Nursing Homes, convalescent homes, short stay medical homes
	Variable - considered on strength of values / costs relationship basis for a range of other development uses including agricultural / horticultural / clinics / fitness / leisure /											
Other / Sui Generis	Agricultural storage. D Class uses) etc.											

\* Convenience stores with sales area of less than 3,000 sq ft (280 sq m), assuming longer opening hours.

\*\*per room per annum

Development Costs	
BREAAM / other enhancements addtion contingency (% of	
cost) <sup>1</sup>	89
Professional Fees (% of cost)	109
Contingencies (% of cost)	59
Planning / Building Regs etc / insurances (% of cost)	2.09
Site survey / preparation costs / S106	Variabl
Finance Costs	
Finance rate p.a. (including over lead-in and letting / sales	
period)	6.55
Arrangement / other fees (% of cost)	2.0
Marketing Costs	
Advertising Fees (% of annual income)	19
Letting Fees (% of annual income)	10
Purchaser's costs	5.75
Developer Profit (% of GDV)	209
Yields	Variable applicability - tested across range at 5.0% to 8.0%
Site Acquisition Costs	
Agents Fees (% of site value)	1.50
Legal Fees (% of site value)	0.75
Stamp Duty (% of value - HMRC scale)	0 to 5'

\*BCIS Median - Location Factor for Shepway (105; compared with 100 base)

\*\*BCIS Construction Duration Calculator

<sup>1</sup> For non-residential developments requirement for BREEAM Very Good from 2013; Excellent from 2016 plus 10% - 20% on-site renewable / low carbon sources. Cost addition estimate only.

Appendix I - SDC Development Appraisal Assumptions v10 Final.xlsx

#### Affordable Housing Revenue: Dover - Shepway BRMA LHA rates.

	Ashford BRMA	Canterbury BRMA	Dover-Shepway BRMA	Average
One Bedroom Rate:	£117.91	£119.10	£86.54	£107.85
Two Bedrooms Rate:	£139.84	£148.87	£115.38	£134.70
Three Bedrooms Rate:	£161.54	£178.66	£144.23	£161.48
Four Bedrooms Rate:	£221.42	£269.81	£161.54	£217.59



# Appendix IIa Residential Appraisal Results Summary - Lower Density

*Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.* 

#### Table 1a: Residual Land Value Results by Value Level & CIL Rate - 1 Unit Scheme - Houses (30dph)

											I	Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450		£8,956	£7,200	£5,443	£3,687	£1,931	£175				Negative RLV			
			5	£2,600 £2,750		£21,935 £34.914	£20,179 £33.158	£18,422 £31.401	£16,666 £29.645	£14,910 £27.889	£13,154 £26,133	£11,397 £24.376	£9,641 £22.620	£7,885 £20,864	£6,129 £19,108	£4,372 £17,351	£2,616 £15,595	£860 £13.839
			7	£2,750	PDL / Existing Residential	£47.893	£46.137	£44.380	£42,624	£40.868	£39.112	£37.355	£35.599	£33.843	£32.087	£30.330	£28.574	£26.818
			8	£3.050		£60.872	£59.115	£57.359	£55.603	£53.847	£52.090	£50.334	£48.578	£46.822	£45.066	£43.309	£41,553	£39,797
			9	£3,350		£86,830	£85,073	£83,317	£81,561	£79,805	£78,048	£76,292	£74,536	£72,780	£71,023	£69,267	£67,511	£65,755
			10	£3,650		£111,394	£109,658	£107,922	£106,187	£105,762	£104,006	£102,250	£100,494	£98,738	£96,981	£95,225	£93,469	£91,713
			11	£3,950		£137,045	£135,309	£133,573	£131,837	£130,101	£128,365	£126,629	£124,893	£123,157	£121,421	£119,685	£117,949	£116,214
			12	£4,250		£162,695	£160,960	£159,224	£157,488	£155,752	£154,016	£152,280	£150,544	£148,808	£147,072	£145,336	£143,600	£141,864
House	PDL / Existing	125				Residual Land Value (£/Ha)												
<sup>1</sup> 0% AH	Residential	123	1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450		£241,811	£194,392	£146,974	£99,555	£52,136	£4,718				Negative RLV			
			5	£2,600		£592,242	£544,824	£497,405	£449,986	£402,568	£355,149	£307,730	£260,312	£212,893	£165,474	£118,056	£70,637	£23,219
			6	£2,750	DDL / Evisting Desidential	£942,674	£895,255	£847,836	£800,418	£752,999	£705,580	£658,162	£610,743	£563,324	£515,906	£468,487	£421,069	£373,650
			7	£2,900	PDL / Existing Residential	£1,293,105	£1,245,686	£1,198,268	£1,150,849	£1,103,430	£1,056,012	£1,008,593	£961,174	£913,756	£866,337	£818,919	£771,500	£724,081
			8	£3,050		£1,643,536	£1,596,118	£1,548,699	£1,501,280	£1,453,862	£1,406,443	£1,359,024	£1,311,606	£1,264,187	£1,216,769	£1,169,350	£1,121,931	£1,074,513
			9	£3,350		£2,344,399	£2,296,980	£2,249,562	£2,202,143	£2,154,724	£2,107,306	£2,059,887	£2,012,469	£1,965,050	£1,917,631	£1,870,213	£1,822,794	£1,775,375
			10	£3,650	£	£3,007,649	£2,960,778	£2,913,907	£2,867,036	£2,855,587	£2,808,169	£2,760,750	£2,713,331	£2,665,913	£2,618,494	£2,571,075	£2,523,657	£2,476,238
			11	£3,950		£3,700,214	£3,653,343	£3,606,472	£3,559,601	£3,512,731	£3,465,860	£3,418,989	£3,372,118	£3,325,248	£3,278,377	£3,231,506	£3,184,635	£3,137,765
			12	£4,250		£4,392,778	£4,345,908	£4,299,037	£4,252,166	£4,205,296	£4,158,425	£4,111,554	£4,064,683	£4,017,813	£3,970,942	£3,924,071	£3,877,200	£3,830,330

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

#### Table 1b: Residual Land Value Results by Value Level & CIL Rate - 4 Unit Scheme - Houses (30dph)

											F	Residual Land Value (	£)						
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL	
			1	£2,000		£86,107	£80,768	£75,429	£70,090	£64,751	£59,412	£54,073	£48,734	£43,395	£38,056	£32,717	£27,378	£22,039	
			2	£2,150	1	£123,951	£118,674	£113,396	£108,119	£102,842	£98,868	£93,529	£88,190	£82,851	£77,512	£72,173	£66,834	£61,495	
			3	£2,300		£162,940	£157,662	£152,385	£147,108	£141,830	£136,553	£131,276	£125,999	£120,721	£115,444	£110,167	£104,889	£99,612	
			4	£2,450		£201,929	£196,651	£191,374	£186,097	£180,819	£175,542	£170,265	£164,987	£159,710	£154,433	£149,156	£143,878	£138,601	
			5	£2,600		£234,891	£229,737	£224,583	£219,429	£214,275	£209,122	£209,254	£203,976	£198,699	£193,422	£188,144	£182,867	£177,590	
			6	£2,750	PDL / Existing Residential	£272,946	£267,792	£262,638	£257,484	£252,330	£247,176	£242,022	£236,868	£231,714	£226,560	£221,407	£216,253	£211,099	
			7	£2,900	T DE / Existing Residentia	£311,000	£305,846	£300,692	£295,539	£290,385	£285,231	£280,077	£274,923	£269,769	£264,615	£259,461	£254,307	£249,153	
			8	£3,050		£349,055	£343,901	£338,747	£333,593	£328,439	£323,285	£318,131	£312,977	£307,824	£302,670	£297,516	£292,362	£287,208	
			9	£3,350		£419,815	£420,010	£414,856	£409,702	£404,548	£399,394	£394,240	£389,087	£383,933	£378,779	£373,625	£368,471	£363,317	
			10	£3,650		£494,990	£489,898	£484,806	£479,713	£474,621	£469,529	£464,437	£459,345	£454,252	£449,160	£444,068	£438,976	£433,883	
			11	£3,950		£570,165	£565,073	£559,981	£554,888	£549,796	£544,704	£539,612	£534,519	£529,427	£524,335	£519,243	£514,151	£509,058	
			12	£4,250		£645,340	£640,248	£635,155	£630,063	£624,971	£619,879	£614,787	£609,694	£604,602	£599,510	£594,418	£589,325	£584,233	
House	PDL / Existing	380									Re	sidual Land Value (£/	idual Land Value (£/Ha)						
<sup>4</sup> 0% AH	Residential	380	1	£2,000		£581,219	£545,181	£509,143	£473,105	£437,067	£401,029	£364,990	£328,952	£292,914	£256,876	£220,838	£184,799	£148,761	
			2	£2,150		£836,668	£801,046	£765,425	£729,803	£694,181	£667,356	£631,318	£595,280	£559,242	£523,204	£487,165	£451,127	£415,089	
			3	£2,300	1	£1,099,843	£1,064,221	£1,028,599	£992,977	£957,356	£921,734	£886,112	£850,490	£814,869	£779,247	£743,625	£708,003	£672,382	
			4	£2,450		£1,363,017	£1,327,396	£1,291,774	£1,256,152	£1,220,530	£1,184,909	£1,149,287	£1,113,665	£1,078,043	£1,042,422	£1,006,800	£971,178	£935,556	
			5	£2,600		£1,585,515	£1,550,726	£1,515,937	£1,481,148	£1,446,359	£1,411,570	£1,412,462	£1,376,840	£1,341,218	£1,305,596	£1,269,974	£1,234,353	£1,198,731	
			6	£2,750		£1.842.383	£1.807.594	£1,772,805	£1.738.017	£1,703,228	£1,668,439	£1,633,650	£1.598.861	£1,564,072	£1.529.283	£1,494,494	£1,459,705	£1,424,916	
			7	£2,900	PDL / Existing Residential	£2,099,252	£2,064,463	£2,029,674	£1,994,885	£1,960,096	£1,925,307	£1,890,518	£1,855,729	£1,820,940	£1,786,151	£1,751,362	£1,716,573	£1,681,785	
			9	£3,050	1	£2,356,120	£2.321.331	£2,025,074	£2.251.753	£2.216.964	£2.182.175	£2.147.387	£2.112.598	£2.077.809	£2.043.020				
			0	£3,350	1									1. 1		£2,008,231	£1,973,442	£1,938,653	
			9		4	£2,833,753	£2,835,068	£2,800,279	£2,765,490	£2,730,701	£2,695,912	£2,661,123	£2,626,334	£2,591,545	£2,556,757	£2,521,968	£2,487,179	£2,452,390	
			10	£3,650		£3,341,183	£3,306,811	£3,272,438	£3,238,066	£3,203,693	£3,169,320	£3,134,948	£3,100,575	£3,066,203	£3,031,830	£2,997,458	£2,963,085	£2,928,713	
			11	£3,950	1	£3,848,614	£3,814,241	£3,779,869	£3,745,496	£3,711,123	£3,676,751	£3,642,378	£3,608,006	£3,573,633	£3,539,261	£3,504,888	£3,470,516	£3,436,143	
	and a second deal b		12 £4,250	£4,356,044	£4,321,671	£4,287,299	£4,252,926	£4,218,554	£4,184,181	£4,149,809	£4,115,436	£4,081,064	£4,046,691	£4,012,319	£3,977,946	£3,943,574			

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1c: Residual Land Value Results by Value Level & CIL Rate - 5 Unit Scheme - Houses (30dph)

												Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land . Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£106,202	£99,606	£94,286	£87,612	£80,938	£74,265	£67,591	£60,917	£54,243	£47,570	£40,896	£34,222	£27,548
			2	£2,150 £2,300		£154,939 £203,675	£148,342 £197,078	£141,745 £190,481	£135,149 £183,885	£128,552 £177,288	£121,955 £170,691	£115,359 £164,095	£108,762 £157,498	£102,166 £150,902	£96,890 £144,305	£90,216 £137,708	£83,542 £131,112	£76,868 £124,515
			4	£2,450		£246,046	£239,603	£233,161	£226,718	£220,276	£213,834	£207,391	£206,234	£199,638	£193,041	£186,444	£179,848	£173,251
			5	£2,600 £2,750		£293,614 £341.182	£287,171 £334,740	£280,729 £328,297	£274,287 £321,855	£267,844 £315,413	£261,402 £308.970	£254,960 £302,528	£248,517 £296.085	£242,075 £289,643	£235,632 £283,201	£229,190 £276,758	£222,748 £270,316	£216,305 £263,873
			7	£2,900	PDL / Existing Residential	£388,750	£382,308	£375,866	£369,423	£362,981	£356,538	£350,096	£343,654	£337,211	£330,769	£324,326	£317,884	£311,442
			8	£3,050		£430,800	£424,435	£418,070	£416,991	£410,549	£404,107	£397,664	£391,222	£384,779	£378,337	£371,895	£365,452	£359,010
			9 10	£3,350 £3,650		£524,769 £618.738	£518,404 £612.372	£512,038 £606.007	£505,673 £599.642	£499,308 £593.276	£492,943 £586.911	£486,577 £580.546	£480,212 £574.181	£473,847 £567.815	£467,481 £561.450	£461,116 £555.085	£454,751 £548.720	£448,386 £542.354
			11	£3,950		£712,706	£706,341	£699,976	£693,610	£687,245	£680,880	£674,515	£668,149	£661,784	£655,419	£649,053	£642,688	£636,323
			12	£4,250		£806,675	£800,310	£793,944	£787,579	£781,214	£774,848	£768,483	£762,118	£755,753	£749,387	£743,022	£736,657	£730,291
House					Residual Land Value (£/Ha)													
<sup>3</sup> 0% АН	Residential		1	£2,000		£573,493	£537,872	£509,143	£473,105	£437,067	£401,029	£364,990	£328,952	£292,914	£256,876	£220,838	£184,799	£148,761
			2	£2,150 £2,300		£836,668 £1.099.843	£801,046 £1.064.221	£765,425 £1.028.599	£729,803 £992,977	£694,181 £957,356	£658,559 £921,734	£622,938 £886,112	£587,316 £850,490	£551,694 £814.869	£523,204 £779,247	£487,165 £743,625	£451,127 £708,003	£415,089 £672,382
			4 £2,450			£1,328,647	£1,004,221 £1,293,858	£1,028,599 £1,259,069	£992,977 £1,224,280	£957,556 £1,189,491	£921,734 £1,154,702	£1,119,913	£1,113,665	£1,078,043	£1,042,422	£1,006,800	£971,178	£935,556
			5         £2,600           6         £2,750           PDL / Existing Residential		£1,585,515	£1,550,726	£1,515,937	£1,481,148	£1,446,359	£1,411,570	£1,376,781	£1,341,992	£1,307,204	£1,272,415	£1,237,626	£1,202,837	£1,168,048	
					£1,842,383	£1,807,594	£1,772,805	£1,738,017	£1,703,228	£1,668,439	£1,633,650	£1,598,861	£1,564,072	£1,529,283	£1,494,494	£1,459,705	£1,424,916	
			7	£2,900 £3,050		£2,099,252	£2,064,463	£2,029,674	£1,994,885	£1,960,096	£1,925,307	£1,890,518	£1,855,729	£1,820,940	£1,786,151	£1,751,362	£1,716,573	£1,681,785
			9	£3,350		£2,326,322 £2,833,753	£2,291,950 £2,799,380	£2,257,577 £2,765,008	£2,251,753 £2,730,635	£2,216,964 £2,696,263	£2,182,175 £2,661,890	£2,147,387 £2,627,517	£2,112,598 £2,593,145	£2,077,809 £2,558,772	£2,043,020 £2,524,400	£2,008,231 £2,490,027	£1,973,442 £2,455,655	£1,938,653 £2,421,282
			10	£3,650		£3,341,183	£3,306,811	£3,272,438	£3,238,066	£3,203,693	£3,169,320	£3,134,948	£3,100,575	£3,066,203	£3,031,830	£2,997,458	£2,963,085	£2,928,713
			11	£3,950		£3,848,614	£3,814,241	£3,779,869	£3,745,496	£3,711,123	£3,676,751	£3,642,378	£3,608,006	£3,573,633	£3,539,261	£3,504,888	£3,470,516	£3,436,143
			12	£4,250		£4,356,044	£4,321,671	£4,287,299	£4,252,926	£4,218,554	£4,184,181	£4,149,809	£4,115,436	£4,081,064	£4,046,691	£4,012,319	£3,977,946	£3,943,574
												Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land . Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£72,437	£67,098	£61,759	£56,420	£51,081	£45,742	£40,403	£35,064	£29,725	£24,386	£19,047	£13,708	£8,369
			2	£2,150 £2,300		£110,415 £149,404	£105,138 £144,126	£99,860 £138,849	£95,876 £133,572	£90,537 £128,294	£85,198 £123,017	£79,859 £117,740	£74,520 £112,463	£69,181 £107,185	£63,842 £101,908	£58,503 £97,959	£53,164 £92,620	£47,825 £87,281
			4	£2,450		£188,392	£183,115	£177,838	£172,561	£167,283	£162,006	£156,729	£151,451	£146,174	£140,897	£135,620	£130,342	£125,065
			5	£2,600 £2,750		£221,622 £259.677	£216,469 £254.523	£211,315 £249.369	£206,161 £244.215	£206,272 £239.061	£200,995 £233.907	£195,718 £228.754	£190,440 £223.600	£185,163 £218.446	£179,886 £213.292	£174,608 £208.138	£169,331 £202.984	£164,054 £203.043
			7	£2,900	PDL / Existing Residential	£297,732	£292,578	£287,424	£282,270	£277,116	£271,962	£266,808	£261,654	£256,500	£251,346	£246,192	£241,039	£235,885
			8	£3,050 £3,350		£335,786 £411.895	£330,632 £406,741	£325,478 £401.588	£320,324 £396,434	£315,171 £391.280	£310,017 £386.126	£304,863 £380.972	£299,709 £375,818	£294,555 £370.664	£289,401 £365,510	£284,247 £360.356	£279,093 £355,202	£273,939 £350,048
			10	£3,350 £3,650		£411,895 £481,855	£406,741 £476,763	£401,588 £471,671	£396,434 £466,578	£391,280 £461,486	£456,394	£380,972 £451,302	£375,818 £446,210	£370,664 £441,117	£365,510 £436,025	£430,933	£425,841	£420,748
			11	£3,950		£557,030	£551,938	£546,846	£541,753	£536,661	£531,569	£526,477	£521,384	£516,292	£511,200	£506,108	£501,016	£495,923
			12	£4,250		£632,205	£627,113	£622,020	£616,928	£611,836	£606,744	£601,652	£596,559	£591,467	£586,375	£581,283	£576,190	£571,098
5 House	PDL / Existing	380						1			1	esidual Land Value (£/		1	1	7	ī	1
20% AH	Residential		1	£2,000 £2.150		£391,159	£362,329	£333,498	£304,667	£275,837	£247,006	£218,176	£189,345	£160,515	£131,684	£102,854	£74,023	£45,193
			3	£2,150 £2,300		£596,240 £806,780	£567,743 £778,282	£539,245 £749,785	£517,730 £721,287	£488,899 £692,790	£460,069 £664,293	£431,238 £635,795	£402,408 £607,298	£373,577 £578,800	£344,746 £550,303	£315,916 £528,978	£287,085 £500,148	£258,255 £471,317
			4	£2,450		£1,017,319	£988,822	£960,325	£931,827	£903,330	£874,832	£846,335	£817,838	£789,340	£760,843	£732,345	£703,848	£675,350
			5	£2,600		£1,196,761	£1,168,930	£1,141,099	£1,113,268	£1,113,870	£1,085,372	£1,056,875	£1,028,377	£999,880	£971,382	£942,885	£914,388	£885,890
			6	£2,750	PDL / Existing Residential	£1,402,256	£1,374,425	£1,346,594	£1,318,763	£1,290,931	£1,263,100	£1,235,269	£1,207,438	£1,179,607	£1,151,776	£1,123,945	£1,096,113	£1,096,430
			7 8	£2,900 £3,050		£1,607,751	£1,579,920 £1,785,414	£1,552,088 £1,757,583	£1,524,257 £1,729,752	£1,496,426 £1,701,921	£1,468,595	£1,440,764 £1,646,259	£1,412,933	£1,385,102 £1,590,596	£1,357,270 £1,562,765	£1,329,439 £1,534,934	£1,301,608 £1,507,103	£1,273,777
			9	£3,350		£1,813,245 £2,224,235	£1,785,414 £2,196,404	£1,757,583 £2,168,573	£1,729,752 £2,140,741	£1,701,921 £2,112,910	£1,674,090 £2,085,079	£1,646,259 £2,057,248	£1,618,427 £2,029,417	£1,590,596 £2,001,586	£1,562,765 £1,973,754	£1,534,934 £1,945,923	£1,507,103 £1,918,092	£1,479,272 £1,890,261
			10	£3,650		£2,602,018	£2,574,520	£2,547,022	£2,519,524	£2,492,026	£2,464,528	£2,437,030	£2,409,532	£2,382,034	£2,354,536	£2,327,038	£2,299,540	£2,272,042
			11 £3,950		£3,007,962	£2,980,464	£2,952,966	£2,925,468	£2,897,970	£2,870,472	£2,842,974	£2,815,476	£2,787,978	£2,760,480	£2,732,982	£2,705,484	£2,677,986	
1- Record on infer	mation provided b	w the Council	12	£4,250		£3,413,906	£3,386,408	£3,358,910	£3,331,412	£3,303,914	£3,276,416	£3,248,918	£3,221,420	£3,193,922	£3,166,424	£3,138,926	£3,111,428	£3,083,930

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

# Table 1d: Residual Land Value Results by Value Level & CIL Rate - 9 Unit Scheme - Houses (30dph)

											Residual Land Value (	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level Value	E/m <sup>2</sup> Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land . Value - £90/m² CIL	Residual Land Value - £105/m <sup>2</sup> CII	Residual Land . Value - £120/m <sup>2</sup> CIL	Residual Land . Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m <sup>2</sup> CIL
			1 £2,		£256,167	£241,080	£225,993	£210,905	£195,818	£180,730	£170,711	£155,250	£139,789	£124,327	£108,866	£93,405	£77,944
			2 £2, 3 £2,		£366,549 £470.468	£351,462 £455,568	£336,375 £440.667	£321,287 £425,767	£306,200 £410,866	£291,112 £395,966	£276,025 £386,407	£260,937 £371,319	£245,850 £356,232	£230,762 £341,144	£215,675 £326,057	£200,587 £310,969	£185,500 £295,882
			4 £2,		£579,447	£564,546	£549,646	£534,745	£519,845	£504,944	£490,044	£475,143	£460,242	£445,342	£430,441	£415,541	£400,640
			5 £2,		£688,425	£673,525	£658,624	£643,724	£628,823	£613,922	£599,022	£584,121	£569,221	£554,320	£539,420	£524,519	£509,619
			6 £2, 7 £2,	Greentield / PD	£797,404 £906,382	£782,503 £891,481	£767,602 £876,581	£752,702 £861,680	£737,801 £846,780	£722,901 £831,879	£708,000 £816,979	£693,100 £802,078	£678,199 £787,178	£663,299 £772,277	£648,398 £757,376	£633,498 £742,476	£618,597 £727,575
			8 £3,		£1,015,360	£1,000,460	£985,559	£970,659	£955,758	£940,858	£925,957	£911,056	£896,156	£881,255	£866,355	£851,454	£836,554
			9 £3, 10 £3,		£1,233,317 £1.451.274	£1,218,416 £1.436.373	£1,203,516 £1.421.473	£1,188,615 £1.406.572	£1,173,715 £1.391.671	£1,158,814 £1.376.771	£1,143,914 £1.361.870	£1,129,013 £1.346.970	£1,114,113 £1.332.069	£1,099,212 £1.317.169	£1,084,312 £1.302.268	£1,069,411 £1.287.368	£1,054,510 £1.272.467
			11 £3,		£1,669,230	£1,654,330	£1,639,429	£1,624,529	£1,609,628	£1,594,728	£1,579,827	£1,564,927	£1,550,026	£1,535,125	£1,520,225	£1,505,324	£1,490,424
			12 £4,	50	£1,887,187	£1,872,287	£1,857,386	£1,842,485	£1,827,585	£1,812,684	£1,797,784	£1,782,883	£1,767,983	£1,753,082	£1,738,182	£1,723,281	£1,708,381
9 House	PDL / Existing	1125								Re	esidual Land Value (£,	/Ha)					
<sup>2</sup> 0% АН	Residential		1 £2,		£768,502	£723,240	£677,978	£632,715	£587,453	£542,191	£512,134	£465,750	£419,366	£372,982	£326,599	£280,215	£233,831
			2 £2, 3 £2,		£1,099,648	£1,054,386	£1,009,124	£963,861	£918,599	£873,337	£828,074	£782,812	£737,549	£692,287	£647,025	£601,762	£556,500
			3 ±2, 4 £2,		£1,411,405 £1.738.341	£1,366,704 £1.693.639	£1,322,002 £1.648.937	£1,277,301 £1.604.236	£1,232,599 £1,559,534	£1,187,897 £1.514.832	£1,159,220 £1.470.131	£1,113,958 £1.425.429	£1,068,695 £1.380.727	£1,023,433 £1.336.026	£978,171 £1,291,324	£932,908 £1.246.623	£887,646 £1,201,921
			5 £2,		£2,065,276	£2,020,574	£1,975,872	£1,931,171	£1,886,469	£1,841,767	£1,797,066	£1,752,364	£1,707,662	£1,662,961	£1,618,259	£1,573,558	£1,528,856
			6 £2,	50 Greenfield / PDL	£2,392,211	£2,347,509	£2,302,807	£2,258,106	£2,213,404	£2,168,702	£2,124,001	£2,079,299	£2,034,598	£1,989,896	£1,945,194	£1,900,493	£1,855,791
			7 £2,	00	£2,719,146	£2,674,444	£2,629,742	£2,585,041	£2,540,339	£2,495,638	£2,450,936	£2,406,234	£2,361,533	£2,316,831	£2,272,129	£2,227,428	£2,182,726
			8 £3, 9 £3,		£3,046,081	£3,001,379	£2,956,677	£2,911,976	£2,867,274	£2,822,573	£2,777,871	£2,733,169	£2,688,468	£2,643,766	£2,599,064	£2,554,363	£2,509,661
			10 £3,		£3,699,951 £4.353.821	£3,655,249 £4.309.119	£3,610,548 £4.264.418	£3,565,846 £4,219,716	£3,521,144 £4,175,014	£3,476,443 £4,130,313	£3,431,741 £4,085,611	£3,387,039 £4,040,910	£3,342,338 £3,996,208	£3,297,636 £3,951,506	£3,252,935 £3,906,805	£3,208,233 £3.862.103	£3,163,531 £3,817,401
			11 £3,		£5,007,691	£4,962,989	£4,918,288	£4,873,586	£4,828,885	£4,784,183	£4,739,481	£4,694,780	£4,650,078	£4,605,376	£4,560,675	£4,515,973	£4,471,271
			12 £4,	50	£5,661,561	£5,616,860	£5,572,158	£5,527,456	£5,482,755	£5,438,053	£5,393,351	£5,348,650	£5,303,948	£5,259,246	£5,214,545	£5,169,843	£5,125,142
										1	Residual Land Value (	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level Value	£/m <sup>2</sup> Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land . Value - £90/m² CIL	Residual Land Value - £105/m² Cll	Residual Land . Value - £120/m² CIL	Residual Land . Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1 £2,		£198,354	£184,943	£176,698	£162,954	£149,211	£135,468	£121,724	£107,981	£94,238	£80,494	£68,005	£54,096	£40,186
			2 £2, 3 £2,		£296,471 £389,177	£283,060 £381,177	£269,649 £367,766	£256,238 £354,355	£242,827 £340,944	£229,416 £327,533	£216,005 £314,122	£202,593 £300,711	£189,182 £287,300	£181,107 £273,889	£167,364 £260,478	£153,620 £247.066	£139,877 £233,655
			4 £2,		£486,047	£472,802	£459,557	£446,312	£433,067	£419,823	£406,578	£393,333	£385,417	£372,006	£358,595	£345,184	£331,773
			5 £2, 6 £2,		£582,917 £679.786	£569,672 £666.542	£556,427 £653.297	£543,182 £640.052	£529,937 £626.807	£516,692 £613.562	£503,447 £600.317	£490,202 £587.072	£476,957 £573.827	£463,712 £560.582	£450,468 £547.337	£437,223 £534.092	£423,978 £520.847
			7 £2,	Greentield / PD	£776,656	£763,411	£750,166	£736,921	£723,676	£710,431	£697,187	£683,942	£670,697	£657,452	£644,207	£630,962	£617,717
			8 £3,		£873,526	£860,281	£847,036	£833,791	£820,546	£807,301	£794,056	£780,811	£767,566	£754,321	£741,076	£727,832	£714,587
			9 £3, 10 £3,		£1,067,265 £1,261,004	£1,054,020 £1,247,759	£1,040,775 £1,234,514	£1,027,530 £1,221,270	£1,014,285 £1,208,025	£1,001,040 £1,194,780	£987,795 £1,181,535	£974,551 £1,168,290	£961,306 £1,155,045	£948,061 £1,141,800	£934,816 £1,128,555	£921,571 £1,115,310	£908,326 £1,102,065
			11 £3,	50	£1,454,744	£1,441,499	£1,428,254	£1,415,009	£1,401,764	£1,388,519	£1,375,274	£1,362,029	£1,348,784	£1,335,539	£1,322,294	£1,309,049	£1,295,804
			12 £4,	50	£1,648,483	£1,635,238	£1,621,993	£1,608,748	£1,595,503	£1,582,258	£1,569,013	£1,555,768	£1,542,523	£1,529,279	£1,516,034	£1,502,789	£1,489,544
9 House	PDL / Existing	1000								Re	esidual Land Value (£,	/Ha)					
20% AH	Residential		1 £2,		£595,061	£554,828	£530,093	£488,863	£447,633	£406,403	£365,173	£323,943	£282,713	£241,483	£204,015	£162,287	£120,558
			2 £2, 3 £2,		£889,413 £1,167,532	£849,180 £1,143,532	£808,946 £1,103,298	£768,713 £1,063,065	£728,480 £1,022,832	£688,247 £982,599	£648,014 £942,366	£607,780	£567,547	£543,321 £821,666	£502,091 £781,433	£460,861 £741,199	£419,631 £700,966
			4 £2,		£1,167,532 £1,458,141	£1,143,532 £1,418,407	£1,103,298 £1,378,672	£1,063,065 £1,338,937	£1,022,832 £1,299,202	£982,599 £1,259,468	£1,219,733	£902,132 £1,179,998	£861,899 £1,156,251	£1,116,018	£1,075,785	£1,035,551	£995,318
			5 £2,		£1,748,750	£1,709,016	£1,669,281	£1,629,546	£1,589,811	£1,550,076	£1,510,342	£1,470,607	£1,430,872	£1,391,137	£1,351,403	£1,311,668	£1,271,933
			6 £2,	Greenfield / PDL	£2,039,359	£1,999,625	£1,959,890	£1,920,155	£1,880,420	£1,840,685	£1,800,951	£1,761,216	£1,721,481	£1,681,746	£1,642,011	£1,602,277	£1,562,542
			7 £2,	00	£2,329,968	£2,290,233	£2,250,499	£2,210,764	£2,171,029	£2,131,294	£2,091,560	£2,051,825	£2,012,090	£1,972,355	£1,932,620	£1,892,886	£1,853,151
			8 £3, 9 £3,		£2,620,577	£2,580,842	£2,541,108	£2,501,373	£2,461,638	£2,421,903	£2,382,168	£2,342,434	£2,302,699	£2,262,964	£2,223,229	£2,183,495	£2,143,760
			9 13, 10 £3,		£3,201,795 £3,783,013	£3,162,060 £3,743,278	£3,122,325 £3,703,543	£3,082,591 £3,663,809	£3,042,856 £3,624,074	£3,003,121 £3,584,339	£2,963,386 £3,544,604	£2,923,652 £3,504,869	£2,883,917 £3,465,135	£2,844,182 £3,425,400	£2,804,447 £3,385,665	£2,764,712 £3,345,930	£2,724,978 £3,306,196
			11 £3,		£4,364,231	£4,324,496	£4,284,761	£4,245,026	£4,205,292	£4,165,557	£4,125,822	£4,086,087	£4,046,353	£4,006,618	£3,966,883	£3,927,148	£3,887,413
			12 £4,	50	£4,945,449	£4,905,714	£4,865,979	£4,826,244	£4,786,510	£4,746,775	£4,707,040	£4,667,305	£4,627,570	£4,587,836	£4,548,101	£4,508,366	£4,468,631
1.0	mation provided b	w the Council															

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon 9	Searle LLP (2014)	

Source: Dixon Searle LLP (2014)

#### Table 1e: Residual Land Value Results by Value Level & CIL Rate -10 Unit Scheme - Houses (30dph)

											F	Residual Land Value	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² Cl	Residual Land L Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£268,537	£251,773	£235,010	£218,246	£201,482	£184,718	£173,187	£156,008	£138,829	£121,650	£104,470	£87,291	£70,112
			2	£2,150		£385,762	£374,420	£357,656	£340,892	£324,129	£307,365	£290,601	£273,837	£257,073	£240,309	£223,546	£206,782	£190,018
			3 4	£2,300 £2,450		£506,849 £627.936	£490,293 £611.380	£473,737 £594.824	£457,180 £578.267	£440,624 £561.711	£424,068 £545.155	£407,512 £528.599	£390,956 £512.043	£379,720 £495.487	£362,956 £478,930	£346,192 £462.374	£329,428 £445.818	£312,664 £429.262
			5	£2,600		£749,023	£732,467	£715,911	£699,354	£682,798	£666,242	£649,686	£633,130	£616,574	£600,018	£583,461	£566,905	£550,349
			6	£2,750	Greenfield / PDL	£870,110	£853,554	£836,998	£820,442	£803,885	£787,329	£770,773	£754,217	£737,661	£721,105	£704,548	£687,992	£671,436
			7	£2,900 £3,050		£991,197 £1,112,284	£974,641 £1,095,728	£958,085 £1,079,172	£941,529 £1,062,616	£924,972 £1,046,059	£908,416 £1,029,503	£891,860 £1,012,947	£875,304 £996,391	£858,748 £979,835	£842,192 £963,279	£825,635 £946,723	£809,079 £930,166	£792,523 £913,610
			9	£3,350		£1,354,458	£1,337,902	£1,321,346	£1,304,790	£1,288,234	£1,271,677	£1,255,121	£1,238,565	£1,222,009	£1,205,453	£1,188,897	£1,172,340	£1,155,784
			10	£3,650		£1,596,632	£1,580,076	£1,563,520	£1,546,964	£1,530,408	£1,513,852	£1,497,295	£1,480,739	£1,464,183	£1,447,627	£1,431,071	£1,414,515	£1,397,958
			11 12	£3,950 £4,250		£1,838,806 £2.080.981	£1,822,250 £2.064.424	£1,805,694 £2.047.868	£1,789,138 £2,031,312	£1,772,582 £2,014,756	£1,756,026 £1,998,200	£1,739,470 £1.981.644	£1,722,913 £1,965,087	£1,706,357 £1,948,531	£1,689,801 £1,931,975	£1,673,245 £1,915,419	£1,656,689 £1.898.863	£1,640,133 £1.882.307
			12	14,230		12,000,301	12,004,424	12,047,808	12,031,312	12,014,750		//-		11,548,551	1,531,575	11,913,419	11,050,005	11,882,307
10 House 0% AH	PDL / Existing Residential	1250		62.000								sidual Land Value (£						
o o na na	nesidentia		1	£2,000 £2,150		£725,051	£679,788	£634,526	£589,264	£544,001	£498,739 £829.885	£467,605	£421,222	£374,838	£328,454 £648.835	£282,070	£235,686	£189,303
			3	£2,150 £2,300		£1,041,557 £1,368,492	£1,010,934 £1,323,790	£965,672 £1,279,089	£920,409 £1,234,387	£875,147 £1,189,685	£829,885 £1,144,984	£784,622 £1,100,282	£739,360 £1,055,580	£694,098 £1,025,244	£979,981	£603,573 £934,719	£558,311 £889,456	£513,048 £844,194
			4	£2,450		£1,695,427	£1,650,725	£1,606,024	£1,561,322	£1,516,620	£1,471,919	£1,427,217	£1,382,515	£1,337,814	£1,293,112	£1,248,411	£1,203,709	£1,159,007
			5	£2,600		£2,022,362	£1,977,660	£1,932,959	£1,888,257	£1,843,555	£1,798,854	£1,754,152	£1,709,451	£1,664,749	£1,620,047	£1,575,346	£1,530,644	£1,485,942
			6	£2,750	Greenfield / PDL	£2,349,297	£2,304,595	£2,259,894	£2,215,192	£2,170,491	£2,125,789	£2,081,087	£2,036,386	£1,991,684	£1,946,982	£1,902,281	£1,857,579	£1,812,877
			7	£2,900		£2,676,232	£2,631,530	£2,586,829	£2,542,127	£2,497,426	£2,452,724	£2,408,022	£2,363,321	£2,318,619	£2,273,917	£2,229,216	£2,184,514	£2,139,812
			8	£3,050 £3,350		£3,003,167	£2,958,466	£2,913,764	£2,869,062	£2,824,361	£2,779,659	£2,734,957	£2,690,256	£2,645,554	£2,600,852	£2,556,151	£2,511,449	£2,466,748
			10	£3,650		£3,657,037 £4,310,907	£3,612,336 £4,266,206	£3,567,634 £4,221,504	£3,522,932 £4,176,802	£3,478,231 £4,132,101	£3,433,529 £4,087,399	£3,388,827 £4,042,698	£3,344,126 £3,997,996	£3,299,424 £3,953,294	£3,254,723 £3,908,593	£3,210,021 £3,863,891	£3,165,319 £3,819,189	£3,120,618 £3,774,488
			11	£3,950		£4,964,778	£4,920,076	£4,875,374	£4,830,673	£4,785,971	£4,741,269	£4,696,568	£4,651,866	£4,607,164	£4,562,463	£4,517,761	£4,473,060	£4,428,358
			12	£4,250		£5,618,648	£5,573,946	£5,529,244	£5,484,543	£5,439,841	£5,395,139	£5,350,438	£5,305,736	£5,261,035	£5,216,333	£5,171,631	£5,126,930	£5,082,228
											I	Residual Land Value	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m <sup>2</sup> CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> Cl	Residual Land L Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£157,674	£143,930	£130,187	£116,444	£102,700	£88,957	£75,213	£62,689	£48,780	£34,870	£20,961	£7,051	Negative RLV
			2	£2,150		£251,027 £349.144	£237,616	£224,205 £322.322	£210,794	£197,383	£183,972	£175,826	£162,083	£148,339	£134,596 £228,445	£120,853	£107,109 £201.622	£93,366
			3	£2,300 £2,450		£349,144 £441,137	£335,733 £427,892	£322,322 £414,647	£308,911 £401,402	£295,500 £388,157	£282,089 £380,206	£268,678 £366,795	£255,267 £353,384	£241,856 £339,973	£228,445 £326,562	£215,033 £313,151	£201,622 £299,740	£188,211 £286,329
			5	£2,600		£538,006	£524,761	£511,516	£498,271	£485,026	£471,782	£458,537	£445,292	£432,047	£418,802	£405,557	£392,312	£384,446
			6	£2,750	Greenfield / PDL	£634,876	£621,631	£608,386	£595,141	£581,896	£568,651	£555,406	£542,161	£528,916	£515,671	£502,427	£489,182	£475,937
			7 8	£2,900 £3,050		£731,745 £828,615	£718,501 £815,370	£705,256 £802,125	£692,011 £788,880	£678,766 £775,635	£665,521 £762,390	£652,276 £749,146	£639,031 £735,901	£625,786 £722,656	£612,541 £709,411	£599,296 £696,166	£586,051 £682,921	£572,806 £669,676
			9	£3,350		£1,022,354	£1,009,109	£995,865	£982,620	£969,375	£956,130	£942,885	£929,640	£916,395	£903,150	£889,905	£876,660	£863,415
			10 11	£3,650 £3,950		£1,216,094 £1,409,833	£1,202,849 £1,396,588	£1,189,604 £1,383,343	£1,176,359 £1,370,098	£1,163,114 £1,356,853	£1,149,869 £1,343,608	£1,136,624	£1,123,379 £1,317,118	£1,110,134 £1,303,874	£1,096,889 £1,290,629	£1,083,644 £1,277,384	£1,070,399 £1,264,139	£1,057,155 £1,250,894
			11	£4,250		£1,603,572	£1,590,327	£1,585,545 £1,577,082	£1,563,837	£1,550,553	£1,537,348	£1,330,363 £1,524,103	£1,510,858	£1,497,613	£1,484,368	£1,471,123	£1,457,878	£1,444,633
House	PDL / Existing										Re	sidual Land Value (£	/Ha)					
10 20% AH	Residential	1000	1	£2,000		£425,719	£388,612	£351,505	£314,397	£277,290	£240,183	£203,076	£169,261	£131,705	£94,149	£56,594	£19,038	Negative RLV
			2	£2,150		£677,773	£641,563	£605,353	£569,143	£532,933	£496,723	£474,730	£437,623	£400,516	£363,409	£326,302	£289,195	£252,088
			3	£2,300		£942,689	£906,479	£870,270	£834,060	£797,850	£761,640	£725,430	£689,220	£653,010	£616,800	£580,590	£544,381	£508,171
			4	£2,450		£1,191,069	£1,155,307	£1,119,546	£1,083,785	£1,048,023	£1,026,557	£990,347	£954,137	£917,927	£881,717	£845,507	£809,297	£773,087
			5	£2,600 £2,750		£1,452,617	£1,416,855	£1,381,094	£1,345,333	£1,309,571	£1,273,810	£1,238,049	£1,202,288	£1,166,526	£1,130,765	£1,095,004	£1,059,242	£1,038,004
			7	£2,900	Greenfield / PDL	£1,714,165 £1,975,713	£1,678,403 £1,939,951	£1,642,642 £1,904,190	£1,606,881 £1,868,429	£1,571,119 £1,832,668	£1,535,358 £1,796,906	£1,499,597 £1,761,145	£1,463,836 £1,725,384	£1,428,074 £1,689,622	£1,392,313 £1,653,861	£1,356,552 £1,618,100	£1,320,790 £1,582,338	£1,285,029 £1,546,577
			8	£3,050		£2,237,261	£2,201,499	£2,165,738	£2,129,977	£2,094,216	£2,058,454	£2,022,693	£1,986,932	£1,951,170	£1,915,409	£1,879,648	£1,843,886	£1,808,125
			9	£3,350		£2,760,357	£2,724,596	£2,688,834	£2,653,073	£2,617,312	£2,581,550	£2,545,789	£2,510,028	£2,474,266	£2,438,505	£2,402,744	£2,366,982	£2,331,221
			10	£3,650		£3,283,453	£3,247,692	£3,211,930	£3,176,169	£3,140,408	£3,104,646	£3,068,885	£3,033,124	£2,997,363	£2,961,601	£2,925,840	£2,890,079	£2,854,317
			11	£3,950		£3,806,549	£3,770,788	£3,735,026	£3,699,265	£3,663,504	£3,627,743	£3,591,981	£3,556,220	£3,520,459	£3,484,697	£3,448,936	£3,413,175	£3,377,413
		ov the Council	12	£4,250		£4,329,645	£4,293,884	£4,258,123	£4,222,361	£4,186,600	£4,150,839	£4,115,077	£4,079,316	£4,043,555	£4,007,793	£3,972,032	£3,936,271	£3,900,509

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha) Key:

Source: Dixon Searle LLP (2014)

#### Table 1f: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Houses (30dph)

											I	Residual Land Value (	E)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land . Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² Cl
			1	£2,000		£77,585	£63,446	£50,520	£36,205	£21,889	£7,574			•	Negative RLV			
			2	£2,150		£185,974	£172,189	£163,769	£149,630	£135,492	£121,353	£107,214	£93,075	£78,936	£64,797	£51,927	£37,611	£23,296
			3	£2,300		£297,498	£283,713	£269,927	£256,142	£242,357	£228,572	£214,786	£201,001	£187,216	£173,431	£165,121	£150,982	£136,843
			4	£2,450		£403,047	£389,438	£375,830	£367,666	£353,880	£340,095	£326,310	£312,525	£298,739	£284,954	£271,169	£257,384	£243,598
			5	£2,600		£513,101	£499,493	£485,884	£472,276	£458,667	£445,059	£431,450	£417,842	£404,233	£390,625	£377,016	£363,408	£355,122
			6	£2,750	Greenfield / PDL	£623,155	£609,547	£595,938	£582,330	£568,721	£555,113	£541,504	£527,896	£514,287	£500,679	£487,070	£473,462	£459,853
			7	£2,900 £3.050		£733,210 £843,264	£719,601 £829,655	£705,993 £816.047	£692,384 £802,438	£678,776 £788,830	£665,167 £775,221	£651,559 £761,613	£637,950 £748.004	£624,342 £734,396	£610,733 £720,787	£597,125 £707.179	£583,516 £693.570	£569,908
			0	£3,050 £3.350		£843,264 £1.063.372	£829,655 £1.049.764	£816,047 £1.036.155	£802,438 £1.022.547	£788,830 £1.008.938	£995.330	£761,613 £981.721	£968.113	£954,504	£940.896	£707,179 £927.287	£93,570 £913.679	£679,962 £900.070
			10	£3.650		£1,005,572 £1.283.481	£1,049,704	£1,030,155	£1,022,547	£1,008,538	£1.215.438	£1.201.830	£1.188.221	£1.174.613	£1.161.004	£1.147.396	£1.133.787	£1.120.179
			11	£3.950		£1.503.589	£1.489.981	£1,476,372	£1,462.764	£1.449.155	£1.435.547	£1.421.938	£1.408.330	£1,394.721	£1,381,113	£1,367,504	£1,353,896	£1,340,287
			12	£4,250		£1,723,698	£1,710,090	£1,696,481	£1,682,873	£1,669,264	£1,655,656	£1,642,047	£1,628,439	£1,614,830	£1,601,221	£1,587,613	£1,574,004	£1,560,396
House	PDL / Existing	1040									Re	sidual Land Value (£/	Ha)					
<sup>15</sup> 30% AH	Residential	1040	1	£2,000		£139,652	£114,203	£90,937	£65,169	£39,400	£13,632				Negative RLV			
			2	£2,150		£334,754	£309,941	£294,784	£269,335	£243,885	£218,435	£192,985	£167,535	£142,085	£116,635	£93,469	£67,700	£41,932
			3	£2,300		£535,496	£510.683	£485.869	£461.056	£436.242	£411.429	£386.616	£361.802	£336.989	£312,175	£297.217	£271,767	£246,317
			4	£2,450		£725,484	£700.989	£676.494	£661,798	£636.985	£612,171	£587,358	£562,544	£537,731	£512,917	£488,104	£463,290	£438,477
			5	£2,600		£923.582	£899.087	£874.591	£850.096	£825.601	£801.106	£776,610	£752,115	£727.620	£703,124	£678.629	£654.134	£639,219
			6	£2,750		£1.121.680	£1,097,184	£1,072,689	£1.048.194	£1,023,698	£999,203	£974,708	£950,213	£925,717	£901,222	£876,727	£852,231	£827,736
			7	£2.900	Greenfield / PDL	£1,319,777	£1,295,282	£1,270,787	£1,246,291	£1,221,796	£1,197,301	£1,172,806	£1,148,310	£1,123,815	£1,099,320	£1,074,824	£1,050,329	£1,025,834
			8	£3,050		£1.517.875	£1,493,380	£1,468,884	£1.444.389	£1,419,894	£1.395.399	£1.370.903	£1.346.408	£1.321.913	£1,297,417	£1.272.922	£1,248,427	£1.223.931
			9	£3,350		£1.914.070	£1.889.575	£1.865.080	£1.840.584	£1,816,089	£1,791,594	£1,767,099	£1,742,603	£1,718,108	£1,693,613	£1,669,117	£1,644,622	£1,620,127
			10	£3,650		£2.310.266	£2.285.770	£2.261.275	£2.236.780	£2.212.285	£2,187,789	£2.163.294	£2,138,799	£2,114,303	£2.089.808	£2,065,313	£2,040,817	£2,016,322
			11	£3,950		£2,706.461	£2,681,966	£2.657.470	£2,632,975	£2,608,480	£2,583,985	£2,559,489	£2,534,994	£2,510,499	£2,486,003	£2,461,508	£2,437,013	£2,412,517
			12	£4,250		£3.102.656	£3.078.161	£3.053.666	£2,032,575	£3.004.675	£2,980,180	£2,955,685	£2,931,189	£2,906.694	£2,480,003	£2,401,508	£2,437,013	£2,808,713

<sup>1-</sup>Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1g: Residual Land Value Results by Value Level & CIL Rate -25 Unit Scheme - Mixed (35dph)

							1		1	1	Residual Land Value (	£)	_	-			
Development Scenario	Typical Site Type	Market Floor Area	Value Level Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m <sup>2</sup> CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land Value - £105/m² Cl	Residual Land L Value - £120/m² CIL	Residual Land L Value - £135/m² CII	Residual Land - Value - £150/m² CIL	Residual Land Value - £165/m <sup>2</sup> CIL	Residual Land Value - £180/m <sup>2</sup> Cl
			1 £2,000								Negative RLV						
			2 £2,150	]	£142,654	£123,689	£104,724	£85,759	£66,794	£47,829	£30,074	£10,872			Negative RLV		
			3 £2,300 4 £2.450	-1	£279,957 £416.137	£261,466 £397.883	£242,976 £379.629	£224,485 £361.375	£205,994 £348.563	£187,503 £330.072	£169,012 £311.581	£150,521 £293.090	£137,259 £274.600	£118,294 £256.109	£99,329 £237.618	£80,364 £219.127	£61,399 £200.636
			5 £2,600	1	£556,827	£538,573	£520,320	£502,066	£483,812	£465,559	£447,305	£429,051	£410,797	£392,544	£374,290	£356,036	£343,205
			6 £2,750	Greenfield / PDL	£697,518	£679,264	£661,010	£642,757	£624,503	£606,249	£587,996	£569,742	£551,488	£533,234	£514,981	£496,727	£478,473
			7 £2,900 8 £3,050	-1	£838,209 £978,899	£819,955 £960,645	£801,701 £942,392	£783,447 £924,138	£765,194 £905,884	£746,940 £887,631	£728,686 £869.377	£710,433 £851,123	£692,179 £832,869	£673,925 £814,616	£655,671 £796,362	£637,418 £778,108	£619,164 £759,855
			9 £3,350	1	£1,260,281	£1,242,027	£1,223,773	£1,205,519	£1,187,266	£1,169,012	£1,150,758	£1,132,505	£1,114,251	£1,095,997	£1,077,743	£1,059,490	£1,041,236
			10 £3,650 11 £3,950	4	£1,541,662 £1,823,043	£1,523,408 £1,804,789	£1,505,154 £1,786,536	£1,486,901 £1,768,282	£1,468,647 £1,750,028	£1,450,393 £1,731,775	£1,432,140 £1.713.521	£1,413,886 £1.695.267	£1,395,632 £1,677,013	£1,377,378 £1,658,760	£1,359,125 £1,640,506	£1,340,871 £1,622,252	£1,322,617 £1,603,999
			12 £4,250	4	£2,104,424	£2,086,171	£2,067,917	£2,049,663	£2,031,410	£2,013,156	£1,994,902	£1,976,648	£1,958,395	£1,940,141	£1,921,887	£1,903,634	£1,885,380
25 Mixed	PDL / Existing	1395		•						R	esidual Land Value (£/	/Ha)	•				
25 30% AH	Residential	1355	1 £2,000 2 £2,150	-	£179.744	£155,848	£131,952	£108,056	£84,161	£60,265	Negative RLV £37,894	£13.699			Negative RLV		
			3 £2,300	1	£352,746	£329,448	£306,149	£282,851	£259,552	£236,254	£37,854 £212,955	£189,657	£172,947	£149,051	£125,155	£101,259	£77,363
			4 £2,450		£524,332	£501,332	£478,333	£455,333	£439,189	£415,891	£392,592	£369,294	£345,995	£322,697	£299,399	£276,100	£252,802
			5 £2,600	4	£701,602	£678,603	£655,603	£632,603	£609,604	£586,604	£563,604	£540,605	£517,605	£494,605	£471,605	£448,606	£432,439
			6 £2,750 7 £2,900	Greenfield / PDL	£878,873	£855,873	£832,873	£809,873	£786,874	£763,874	£740,874	£717,875	£694,875	£671,875	£648,876	£625,876	£602,876
			8 £3,050	-	£1,056,143 £1,233,413	£1,033,143 £1,210,413	£1,010,143 £1,187,414	£987,144 £1,164,414	£964,144 £1,141,414	£941,144 £1,118,415	£918,145 £1,095,415	£895,145 £1,072,415	£872,145 £1,049,416	£849,146 £1,026,416	£826,146 £1,003,416	£803,146 £980,417	£780,147 £957,417
			9 £3,350		£1,587,953	£1,564,954	£1,541,954	£1,518,954	£1,495,955	£1,472,955	£1,449,955	£1,426,956	£1,403,956	£1,380,956	£1,357,957	£1,334,957	£1,311,957
			10 £3,650		£1,942,494	£1,919,494	£1,896,495	£1,873,495	£1,850,495	£1,827,496	£1,804,496	£1,781,496	£1,758,496	£1,735,497	£1,712,497	£1,689,497	£1,666,498
			11 £3,950	4	£2,297,034	£2,274,035	£2,251,035	£2,228,035	£2,205,036	£2,182,036	£2,159,036	£2,136,037	£2,113,037	£2,090,037	£2,067,038	£2,044,038	£2,021,038
			12 £4,250		£2,651,575	£2,628,575	£2,605,575	£2,582,576	£2,559,576	£2,536,576	£2,513,577 Residual Land Value (	£2,490,577	£2,467,577	£2,444,578	£2,421,578	£2,398,578	£2,375,579
											Kesiuuai Laliu Value (	£)					
Development		Market Floor	Value Level Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land
Scenario	Typical Site Type	Area	Value Level Value £/m <sup>2</sup>	Indication <sup>2</sup>	Value - £0/m² CIL	Value - £15/m² CIL	Value - £30/m² CIL	Value - £45/m² CIL	Value - £60/m² CIL	Value - £75/m² CIL	. Value - £90/m² CIL	Value - £105/m² Cl	L Value - £120/m² CIL	L Value - £135/m² Cll	. Value - £150/m² CIL	Value - £165/m² CIL	Value - £180/m² Cl
			1 £2,000								Negative RLV						
			2 £2,150	1	£35,057	£15,855						Negative RLV					
			3 £2,300	-	£173,811	£155,320	£142,181	£123,216	£104,251	£85,286	£66,321	£47,356	£29,644	£10,442		Negative RLV	
			4 £2,450 5 £2,600	-	£316,380 £452,042	£297,889 £433,788	£279,398 £415,534	£260,907 £397,281	£242,416 £379,027	£223,925 £360,773	£205,435 £348.004	£186,944 £329,513	£168,453 £311,022	£149,962 £292,531	£136,786 £274,040	£117,821 £255,549	£98,856 £237,059
			6 £2,750	Greenfield / PDL	£592,732	£574,479	£556,225	£537,971	£519,718	£501,464	£483,210	£464,956	£446,703	£428,449	£410,195	£391,942	£373,688
			7 £2,900 8 £3.050		£733,423 £874.114	£715,169 £855.860	£696,916 £837.606	£678,662 £819.353	£660,408 £801.099	£642,154 £782.845	£623,901 £764.591	£605,647 £746.338	£587,393 £728.084	£569,140 £709.830	£550,886 £691,577	£532,632 £673.323	£514,379 £655.069
			9 £3,350	1	£1,155,495	£1,137,241	£1,118,988	£1,100,734	£1,082,480	£1,064,226	£1,045,973	£1,027,719	£1,009,465	£991,212	£972,958	£954,704	£936,450
			10 £3,650	4	£1,436,876	£1,418,623	£1,400,369	£1,382,115	£1,363,862	£1,345,608	£1,327,354	£1,309,100	£1,290,847	£1,272,593	£1,254,339	£1,236,086	£1,217,832
			11 £3,950 12 £4,250	4	£1,718,258 £1,999,639	£1,700,004 £1,981,385	£1,681,750 £1,963,132	£1,663,497 £1.944.878	£1,645,243 £1,926,624	£1,626,989 £1,908,370	£1,608,735 £1,890,117	£1,590,482 £1,871,863	£1,572,228 £1.853.609	£1,553,974 £1,835,356	£1,535,721 £1,817,102	£1,517,467 £1,798,848	£1,499,213 £1,780,594
Mixed				•							esidual Land Value (£/		,,				
25 30% AH	PDL / Existing Residential	1395	1 £2,000	1													
Zero Carbon			2 £2,150	4	£44,172	£19,977					Negative RLV	Negative RLV					
			3 £2,300	1	£219,001	£195,703	£179,148	£155,252	£131,356	£107,460	£83,564	£59,668	£37,351	£13,156		Negative RLV	
			4 £2,450	]	£398,638	£375,340	£352,041	£328,743	£305,444	£282,146	£258,848	£235,549	£212,251	£188,952	£172,350	£148,454	£124,558
			5 £2,600	4	£569,573	£546,573	£523,573	£500,574	£477,574	£454,574	£438,485	£415,186	£391,888	£368,589	£345,291	£321,992	£298,694
			6 £2,750 7 £2,900	Greenfield / PDL	£746,843	£723,843	£700,843	£677,844	£654,844	£631,844	£608,845	£585,845	£562,845	£539,846	£516,846	£493,846	£470,847
			7 £2,900 8 £3,050	4	£924,113 £1,101,383	£901,113 £1,078,384	£878,114 £1,055,384	£855,114 £1,032,384	£832,114 £1,009,385	£809,115 £986,385	£786,115 £963,385	£763,115 £940,386	£740,116 £917,386	£717,116 £894,386	£694,116 £871,387	£671,117 £848,387	£648,117 £825,387
		1		4	£1,455,924	£1,078,384 £1,432,924	£1,409,924	£1,386,925	£1,363,925	£1,340,925	£1,317,926	£1,294,926	£1,271,926	£1,248,927	£1,225,927	£1,202,927	£1,179,928
			9 £3,350										,,				
			9 £3,350 10 £3,650		£1,810,464	£1,787,465	£1,764,465	£1,741,465	£1,718,465	£1,695,466	£1,672,466	£1,649,466	£1,626,467	£1,603,467	£1,580,467	£1,557,468	£1,534,468
				-			£1,764,465 £2,119,005 £2,473,546	£1,741,465 £2,096,006 £2,450,546	£1,718,465 £2,073,006 £2,427,546		£1,672,466 £2,027,007 £2,381,547	£1,649,466 £2,004,007 £2,358,547	£1,626,467 £1,981,007 £2,335,548	£1,603,467 £1,958,008 £2,312,548	£1,580,467 £1,935,008 £2,289,548		£1,534,468 £1,889,009 £2,243,549

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

#### Table 1h: Residual Land Value Results by Value Level & CIL Rate -50 Unit Scheme - Mixed (35dph)

												Residual Land Value (	f)					
													-,					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CII
			1	£2,000								Negative RLV						
			2	£2,150		£202,532	£165,874	£129,215	£92,557	£61,295	£23,629				Negative RLV			
			3	£2,300		£478,700	£442,546	£406,391	£370,237	£334,082	£297,928	£261,773	£230,837	£194,179	£157,520	£120,862	£84,203	£52,943
			4	£2,450		£759,583	£723,428	£687,274	£651,119	£614,965	£578,810	£542,656	£506,501	£470,347	£434,192	£398,037	£361,883	£325,728
			5	£2,600		£1,040,466	£1,004,311	£968,157	£932,002	£895,847	£859,693	£823,538	£787,384	£751,229	£715,075	£678,920	£642,765	£606,611
			6	£2,750	Greenfield / PDL	£1,321,348	£1,285,194	£1,249,039	£1,212,885	£1,176,730	£1,140,575	£1,104,421	£1,068,266	£1,032,112	£995,957	£959,803	£923,648	£887,494
			7	£2,900	Greenneid / PDL	£1,602,231	£1,566,076	£1,529,922	£1,493,767	£1,457,613	£1,421,458	£1,385,303	£1,349,149	£1,312,994	£1,276,840	£1,240,685	£1,204,531	£1,168,376
			8	£3,050		£1,883,113	£1,846,959	£1,810,804	£1,774,650	£1,738,495	£1,702,341	£1,666,186	£1,630,032	£1,593,877	£1,557,722	£1,521,568	£1,485,413	£1,449,259
			9	£3,350		£2,444,879	£2,408,724	£2,372,570	£2,336,415	£2,300,260	£2,264,106	£2,227,951	£2,191,797	£2,155,642	£2,119,488	£2,083,333	£2,047,178	£2,011,024
			10	£3,650		£3,006,644	£2,970,489	£2,934,335	£2,898,180	£2,862,026	£2,825,871	£2,789,716	£2,753,562	£2,717,407	£2,681,253	£2,645,098	£2,608,944	£2,572,789
			11	£3,950		£3,568,409	£3,532,254	£3,496,100	£3,459,945	£3,423,791	£3,387,636	£3,351,482	£3,315,327	£3,279,173	£3,243,018	£3,206,863	£3,170,709	£3,134,554
			12	£4,250	l	£4,130,174	£4,094,020	£4,057,865	£4,021,711	£3,985,556	£3,949,401	£3,913,247	£3,877,092	£3,840,938	£3,804,783	£3,768,629	£3,732,474	£3,696,320
50 Mixed 30% AH	Greenfield / PDL	2835									Re	esidual Land Value (£,	/Ha)					
30% AH	Greenneid / PDL	2030	1	£2,000								Negative RLV						
			2	£2,150		£127,595	£104,500	£81,406	£58,311	£38,616	£14,886				Negative RLV			
			3	£2,300		£301,581	£278,804	£256,027	£233,249	£210,472	£187,694	£164,917	£145,427	£122,333	£99,238	£76,143	£53,048	£33,354
			4	£2,450		£478,537	£455,760	£432,983	£410.205	£387,428	£364,650	£341,873	£319,096	£296,318	£273,541	£250,764	£227,986	£205,209
			5	£2,600		£655.493	£632.716	£609.939	£587.161	£564.384	£541.606	£518.829	£496,052	£473,274	£450,497	£427,720	£404.942	£382,165
			6	£2,750		£832.449	£809.672	£786.895	£764.117	£741.340	£718.563	£695.785	£673.008	£650.230	£627,453	£604.676	£581,898	£559,121
			7	£2,900	Greenfield / PDL	£1,009,405	£986,628	£963,851	£941,073	£918,296	£895,519	£872,741	£849,964	£827,186	£804,409	£781,632	£758,854	£736,077
			8	£3,050		£1.186.361	£1.163.584	£1.140.807	£1.118.029	£1,095,252	£1,072,475	£1.049.697	£1.026.920	£1,004,142	£981,365	£958.588	£935.810	£913.033
			9	£3,350		1 1	£1,163,584 £1.517.496				· · · ·	1 1	1					
			10	£3,650		£1,540,274		£1,494,719	£1,471,941	£1,449,164	£1,426,387	£1,403,609	£1,380,832	£1,358,055	£1,335,277	£1,312,500	£1,289,722	£1,266,945
						£1,894,186	£1,871,408	£1,848,631	£1,825,854	£1,803,076	£1,780,299	£1,757,521	£1,734,744	£1,711,967	£1,689,189	£1,666,412	£1,643,635	£1,620,857
			11	£3,950		£2,248,098	£2,225,320	£2,202,543	£2,179,766	£2,156,988	£2,134,211	£2,111,433	£2,088,656	£2,065,879	£2,043,101	£2,020,324	£1,997,547	£1,974,769
			12	£4,250		£2,602,010	£2,579,232	£2,556,455	£2,533,678	£2,510,900	£2,488,123	£2,465,346	£2,442,568	£2,419,791	£2,397,013	£2,374,236	£2,351,459	£2,328,681

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1i: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Mixed (35dph)

Network         Nate Res																			
Type:         Type: <th< th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th>1</th><th>Residual Land Value (</th><th>£)</th><th></th><th></th><th></th><th></th><th></th></th<>												1	Residual Land Value (	£)					
Mined         0 <th></th> <th>Typical Site Type</th> <th></th> <th>Value Level</th> <th>Value £/m<sup>2</sup></th> <th></th>		Typical Site Type		Value Level	Value £/m <sup>2</sup>														
Nind 30x AI         Greenfeld         3         62,300         44,645         61,050,204         61,452,207         12,024,833         61,107,207         109,23,41         909,344         612,49,247         72,0300         613,3500         61,035,307         61,350,300         61,35				1	£2,000		£209,041	£124,544	£40,047					Nega	tive RLV				
<ul> <li>New Nord</li> <li>New Nord&lt;</li></ul>				2	£2,150		£854,682	£770,186	£685,688	£601,191	£516,694	£432,197	£347,700	£263,203	£178,706	£94,208	£9,711	Negati	ve RLV
Normal         Normal         Second         Second<				3	1		£1,500,324	1 -1-	1	1	1 . 1	1. 1	£993,341		- /-	£739,850			
Nined         Oreafield         6         62,200 (2,302)         Contentield         6,332,221 (3,412,428)         6,332,221 (3,412,428)         6,332,231 (3,412,428)         6,332,3231 (3,412,428)         6,332,3231 (3,412,428)         6,332,3231 (3,422,339)         6,14,145,757 (3,422,339)         6,14,145,757 (4,472,400)         6,430,411 (4,476,40)         1,44,06,113 (4,470,40)         1,44,143 (4,470,40)         1,44,1				4			, .,	1	11-	1 1 -	1 1-	1 - 1 - 1	1		1	1	1	, .,	, , , ,
Nmm         Greenfield         4,002,289         (1,908,399)         (1,918,396)         (1,922,399)         (1,314,322)         (1,322,417)         (1,32,417)				5	/		, . ,		1. 1.	1	1 1	1	1 . 1	1		1	1	/ /	1 1
Mined 30X,AH         675         8         61,050 6         62,350 63,050         64,323,550 64,3553         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,323,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,343,050 64,023,550         64,344,052 65,024,44         64,745,530,544         64,745,530,544         64,745,530,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,544         65,050,543				6	,	Greenfield		- / / -			, ,	, ,	, ,	11	1 - 1	11 -	, ,	, ,	
NMAR         9         3.330         65,01,8,14         65,353,817         65,850,820         65,766,823         65,987,122         65,821,835         65,433,138         65,253,431         65,803,138         65,253,433         65,433,138         65,253,433         65,433,138         65,253,433         65,431,238 <th< td=""><td></td><td></td><td></td><td>,</td><td></td><td></td><td>,</td><td></td><td></td><td></td><td></td><td></td><td></td><td>-/ - /</td><td>.,</td><td>-1-1</td><td>., . ,</td><td>.,, .</td><td></td></th<>				,			,							-/ - /	.,	-1-1	., . ,	.,, .	
100         13.60 12         64.360 64.350         16         64.360 12         64.360 64.350         67.91.09 64.360         67.92.618 64.33.386         66.39.12 64.30.386         66.59.612 64.80.318         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.319         66.59.612 64.80.512         66.59.612 64.80.512         66.59.612 64.80.512         66.59.612 64.80.512         66.59.612 64.80.512         66.59.612 64.80.513         66.59.612 64.80.513         66.59.612 64.80.513         66.59.612 64.80.513         66.59.612 64.80.512         66.59.612 64.80.512         66.59.612 64.80.513         66.59.612 64.80.561         66.39.807         67.95.618 64.80.513         66.59.50.61 64.80.513         67.95.618 64.80.513         66.59.612 64.80.561         66.39.807         67.95.618 64.80.612         66.59.612 64.80.563         66.80.115 64.80.561         66.59.618 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         67.95.618 64.80.561         66.80.115 64.80.561         67.95.618 64.80.561         66.80.115 64.80.561         67.95.618 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.80.115 64.80.561         66.				0	.,		,,	= ./*/***	= .,	1 - 1	= .,	1	1 1 2	1 - 1	/==/===			-, -,-,-	., ,
Mixed         III         E3,950         E8,602,380         E8,31,886         E8,33,866         E8,348,889         E8,264,392         E8,095,386         E8,001,001         E7,926,404         <				5				- / / -					- / - /	- / - /	- / /	- / / -	-/ /		
NM cd 30% AH         I         E 4,250         E 4,250         E 4,250         E 9,336,63         E 9,941,178         E 9,386,681         E 9,321,687         E 9,331,100         E 9,048,693         E 8,964,195         E 8,879,699           10         30% AH         I         62,000         E 9,336,63         E 9,921,667         E 9,355,675         E 9,471,178         E 9,386,681         E 9,321,687         E 9,331,100         E 9,048,693         E 8,964,195         E 8,879,699           10         62,000         I         62,000         E 65,888         E 39,231         E 12,615         Image: Complex C							/= _/= = 0	)=== )= = =	=: )= :=)===		==;=:=;===				_========		_=;;:=;;==:		_==)====
Mikes         Gereefield         6075         i         6075         620,00         623,053         620,035         620,035         620,045         623,053         620,045         613,050         613,050         613,050         613,050         613,050         613,050         623,053         620,043         640,9813         620,9813         6133,051         610,055         621,050         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         623,053         620,9813         620,9813         623,983         623,983         620,9813         623,983         620,9813         620,9813         623,983         620,9813         620,9813         623,983         620,9813         620,9813				12	£4,250		£9,893,663	£9,809,166	£9,724,669	£9,640,172	£9,555,675	£9,471,178	£9,386,681	£9,302,184	£9,217,687	£9,133,190	£9,048,693	£8,964,195	£8,879,699
MAR         1         £2,000         £65,848         £39,231         £12,615         C         C         Negative         State         Sta	Mixed		6075					• • •	•		•	Re	esidual Land Value (£/	/Ha)		•	•		
3       £2,300         4       £2,450         5       £2,600         6       £2,750         7       £2,900         8       £3,350         10       £1,350         11       £3,950	100 30% AH	Greenfield	6075	1	£2,000		£65,848	£39,231	£12,615					Nega	tive RLV				
Image: bit in the section of the sectin section of the section of the secting of the secting of the sec				2	£2,150		£269,225	£242,609	£215,992	£189,375	£162,759	£136,142	£109,525	£82,909	£56,292	£29,676	£3,059	Negati	ve RLV
S         62,600         620,7				3	£2,300		£472,602	£445,986	£419,369	£392,752	£366,136	£339,519	£312,903	£286,286	£259,669	£233,053	£206,436	£179,820	£153,203
6         £2,750         £1,082,733         £1,056,117         £1,029,500         £1,029,500         £949,650         £923,034         £896,417         £869,801         £843,184         £816,568         £789,951         £763,334           7         £2,900         £3,050         £3,050         £1,022,494         £1,232,877         £1,202,626         £1,179,644         £1,153,027         £1,109,974         £1,073,178         £1,046,551         £1,019,945         £993,328         £966,712           8         £3,050         £3,350         £1,489,487         £1,462,871         £1,436,254         £1,409,638         £1,330,271         £1,027,555         £1,249,938         £1,223,321         £1,196,705         £1,170,688           9         £3,350         £1,389,021         £1,436,952         £1,430,068         £1,789,775         £1,763,159         £1,333,171         £1,226,529         £1,683,309         £1,656,692         £1,630,076         £1,603,459         £1,576,682           10         £3,650         £2,302,996         £2,276,379         £2,249,763         £2,232,146         £2,196,529         £1,176,680         £2,090,063         £2,063,446         £2,036,830         £2,010,213         £1,983,597           11         £3,950         £2,709,750         £2,683,133				4	£2,450		£675,979	£649,362	£622,746	£596,130	£569,513	£542,896	£516,280	£489,663	£463,047	£436,430	£409,813	£383,197	£356,580
7       £2,900       £1,286,110       £1,259,494       £1,232,877       £1,206,261       £1,179,644       £1,073,178       £1,046,561       £1,019,945       £993,328       £966,712         8       £3,050       £3,350       £1,383,021       £1,383,021       £1,356,404       £1,329,788       £1,023,171       £1,023,178       £1,049,938       £1,223,321       £1,96,055       £1,99,058       £1,019,945       £1,023,171       £1,027,555       £1,249,938       £1,223,321       £1,196,055       £1,196,055       £1,249,938       £1,223,321       £1,196,055       £1,109,058       £1,019,945       £1,023,171       £1,027,555       £1,249,938       £1,223,321       £1,196,055       £1,196,055       £1,249,938       £1,223,321       £1,196,055       £1,109,058       £1,019,945       £1,023,171       £1,027,555       £1,249,938       £1,223,321       £1,196,055       £1,019,945       £1,023,171       £1,027,555       £1,249,938       £1,223,321       £1,196,055       £1,109,056       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,019,945       £1,0				5	£2,600		£879,356	£852,740	£826,123	£799,507	£772,890	£746,273	£719,657	£693,040	£666,424	£639,807	£613,190	£586,574	£559,957
7 $f2,900$ $f1,226,010$ $f1,225,9494$ $f1,232,877$ $f1,206,261$ $f1,179,644$ $f1,153,027$ $f1,109,794$ $f1,073,178$ $f1,046,561$ $f1,019,945$ $f93,328$ $f969,724$ 8 $f3,050$ 9 $f3,350$ 9 $f3,350$ $f1,89,6424$ $f1,869,625$ $f1,843,008$ $f1,83,021$ $f1,789,755$ $f1,309,756$ $f1,229,788$ $f1,223,211$ $f1,106,705$ $f1,060,705$ $f2,000,705$				6	£2,750		£1,082,733	£1,056,117	£1,029,500	£1,002,884	£976,267	£949,650	£923,034	£896,417	£869,801	£843,184	£816,568	£789,951	£763,334
8       £3,050         9       £3,350       £1,489,487       £1,462,871       £1,436,254       £1,409,638       £1,330,211       £1,329,788       £1,303,171       £1,276,555       £1,249,938       £1,223,321       £1,196,705       £1,170,088         9       £3,350       £1,380,242       £1,869,625       £1,843,008       £1,816,392       £1,789,775       £1,765,515       £1,209,938       £1,223,321       £1,196,705       £1,170,088         100       £3,650       £1,380,242       £1,869,625       £1,843,008       £1,216,529       £1,709,926       £1,683,309       £1,656,692       £1,630,076       £1,603,459       £1,576,642         101       £3,650       £2,302,996       £2,276,379       £2,249,763       £2,223,146       £2,196,529       £2,143,296       £2,116,680       £2,090,063       £2,063,446       £2,036,830       £2,010,213       £1,983,597         111       £3,950       £2,709,750       £2,683,133       £2,656,517       £2,629,900       £2,506,507       £2,550,550       £2,249,6817       £2,470,201       £2,443,584       £2,416,967       £2,393,531				7	£2,900	Greenfield	£1.286.110	£1.259.494	£1.232.877	£1.206.261	£1.179.644	£1.153.027	£1.126.411	£1.099.794	£1.073.178	£1.046.561	£1.019.945	£993.328	£966.712
9       £3,350         10       £3,650         11       £3,950             11       £3,950             11       £3,950             11       £3,950             11       £3,950             12       £2,012,950       £2,683,133       £2,656,517       £2,629,900       £2,503,284       £2,550,550       £2,249,681       £2,490,681				8	£3,050				1 - 1-		1 - 1-	1 1 -	1 1		1	1	1		
10       £3,650       £2,009,050       £2,276,379       £2,249,763       £2,223,146       £2,196,529       £2,143,296       £2,143,296       £2,090,063       £2,063,446       £2,036,830       £2,010,213       £1,983,597         11       £3,950       £2,709,750       £2,683,133       £2,656,517       £2,603,284       £2,576,667       £2,523,434       £2,496,817       £2,470,201       £2,443,584       £2,416,967       £2,309,351				9	£3,350			1.1					1 1 1		1				
11         £3,950         £2,709,750         £2,683,133         £2,656,517         £2,603,284         £2,576,667         £2,523,434         £2,470,201         £2,443,584         £2,416,967         £2,390,351				10	£3,650				1			,,	1	1	1		1		
					-														
				12	£4.250		£3.116.504	£3.089.887	£3.063.271	£3.036.654	£3.010.038	£2.983.421	£2.956.805	£2.930.188	£2.903.571	£2.876.955	£2.850.338	£2.823.722	£2,797,105

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)



# Appendix IIb Residential Appraisal Results Summary - Higher Density

*Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.* 

# Table 1j: Residual Land Value Results by Value Level & CIL Rate - 4 Unit Scheme - Houses (45dph)

												Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£86,107	£80,768	£75,429	£70,090	£64,751	£59,412	£54,073	£48,734	£43,395	£38,056	£32,717	£27,378	£22,039
			2	£2,150		£123,951	£118,674	£113,396	£108,119	£102,842	£98,868	£93,529	£88,190	£82,851	£77,512	£72,173	£66,834	£61,495
			3	£2,300		£162,940	£157,662	£152,385	£147,108	£141,830	£136,553	£131,276	£125,999	£120,721	£115,444	£110,167	£104,889	£99,612
			4	£2,450		£201,929	£196,651	£191,374	£186,097	£180,819	£175,542	£170,265	£164,987	£159,710	£154,433	£149,156	£143,878	£138,601
			5	£2,600		£234,891	£229,737	£224,583	£219,429	£214,275	£209,122	£209,254	£203,976	£198,699	£193,422	£188,144	£182,867	£177,590
			6	£2,750	PDL / Existing Residential	£272,946	£267,792	£262,638	£257,484	£252,330	£247,176	£242,022	£236,868	£231,714	£226,560	£221,407	£216,253	£211,099
			7	£2,900	T DE / Existing Residential	£311,000	£305,846	£300,692	£295,539	£290,385	£285,231	£280,077	£274,923	£269,769	£264,615	£259,461	£254,307	£249,153
			8	£3,050		£349,055	£343,901	£338,747	£333,593	£328,439	£323,285	£318,131	£312,977	£307,824	£302,670	£297,516	£292,362	£287,208
			9	£3,350		£419,815	£420,010	£414,856	£409,702	£404,548	£399,394	£394,240	£389,087	£383,933	£378,779	£373,625	£368,471	£363,317
			10	£3,650		£494,990	£489,898	£484,806	£479,713	£474,621	£469,529	£464,437	£459,345	£454,252	£449,160	£444,068	£438,976	£433,883
			11	£3,950		£570,165	£565,073	£559,981	£554,888	£549,796	£544,704	£539,612	£534,519	£529,427	£524,335	£519,243	£514,151	£509,058
			12	£4,250		£645,340	£640,248	£635,155	£630,063	£624,971	£619,879	£614,787	£609,694	£604,602	£599,510	£594,418	£589,325	£584,233
House	PDL / Existing	380									Re	esidual Land Value (£/	'Ha)					
<sup>4</sup> 0% AH	Residential	560	1	£2,000		£871,829	£817,772	£763,715	£709,657	£655,600	£601,543	£547,486	£493,428	£439,371	£385,314	£331,256	£277,199	£223,142
			2	£2,150		£1,255,002	£1,201,570	£1,148,137	£1,094,704	£1,041,272	£1,001,035	£946,977	£892,920	£838,863	£784,805	£730,748	£676,691	£622,634
			3	£2,300		£1,649,764	£1.596.332	£1.542.899	£1.489.466	£1,436,034	£1,382,601	£1,329,168	£1,275,736	£1,222,303	£1,168,870	£1,115,438	£1,062,005	£1,008,572
			4	£2,450		£2,044,526	£1,991,094	£1,937,661	£1.884.228	£1,830,796	£1,777,363	£1,723,930	£1,670,498	£1,617,065	£1,563,632	£1,510,200	£1,456,767	£1,403,334
			5	£2,600		£2.378.272	£2.326.089	£2.273.906	£2.221.722	£2.169.539	£2.117.355	£2.118.692	£2,065,260	£2.011.827	£1.958.394	£1,904,962	£1,851,529	£1,798,096
			6	£2,750		£2,763,575	£2,711,392	£2,659,208	£2,607,025	£2,554,841	£2,502,658	£2,450,475	£2,398,291	£2,346,108	£2,293,924	£2,241,741	£2,189,558	£2,137,374
			7	£2,900	PDL / Existing Residential	£3,148,878	£3.096.694	£3.044.511	£2.992.327	£2.940.144	£2.887.961	£2.835.777	£2.783.594	£2.731.410	£2.679.227	£2.627.044	£2.574.860	£2.522.677
			8	£3.050		£3,534,180	£3,481,997	£3,429,813	£3.377.630	£3.325.447	£3,273,263	£3,221,080	£3,168,896	£3,116,713	£3,064,530	£3,012,346	£2,960,163	£2,907,979
			9	£3.350		£4.250.629	£4.252.602	£4.200.419	£4.148.235	£4.096.052	£4.043.868	£3,991,685	£3.939.502	£3,887,318	£3,835,135	£3,782,951	£3,730,768	£3,678,585
			10	£3,650		£5,011,775	£4,960,216	£4.908.657	£4.857.098	£4.805.539	£4,753,981	£4,702,422	£4,650,863	£4,599,304	£4,547,746	£4,496,187	£4,444,628	£4,393,069
			11	£3.950		£5,772,920	£5,721,362	£5,669,803	£5.618.244	£5.566.685	£5,515,126	£5,463,568	£5,412,009	£5,360,450	£5,308,891	£5,257,333	£5,205,774	£5,154,215
			12	£4.250		£6.534.066	£6.482.507	£6.430.948	£6.379.390	£6.327.831	£6.276.272	£6.224.713	£6.173.155	£6.121.596	£6.070.037	£6.018.478	£5.966.920	£5.915.361
1.0.1.1.1			12	17,230		10,534,000	10,482,507	10,430,948	10,579,390	10,527,851	10,270,272	10,224,/13	10,1/3,155	10,121,590	10,070,037	10,010,478	13,300,920	15,515,501

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1k: Residual Land Value Results by Value Level & CIL Rate - 5 Unit Scheme - Houses (45dph)

Number         Num         Num         Number																		
Number												Residual Land Value (	£)					
		Typical Site Type		Value Level Value £/m <sup>2</sup>														Residual Land Value - £180/m² CIL
<ul> <li> <ul> <li></li></ul></li></ul>					_	,		· · · · · ·	-	, ,	,	-	,	- / -			,	,
<ul> <li> <ul> <li></li></ul></li></ul>				/	-								· · · · · · · · · · · · · · · · · · ·					,
<ul> <li> <ul> <li></li></ul></li></ul>				,	-1	,	· · · · ·	,	,	, ,	· · · · ·	,	,	,			,	,
<ul> <li> <ul> <li></li></ul></li></ul>													- / -					
				,	PDL / Existing Residential	,	· · · · ·	,	,	, ,	-	,	,	,	,		,	,
Norm         Norm <th< td=""><td></td><td></td><td></td><td>1</td><td>1</td><td></td><td></td><td>,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>				1	1			,										
Image: Proper temperature         Image: Proper temperate         Image: Proper temperature         Imag				• =•/•••						, ,	-		/	,			,	
No. 10         Vision (No. 10)         Vision (No. 10) <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td>,</td> <td></td> <td></td>					-											,		
Number         Provide         Provide <th< td=""><td></td><td></td><td></td><td>,</td><td>1</td><td>,</td><td>· · · · ·</td><td></td><td>,</td><td></td><td>-</td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td></th<>				,	1	,	· · · · ·		,		-	,	,	,	,	,	,	,
Part         Part <th< td=""><td>House</td><td>PDL / Existing</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>Re</td><td>sidual Land Value (£,</td><td>/Ha)</td><td></td><td></td><td></td><td></td><td></td></th<>	House	PDL / Existing									Re	sidual Land Value (£,	/Ha)					
Prob         Prob<			475	1 £2,000		£860,240	£806,807	£763,715	£709,657	£655,600	£601,543	£547,486	£493,428	£439,371	£385,314	£331,256	£277,199	£223,142
Part of the start of					4	£1,255,002	£1,201,570	£1,148,137	£1,094,704	£1,041,272	£987,839	£934,406	£880,974	£827,541	£784,805	£730,748	£676,691	£622,634
Image: biology         Image:					4													
Proprint				,	4													
Note         7         21,000 (0,0)         70				. ,	-													
1         0					PDL / Existing Residential													
1         0         0.00         0.000         0.00000         0.00000        0.00000      <				8 £3,050	7													
1         1				9 £3,350		£4,250,629	£4,199,070	£4,147,511	£4,095,953	£4,044,394	£3,992,835	£3,941,276	£3,889,717	£3,838,159	£3,786,600	£3,735,041	£3,683,482	£3,631,924
Nume         1         0.200         0.00000         0.0000000         0.0000000         0.0000000         0.0000000         0.0000000         0.0000000         0.0000000         0.0000000         0.0000000         0.000000000000         0.00000000000000000000000000000000000				· · · · · · · · · · · · · · · · · · ·	_	£5,011,775	£4,960,216	£4,908,657	£4,857,098	£4,805,539	£4,753,981	£4,702,422	£4,650,863	£4,599,304	£4,547,746	£4,496,187	£4,444,628	£4,393,069
Procession         Typical State Type         Market Floor Account         Typical State Type         Value Edin         Typical Location <sup>1</sup> & System         Residual Land Value : 150/m <sup>1</sup> CL         Residual Land Value : 150/m <sup>2</sup> CL         Residual Land Value : 150/					-													
Development Scenario         Typical Statupy         Market floor Awa         Value Level (n)         Typical Statup)         Market floor Awa         Typical Statup)         Typ				12 ±4,250		£6,534,066	±6,482,507	£6,430,948	£6,379,390	£6,327,831				±6,121,596	£6,070,037	£6,018,478	£5,966,920	£5,915,361
Pol./ Fosting Beddential         Pol./ Fosting Fosting         Fosting Fosting         Fosting Fosting         Fosting Fosting         Fosting Fosting         Fosting         F		Typical Site Type		Value Level Value £/m <sup>2</sup>							Residual Land	Residual Land	Residual Land					Residual Land Value - £180/m <sup>2</sup> CIL
P         See Pol / Existing Residential				1 £2,000		£72,437	£67,098	£61,759	£56,420	£51,081	£45,742	£40,403	£35,064	£29,725	£24,386	£19,047	£13,708	£8,369
Norma         PDI / Existing         Residential         I I I I I I I I I I I I I I I I I I I				/	-	,	· · · · ·	· · · · · ·	-	, ,	,	-	,	,		,	,	,
Pol_/ Estim         Pol_/ Setim         Pol_/ Setim         Pol_/ Setim         Constant         Constant<					-													
PD / Existing Residential Residentia Residential Residential Residential Residential Reside				,												,	£169,331	,
No.e         90 / Existing         8         6 1,000         6 33,576         6 33,042         6 232,578         6 230,344         6 131,011         6 10,017         6 299,709         6 299,709         6 299,759 <td></td> <td></td> <td></td> <td></td> <td>PDL / Existing Residential</td> <td></td> <td>,</td> <td></td> <td>,</td>					PDL / Existing Residential											,		,
Phote         9         61,350         643,250         643,050         645,120         643,020         645,120         645,020         655,010         640,020         640,020         640,020         650,020         651,020         651,020         651,020         650,100         640,020         640,020         650,050         653,620         653,620         653,620         651,020         650,020         650,020         670,020         660,020         660,020         660,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020         650,020					-	-		-	,		-	-	-		,	,	,	,
Nose 20% AH         11         €3.90 12         12         €4.90 12         €55.030         €551.938         €546.804         €51.928         €531.594         €520.677         €521.384         €516.292         €580,739         €580,739         €530,739         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730         €130,730				9 £3,350	]	£411,895	£406,741	£401,588	£396,434	£391,280	£386,126	£380,972	£375,818	£370,664	£365,510	£360,356	£355,202	£350,048
Buse         PDL / Exsting         Residential         12         £4,250         £622,055         £627,113         £622,020         £616,928         £611,836         £606,744         £601,652         £591,467         £586,375         £581,283         £576,190         £571,098           PDL / Exsting         Residential         1         £2,000         £632,205         £627,113         £622,020         £611,836         £606,744         £601,652         £595,559         £591,467         £586,375         £581,283         £576,190         £571,098           1         \$2,000         \$2         £2,150         \$2         \$62,100         \$636,739         £534,493         £500,247         £477,059         £733,348         £690,103         £646,857         £603,611         £500,556         £517,208         £111,035         £677,89         £137,258         £111,035         £677,89         £137,249         £1,05,702         £1,05,772         £1,013,026         £1,226,756         £1,184,010         £1,41,426         £199,851         £1,057,772         £1,013,026         £1,226,756         £1,184,010         £1,41,426         £1,057,772         £1,013,026         £1,226,756         £1,184,010         £1,44,476         £1,032,983         £2,04,183         £1,057,772         £1,013,026         £1,057				,	-			,			-	,		,	,	,	,	,
PDL / Existing Residential         PDL / Existing Residential         Statustian         PDL / Existing Residential         Statustian					-	· · · · · · · · · · · · · · · · · · ·		,				,						
No         1         £2,000         £300         1         £2,000         £43,733         £457,001         £413,755         £370,510         £327,264         £284,018         £240,772         £197,526         £154,280         £111,035         £677,893           2         £2,150         2         £2,150         2         £2,150         2         £2,150         2         £2,150         2         £300,772         £197,526         £154,280         £430,628         £137,284         £603,611         £560,365         £517,120         £473,874         £430,628         £387,382           3         £2,300         4         £2,450         4         £2,450         £1,52,979         £1,480,487         £1,397,41         £1,089,185         £996,439         £935,693         £910,947         £868,201         £825,454         £793,467         £750,221         £706,976           4         £2,450         4         £2,450         £1,529,979         £1,480,487         £1,397,935         £1,322,499         £1,226,576         £1,184,010         £1,44,248         £1,313,626         £1,320,414         £1,432,687         £1,480,487         £1,44,488         £1,313,741         £1,628,058         £1,529,566         £1,499,493         £1,444,488         £1,313,741 <t< td=""><td>Цонке</td><td>PDI / Evisting</td><td></td><td></td><td>•</td><td></td><td></td><td></td><td></td><td></td><td>Re</td><td></td><td>/Ha)</td><td></td><td>· · · · · · · · · · · · · · · · · · ·</td><td> ,</td><td></td><td></td></t<>	Цонке	PDI / Evisting			•						Re		/Ha)		· · · · · · · · · · · · · · · · · · ·	,		
	5		380	1 £2,000		£586,739	£543,493	£500,247	£457,001	£413,755	£370,510	£327,264	£284,018	£240,772	£197,526	£154,280	£111,035	£67,789
				2 £2,150		£894,360	£851,614	£808,868	£776,595	£733,349	£690,103	£646,857	£603,611	£560,365	£517,120	£473,874	£430,628	£387,382
5         £2,600           6         £2,750           6         £2,750           7         £2,900           8         £3,050           9         £3,350           10         £3,650           11         £3,950           11         £3,950           11         £3,950           11         £3,950           11         £3,950           11         £3,950           11         £3,950           11         £3,950           11         £3,950           12         £4,511,943         £4,470,696         £4,429,449         £4,365,55         £4,365,55,544         £4,281,967         £4,410,720         £4,998,206         £4,381,967         £4,310,7263         £1,959,413         £1,952,412         £1,944,455         £1,944,450         £1,944,450         £2,946,938         £2,246,938         £2,246,938         £2,247,641         £2,385,940         £1,943,4148         £2,302,401         £2,260,654         £2,248,939         £2,946,938         £2,477,641         £2,385,894         £2,344,148         £2,302,401         £2,260,654         £2,218,937         £3,960,673         £3,940,556         £3,940,556         £3,940,455         £3,940,556					4			£1,124,677										
6         £2,750         £1,073,384         £2,061,637         £2,019,891         £1,978,144         £1,938,457         £1,882,904         £1,811,157         £1,769,410         £1,727,663         £1,688,917         £1,644,170         £1,644,645           7         £2,900         £3,050         £3,050         £2,019,891         £2,283,333         £2,286,386         £2,244,639         £2,161,166         £2,119,399         £2,077,652         £2,035,906         £1,992,412         £1,910,665           8         £3,050         £3,350         £2,071,868         £2,074,613         £2,246,938         £2,246,938         £2,247,641         £2,385,894         £2,341,488         £2,302,401         £2,260,654         £2,218,937           9         £3,350         £3,363,352         £3,294,605         £3,252,885         £2,511,134         £2,469,388         £2,47,641         £2,385,894         £2,341,48         £2,302,401         £2,260,654         £2,218,937           10         £3,650         £3,363,352         £3,294,605         £3,252,859         £3,211,112         £3,169,365         £3,042,927         £3,002,378         £2,960,632         £2,918,858         £2,819,339         £2,483,3932           10         £3,650         £3,861,779         £3,861,779         £3,861,779         £					4													£1,013,026
7       £2,900       £2,900       £2,015,26       £2,328,383       £2,286,386       £2,244,639       £2,11,126       £2,119,399       £2,077,652       £2,035,906       £1,994,159       £1,902,412       £1,910,665         8       £3,050       £3,050       £3,050       £3,050       £2,385,812       £2,285,386       £2,255,281       £2,251,134       £2,486,388       £2,427,641       £2,385,894       £2,302,401       £2,260,654       £2,218,037         9       £3,350       £3,363,352       £3,294,605       £3,252,859       £3,211,112       £3,169,365       £3,127,619       £3,002,378       £2,960,632       £2,918,885       £2,287,138       £2,385,894       £2,318,033       £3,490,556       £3,403,099       £3,380,3792       £3,002,378       £2,960,632       £2,918,885       £2,877,138       £2,835,392       £3,903,026       £3,903,026       £3,861,779       £3,820,522       £3,779,285       £3,667,91       £3,655,544       £3,614,297       £3,51,803       £3,490,556       £3,409,309       £3,408,602       £4,406,979       £4,346,955       £4,360,578       £4,360,979       £4,369,979       £4,360,979       £4,369,970       £4,369,970       £4,407,200       £4,099,473       £4,058,226       £4,016,979         10       £3,950       £4,319,406					4													
8       £3,050         9       £3,350         10       £2,719,868       £2,678,121       £2,636,375       £2,559,628       £2,551,1134       £2,469,388       £2,47,641       £2,385,894       £2,341,48       £2,302,401       £2,260,654       £2,18,807         9       £3,350       £3,350       £3,294,605       £3,252,859       £3,211,112       £3,169,355       £3,127,619       £3,002,378       £2,906,632       £2,918,885       £2,877,138       £2,383,894       £2,302,401       £2,302,40					PDL / Existing Residential													
9       £3,350         10       £3,360         10       £3,650         11       £3,903,026         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,511,943       £4,470,696         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £4,346,955       £4,346,955         £					1													£2,218,907
11 £3,950					]													£2,835,392
					4	£3,903,026	£3,861,779	£3,820,532	£3,779,285	£3,738,038	£3,696,791	£3,655,544	£3,614,297	£3,573,050	£3,531,803	£3,490,556	£3,449,309	£3,408,062
					4							· · · ·	· · · ·					£4,016,979
12 £4,250 £5,079,613 £5,038,366 £4,997,119 £4,955,872 £4,914,625 £4,873,378 £4,832,130 £4,790,883 £4,749,636 £4,708,389 £4,667,142 £4,625,895	<sup>1</sup> ·Based on infor	mation provided b	w the Council	12 ±4,250	1	£5,120,860	£5,079,613	£5,038,366	£4,997,119	£4,955,872	£4,914,625	£4,873,378	£4,832,130	£4,790,883	£4,749,636	£4,708,389	£4,667,142	£4,625,895

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

# Table 1I: Residual Land Value Results by Value Level & CIL Rate - 9 Unit Scheme - Houses (45dph)

										l	Residual Land Value	: (£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CII	Residual Land L Value - £105/m <sup>2</sup> CII	Residual Land . Value - £120/m² Cl	Residual Land L Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land . Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1 £2,000		£256,167	£241,080	£225,993	£210,905	£195,818	£180,730	£170,711	£155,250	£139,789	£124,327	£108,866	£93,405	£77,944
			2 £2,150 3 £2,300	_	£366,549 £470.468	£351,462 £455,568	£336,375 £440,667	£321,287 £425,767	£306,200 £410,866	£291,112 £395,966	£276,025 £386,407	£260,937 £371,319	£245,850 £356,232	£230,762 £341,144	£215,675 £326,057	£200,587 £310,969	£185,500 £295,882
			4 £2,450		£579,447	£564,546	£549,646	£534,745	£519,845	£504,944	£490,044	£475,143	£460,242	£445,342	£430,441	£415,541	£400,640
			5 £2,600	_	£688,425	£673,525	£658,624	£643,724	£628,823	£613,922	£599,022	£584,121	£569,221	£554,320	£539,420	£524,519	£509,619
			6 £2,750 7 £2,900	Greenfield / PDL	£797,404 £906,382	£782,503 £891,481	£767,602 £876,581	£752,702 £861,680	£737,801 £846,780	£722,901 £831,879	£708,000 £816,979	£693,100 £802,078	£678,199 £787,178	£663,299 £772,277	£648,398 £757,376	£633,498 £742,476	£618,597 £727,575
			8 £3,050		£1,015,360	£1,000,460	£985,559	£970,659	£955,758	£940,858	£925,957	£911,056	£896,156	£881,255	£866,355	£851,454	£836,554
			9 £3,350 10 £3,650	-	£1,233,317 £1.451.274	£1,218,416 £1.436.373	£1,203,516 £1.421.473	£1,188,615 £1.406.572	£1,173,715 £1.391.671	£1,158,814 £1.376.771	£1,143,914 £1.361.870	£1,129,013 £1.346.970	£1,114,113 £1.332.069	£1,099,212 £1.317.169	£1,084,312 £1.302.268	£1,069,411 £1.287.368	£1,054,510 £1.272.467
			11 £3,950		£1,669,230	£1,654,330	£1,639,429	£1,624,529	£1,609,628	£1,594,728	£1,579,827	£1,564,927	£1,550,026	£1,535,125	£1,520,225	£1,505,324	£1,490,424
			12 £4,250		£1,887,187	£1,872,287	£1,857,386	£1,842,485	£1,827,585	£1,812,684	£1,797,784	£1,782,883	£1,767,983	£1,753,082	£1,738,182	£1,723,281	£1,708,381
9 House	PDL / Existing	1125								Re	esidual Land Value (f	£/Ha)					
<sup>о</sup> 0% АН	Residential		1 £2,000		£1,152,754	£1,084,860	£1,016,967	£949,073	£881,180	£813,286	£768,201	£698,625	£629,049	£559,474	£489,898	£420,322	£350,746
			2 £2,150 3 £2,300	4	£1,649,473	£1,581,579	£1,513,685	£1,445,792	£1,377,898	£1,310,005	£1,242,111	£1,174,218	£1,106,324	£1,038,431	£970,537	£902,644	£834,750
			4 £2,450	-	£2,117,108 £2.607.511	£2,050,056 £2,540,458	£1,983,003 £2,473,406	£1,915,951 £2.406.353	£1,848,898 £2.339.301	£1,781,846 £2.272.249	£1,738,830 £2.205.196	£1,670,937 £2,138,144	£1,603,043 £2.071.091	£1,535,150 £2.004.039	£1,467,256 £1.936.986	£1,399,362 £1.869.934	£1,331,469 £1.802.881
			5 £2,600	-	£3,097,913	£3,030,861	£2,963,808	£2,896,756	£2,829,704	£2,762,651	£2,695,599	£2,628,546	£2,561,494	£2,494,441	£2,427,389	£2,360,336	£2,293,284
			6 £2,750	Greenfield / PDL	£3,588,316	£3,521,263	£3,454,211	£3,387,159	£3,320,106	£3,253,054	£3,186,001	£3,118,949	£3,051,896	£2,984,844	£2,917,791	£2,850,739	£2,783,687
			7 £2,900		£4,078,719	£4,011,666	£3,944,614	£3,877,561	£3,810,509	£3,743,456	£3,676,404	£3,609,351	£3,542,299	£3,475,246	£3,408,194	£3,341,142	£3,274,089
			8 £3,050 9 £3,350	_	£4,569,121	£4,502,069	£4,435,016	£4,367,964	£4,300,911	£4,233,859	£4,166,806	£4,099,754	£4,032,701	£3,965,649	£3,898,597	£3,831,544	£3,764,492
			10 £3,650	-	£5,549,926 £6,530,731	£5,482,874 £6,463,679	£5,415,821 £6,396,627	£5,348,769 £6,329,574	£5,281,716 £6,262,522	£5,214,664 £6,195,469	£5,147,612 £6,128,417	£5,080,559 £6,061,364	£5,013,507 £5,994,312	£4,946,454 £5,927,259	£4,879,402 £5,860,207	£4,812,349 £5,793,154	£4,745,297 £5,726,102
			11 £3,950	1	£7,511,537	£7,444,484	£7,377,432	£7,310,379	£7,243,327	£7,176,274	£7,109,222	£7,042,169	£6,975,117	£6,908,065	£6,841,012	£6,773,960	£6,706,907
			12 £4,250		£8,492,342	£8,425,289	£8,358,237	£8,291,184	£8,224,132	£8,157,080	£8,090,027	£8,022,975	£7,955,922	£7,888,870	£7,821,817	£7,754,765	£7,687,712
										1	Residual Land Value	: (£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CII	Residual Land L Value - £105/m² CII	Residual Land . Value - £120/m² Cl	Residual Land L Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land . Value - £165/m² CIL	Residual Land Value - £180/m² CII
			1 £2,000	_	£198,354	£184,943	£176,698	£162,954	£149,211	£135,468	£121,724	£107,981	£94,238	£80,494	£68,005	£54,096	£40,186
			2 £2,150 3 £2,300	-	£296,471 £389.177	£283,060 £381,177	£269,649 £367,766	£256,238 £354,355	£242,827 £340.944	£229,416 £327,533	£216,005 £314,122	£202,593 £300,711	£189,182 £287,300	£181,107 £273.889	£167,364 £260.478	£153,620 £247.066	£139,877 £233,655
			4 £2,450		£486,047	£472,802	£459,557	£446,312	£433,067	£419,823	£406,578	£393,333	£385,417	£372,006	£358,595	£345,184	£331,773
			5 £2,600 6 £2,750	-	£582,917 £679.786	£569,672 £666.542	£556,427 £653.297	£543,182 £640.052	£529,937 £626.807	£516,692 £613.562	£503,447 £600.317	£490,202 £587.072	£476,957 £573.827	£463,712 £560.582	£450,468 £547.337	£437,223 £534.092	£423,978 £520.847
			7 £2,900	Greenfield / PDL	£776,656	£763,411	£750,166	£736,921	£723,676	£710,431	£697,187	£683,942	£670,697	£657,452	£644,207	£630,962	£617,717
			8 £3,050		£873,526	£860,281	£847,036	£833,791	£820,546	£807,301	£794,056	£780,811	£767,566	£754,321	£741,076	£727,832	£714,587
			9 £3,350 10 £3,650	-	£1,067,265 £1,261,004	£1,054,020 £1,247,759	£1,040,775 £1,234,514	£1,027,530 £1,221,270	£1,014,285 £1,208,025	£1,001,040 £1,194,780	£987,795 £1,181,535	£974,551 £1,168,290	£961,306 £1,155,045	£948,061 £1,141,800	£934,816 £1,128,555	£921,571 £1,115,310	£908,326 £1,102,065
			11 £3,950		£1,454,744	£1,441,499	£1,428,254	£1,415,009	£1,401,764	£1,388,519	£1,375,274	£1,362,029	£1,348,784	£1,335,539	£1,322,294	£1,309,049	£1,295,804
			12 £4,250		£1,648,483	£1,635,238	£1,621,993	£1,608,748	£1,595,503	£1,582,258	£1,569,013	£1,555,768	£1,542,523	£1,529,279	£1,516,034	£1,502,789	£1,489,544
House	PDL / Existing	1000								Re	esidual Land Value (f	£/Ha)					
20% AH	Residential		1 £2,000	4	£892,591	£832,242	£795,140	£733,295	£671,450	£609,605	£547,760	£485,915	£424,070	£362,225	£306,023	£243,430	£180,837
			2 £2,150 3 £2,300	4	£1,334,119	£1,273,769	£1,213,420	£1,153,070	£1,092,720	£1,032,370	£972,020	£911,671	£851,321	£814,981	£753,136	£691,291	£629,446
			4 £2,450	-	£1,751,299 £2,187,212	£1,715,297 £2,127,610	£1,654,948 £2,068,008	£1,594,598 £2,008,406	£1,534,248 £1,948,803	£1,473,898 £1,889,201	£1,413,548 £1,829,599	£1,353,198 £1,769,997	£1,292,849 £1,734,377	£1,232,499 £1,674,027	£1,172,149 £1,613,677	£1,111,799 £1,553,327	£1,051,449 £1,492,977
			5 £2,600	1	£2,623,126	£2,563,523	£2,503,921	£2,444,319	£2,384,717	£2,325,115	£2,265,512	£2,205,910	£2,146,308	£2,086,706	£2,027,104	£1,967,502	£1,907,899
			6 £2,750	Greenfield / PDL	£3,059,039	£2,999,437	£2,939,835	£2,880,232	£2,820,630	£2,761,028	£2,701,426	£2,641,824	£2,582,222	£2,522,619	£2,463,017	£2,403,415	£2,343,813
			7 £2,900	Greenieu / FDE	£3,494,952	£3,435,350	£3,375,748	£3,316,146	£3,256,544	£3,196,941	£3,137,339	£3,077,737	£3,018,135	£2,958,533	£2,898,931	£2,839,328	£2,779,726
			8 £3,050	4	£3,930,866	£3,871,264	£3,811,661	£3,752,059	£3,692,457	£3,632,855	£3,573,253	£3,513,651	£3,454,048	£3,394,446	£3,334,844	£3,275,242	£3,215,640
			9 £3,350	4	£4,802,693	£4,743,090	£4,683,488	£4,623,886	£4,564,284	£4,504,682	£4,445,080	£4,385,477	£4,325,875	£4,266,273	£4,206,671	£4,147,069	£4,087,466 £4,959,293
			10 £2.650		CE C74 E40					CE 27C E00							
			10 £3,650 11 £3,950	-	£5,674,519 £6.546.346	£5,614,917 £6,486,744	£5,555,315 £6.427.142	£5,495,713 £6.367.540	£5,436,111 £6.307.938	£5,376,509 £6.248.335	£5,316,906 £6.188.733	£5,257,304 £6.129.131	£5,197,702 £6.069.529	£5,138,100 £6.009.927	£5,078,498 £5.950.324	£5,018,895 £5.890.722	
				-	£5,674,519 £6,546,346 £7,418,173	£5,614,917 £6,486,744 £7,358,571	£5,555,315 £6,427,142 £7,298,969	£5,495,713 £6,367,540 £7,239,367	£5,436,111 £6,307,938 £7,179,764	£5,376,509 £6,248,335 £7,120,162	£5,316,906 £6,188,733 £7,060,560	£5,257,304 £6,129,131 £7,000,958	£5,197,702 £6,069,529 £6,941,356	£5,138,100 £6,009,927 £6,881,753	£5,078,498 £5,950,324 £6,822,151	£5,018,895 £5,890,722 £6,762,549	£5,831,120 £6,702,947

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

# Table 1m: Residual Land Value Results by Value Level & CIL Rate -10 Unit Scheme - Houses (45dph)

												Residual Land Value (	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CII	Residual Land . Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£268,537	£251,773	£235,010	£218,246	£201,482	£184,718	£173,187	£156,008	£138,829	£121,650	£104,470	£87,291	£70,112
			2	£2,150 £2,300		£385,762 £506.849	£374,420 £490,293	£357,656 £473,737	£340,892 £457,180	£324,129 £440,624	£307,365 £424,068	£290,601 £407,512	£273,837 £390,956	£257,073 £379,720	£240,309 £362,956	£223,546 £346,192	£206,782 £329,428	£190,018 £312,664
			4	£2,450		£627,936	£611,380	£594,824	£578,267	£561,711	£545,155	£528,599	£512,043	£495,487	£478,930	£462,374	£445,818	£429,262
			5	£2,600 £2,750		£749,023 £870.110	£732,467 £853.554	£715,911 £836.998	£699,354 £820,442	£682,798 £803.885	£666,242 £787,329	£649,686 £770,773	£633,130 £754,217	£616,574 £737,661	£600,018 £721,105	£583,461 £704,548	£566,905 £687,992	£550,349 £671,436
			7	£2,750 £2,900	Greenfield / PDL	£991,197	£974,641	£958,085	£941,529	£924,972	£908,416	£891,860	£875,304	£858,748	£842,192	£825,635	£809,079	£792,523
			8	£3,050		£1,112,284	£1,095,728	£1,079,172	£1,062,616	£1,046,059	£1,029,503	£1,012,947	£996,391	£979,835	£963,279	£946,723	£930,166	£913,610
			9 10	£3,350 £3,650		£1,354,458 £1.596.632	£1,337,902 £1.580.076	£1,321,346 £1.563.520	£1,304,790 £1.546.964	£1,288,234 £1.530.408	£1,271,677 £1.513.852	£1,255,121 £1.497.295	£1,238,565 £1.480.739	£1,222,009 £1.464.183	£1,205,453 £1.447.627	£1,188,897 £1.431.071	£1,172,340 £1.414.515	£1,155,784 £1.397.958
			11	£3,950		£1,838,806	£1,822,250	£1,805,694	£1,789,138	£1,772,582	£1,756,026	£1,739,470	£1,722,913	£1,706,357	£1,689,801	£1,673,245	£1,656,689	£1,640,133
			12	£4,250		£2,080,981	£2,064,424	£2,047,868	£2,031,312	£2,014,756	£1,998,200	£1,981,644	£1,965,087	£1,948,531	£1,931,975	£1,915,419	£1,898,863	£1,882,307
10 House 0% AH	PDL / Existing	1250									Re	esidual Land Value (£,	/Ha)					
0% AH	Residential		1	£2,000		£1,087,576	£1,019,682	£951,789	£883,895	£816,002	£748,108	£701,408	£631,832	£562,257	£492,681	£423,105	£353,529	£283,954
			2	£2,150 £2,300		£1,562,335 £2.052.738	£1,516,401 £1.985.685	£1,448,508	£1,380,614	£1,312,721	£1,244,827	£1,176,933	£1,109,040 £1.583.371	£1,041,146	£973,253	£905,359	£837,466	£769,572
			4	£2,300 £2,450		£2,052,738 £2.543.140	£1,985,685 £2.476.088	£1,918,633 £2.409.036	£1,851,580 £2.341.983	£1,784,528 £2.274.931	£1,717,476 £2.207.878	£1,650,423 £2.140.826	£1,583,371 £2.073.773	£1,537,865 £2.006.721	£1,469,972 £1,939,668	£1,402,078 £1.872.616	£1,334,185 £1.805.563	£1,266,291 £1,738,511
			5	£2,600		£3,033,543	£2,966,491	£2,899,438	£2,832,386	£2,765,333	£2,698,281	£2,631,228	£2,564,176	£2,497,123	£2,430,071	£2,363,018	£2,295,966	£2,228,914
			6	£2,750	Greenfield / PDL	£3,523,946	£3,456,893	£3,389,841	£3,322,788	£3,255,736	£3,188,683	£3,121,631	£3,054,578	£2,987,526	£2,920,474	£2,853,421	£2,786,369	£2,719,316
			7	£2,900		£4,014,348	£3,947,296	£3,880,243	£3,813,191	£3,746,138	£3,679,086	£3,612,033	£3,544,981	£3,477,929	£3,410,876	£3,343,824	£3,276,771	£3,209,719
			8	£3,050 £3,350		£4,504,751 £5,485,556	£4,437,698 £5,418,503	£4,370,646 £5,351,451	£4,303,593 £5,284,399	£4,236,541 £5,217,346	£4,169,488 £5,150,294	£4,102,436 £5,083,241	£4,035,384 £5,016,189	£3,968,331 £4,949,136	£3,901,279 £4,882,084	£3,834,226 £4,815,031	£3,767,174 £4,747,979	£3,700,121 £4,680,927
			10	£3,650		£6,466,361	£6.399.309	£6.332.256	£6,265,204	£5,217,346 £6,198,151	£6,131,099	£6,064,046	£5,996,994	£5,929,941	£4,882,084 £5,862,889	£5,795,837	£4,747,979 £5,728,784	£5,661,732
			11	£3,950		£7,447,166	£7,380,114	£7,313,061	£7,246,009	£7,178,956	£7,111,904	£7,044,852	£6,977,799	£6,910,747	£6,843,694	£6,776,642	£6,709,589	£6,642,537
			12	£4,250		£8,427,971	£8,360,919	£8,293,867	£8,226,814	£8,159,762	£8,092,709	£8,025,657	£7,958,604	£7,891,552	£7,824,499	£7,757,447	£7,690,394	£7,623,342
											1	Residual Land Value (	(£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land . Value - £120/m² CII	Residual Land - Value - £135/m² CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m <sup>2</sup> CIL
			1	£2,000		£157,674	£143,930	£130,187	£116,444	£102,700	£88,957	£75,213	£62,689	£48,780	£34,870	£20,961	£7,051	Negative RLV
			2	£2,150 £2,300		£251,027 £349,144	£237,616 £335,733	£224,205 £322,322	£210,794 £308,911	£197,383 £295,500	£183,972 £282,089	£175,826 £268,678	£162,083 £255,267	£148,339 £241,856	£134,596 £228,445	£120,853 £215,033	£107,109 £201,622	£93,366 £188,211
			4	£2,450		£441,137	£427,892	£414,647	£401,402	£388,157	£380,206	£366,795	£353,384	£339,973	£326,562	£313,151	£299,740	£286,329
			5	£2,600 £2,750		£538,006 £634.876	£524,761 £621.631	£511,516 £608.386	£498,271 £595.141	£485,026 £581.896	£471,782 £568.651	£458,537 £555,406	£445,292 £542.161	£432,047 £528.916	£418,802 £515.671	£405,557 £502.427	£392,312 £489.182	£384,446 £475.937
			7	£2,900	Greenfield / PDL	£731,745	£718,501	£705,256	£692,011	£678,766	£665,521	£652,276	£639,031	£625,786	£612,541	£599,296	£586,051	£572,806
			8	£3,050 £3,350		£828,615	£815,370	£802,125 £995.865	£788,880 £982.620	£775,635 £969.375	£762,390 £956.130	£749,146 £942.885	£735,901 £929.640	£722,656	£709,411 £903.150	£696,166 £889.905	£682,921 £876.660	£669,676
			9 10	£3,350 £3,650		£1,022,354 £1,216,094	£1,009,109 £1,202,849	£995,865 £1,189,604	£982,620 £1,176,359	£969,375 £1,163,114	£956,130 £1,149,869	£942,885 £1,136,624	£929,640 £1,123,379	£916,395 £1,110,134	£903,150 £1,096,889	£889,905 £1,083,644	£876,660 £1,070,399	£863,415 £1,057,155
			11	£3,950		£1,409,833	£1,396,588	£1,383,343	£1,370,098	£1,356,853	£1,343,608	£1,330,363	£1,317,118	£1,303,874	£1,290,629	£1,277,384	£1,264,139	£1,250,894
			12	£4,250		£1,603,572	£1,590,327	£1,577,082	£1,563,837	£1,550,593	£1,537,348	£1,524,103	£1,510,858	£1,497,613	£1,484,368	£1,471,123	£1,457,878	£1,444,633
House	PDL / Existing	1000							-	1	Re	esidual Land Value (£,	/Ha)		-			
20% AH	Residential		1	£2,000		£638,578	£582,917	£527,257	£471,596	£415,936	£360,275	£304,614	£253,891	£197,557	£141,224	£84,891	£28,557	Negative RLV
			2	£2,150 £2,300		£1,016,659 £1,414,034	£962,344 £1,359,719	£908,029 £1,305,404	£853,714 £1,251,089	£799,400 £1,196,775	£745,085 £1,142,460	£712,096	£656,435	£600,774	£545,114 £925,200	£489,453 £870,886	£433,793 £816,571	£378,132 £762,256
			4	£2,450		£1,414,034 £1,786,603	£1,359,719 £1,732,961	£1,305,404 £1,679,319	£1,251,089 £1,625,677	£1,196,775 £1,572,035	£1,142,460 £1,539,835	£1,088,145 £1,485,520	£1,033,830 £1,431,205	£979,515 £1,376,890	£925,200 £1,322,576	£870,886 £1,268,261	£816,571 £1,213,946	£762,256 £1,159,631
			5	£2,600		£2,178,925	£2,125,283	£2,071,641	£2,017,999	£1,964,357	£1,910,715	£1,857,073	£1,803,431	£1,749,789	£1,696,147	£1,642,505	£1,588,863	£1,557,006
			6	£2,750	Greenfield / PDL	£2,571,247	£2,517,605	£2,463,963	£2,410,321	£2,356,679	£2,303,037	£2,249,395	£2,195,753	£2,142,111	£2,088,469	£2,034,827	£1,981,185	£1,927,544
			7	£2,900		£2,963,569	£2,909,927	£2,856,285	£2,802,643	£2,749,001	£2,695,359	£2,641,717	£2,588,075	£2,534,433	£2,480,791	£2,427,150	£2,373,508	£2,319,866
			8	£3,050 £3,350		£3,355,891	£3,302,249	£3,248,607	£3,194,965	£3,141,323	£3,087,681	£3,034,039	£2,980,397	£2,926,755	£2,873,114	£2,819,472	£2,765,830	£2,712,188
			9 10	£3,350 £3,650		£4,140,535 £4,925,179	£4,086,893 £4,871,537	£4,033,251 £4,817,896	£3,979,609 £4,764,254	£3,925,967 £4,710,612	£3,872,326 £4,656,970	£3,818,684 £4,603,328	£3,765,042 £4,549,686	£3,711,400 £4,496,044	£3,657,758 £4,442,402	£3,604,116 £4,388,760	£3,550,474 £4,335,118	£3,496,832 £4,281,476
			11	£3,950		£5,709,824	£5,656,182	£5,602,540	£5,548,898	£5,495,256	£5,441,614	£5,387,972	£5,334,330	£5,280,688	£5,227,046	£5,173,404	£5,119,762	£5,066,120
			12	£4,250		£6,494,468	£6,440,826	£6,387,184	£6,333,542	£6,279,900	£6,226,258	£6,172,616	£6,118,974	£6,065,332	£6,011,690	£5,958,048	£5,904,406	£5,850,764
1. Deced on infer	mation provided b	w the Council																

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

#### Table 1n: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Houses (45dph)

											F	Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m²	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m <sup>2</sup> CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000		£77,585	£63,446	£50,520	£36,205	£21,889	£7,574				Negative RLV			
			2	£2,150		£185,974	£172,189	£163,769	£149,630	£135,492	£121,353	£107,214	£93,075	£78,936	£64,797	£51,927	£37,611	£23,296
			3	£2,300		£297,498	£283,713	£269,927	£256,142	£242,357	£228,572	£214,786	£201,001	£187,216	£173,431	£165,121	£150,982	£136,843
			4	£2,450		£403,047	£389,438	£375,830	£367,666	£353,880	£340,095	£326,310	£312,525	£298,739	£284,954	£271,169	£257,384	£243,598
			5	£2,600		£513,101	£499,493	£485,884	£472,276	£458,667	£445,059	£431,450	£417,842	£404,233	£390,625	£377,016	£363,408	£355,122
			6	£2,750	Greenfield / PDL	£623,155	£609,547	£595,938	£582,330	£568,721	£555,113	£541,504	£527,896	£514,287	£500,679	£487,070	£473,462	£459,853
			7	£2,900		£733,210	£719,601	£705,993	£692,384	£678,776	£665,167	£651,559	£637,950	£624,342	£610,733	£597,125	£583,516	£569,908
			8	£3,050		£843,264	£829,655	£816,047	£802,438	£788,830	£775,221	£761,613	£748,004	£734,396	£720,787	£707,179	£693,570	£679,962
			9 10	£3,350 £3.650	4	£1,063,372 £1.283.481	£1,049,764 £1.269.872	£1,036,155 £1.256.264	£1,022,547 £1.242.655	£1,008,938 £1.229.047	£995,330 £1.215.438	£981,721 £1.201.830	£968,113 £1.188.221	£954,504 £1.174.613	£940,896 £1.161.004	£927,287 £1.147.396	£913,679 £1.133.787	£900,070 £1.120.179
			10	£3,050	•	£1,283,481 £1.503.589	£1,269,872 £1.489.981	£1,256,264 £1.476.372	£1,242,655 £1.462.764	£1,229,047 £1.449.155	£1,215,438 £1.435.547	£1,201,830 £1.421.938	£1,188,221 £1.408.330	£1,174,613 £1.394.721	£1,161,004 £1.381.113	£1,147,396 £1.367.504	£1,133,787 £1.353.896	£1,120,179 £1.340.287
			12	£4.250		£1.723.698	£1.710.090	£1.696.481	£1.682.873	£1.669.264	£1.655.656	£1.642.047	£1,628,439	£1.614.830	£1.601.221	£1.587.613	£1,574.004	£1,540,287
1E House	PDL / Existing	1040		2 1/200	I	22,720,000	22) 20)000	22,000,102	22,002,070	22,000,201	,,	sidual Land Value (£/		22/02/10000	***	22/007/020	22,07 1,001	22,000,000
<sup>15</sup> 30% AH	Residential	1040	1	£2,000		£209,479	£171,304	£136,405	£97,753	£59,101	£20,449				Negative RLV			
			2	£2,150	1	£502,131	£464,911	£442,177	£404,002	£365,827	£327,652	£289,477	£251,303	£213,128	£174,953	£140,203	£101,551	£62,899
			3	£2,300		£803.245	£766.024	£728.804	£691.584	£654.364	£617,143	£579,923	£542,703	£505,483	£468,263	£445.826	£407,651	£369,476
			4	£2,450		£1.088.227	£1.051.484	£1.014.741	£992.698	£955.477	£918.257	£881.037	£843.817	£806.596	£769,376	£732.156	£694.936	£657,715
			5	£2,600	1	£1.385.373	£1.348.630	£1.311.887	£1,275,144	£1,238,401	£1,201,658	£1,164,915	£1,128,172	£1,091,429	£1,054,686	£1,017,943	£981,201	£958,829
			6	£2,750		£1.682.520	£1.645.777	£1.609.034	£1,572,291	£1,535,548	£1,498,805	£1,462,062	£1.425.319	£1.388.576	£1,351,833	£1,315,090	£1,278,347	£1,241,604
			7	£2,900	Greenfield / PDL	£1,979,666	£1,942,923	£1.906.180	£1,869,437	£1,832,694	£1,795,951	£1,759,208	£1,722,465	£1,685,722	£1,648,979	£1,612,237	£1,575,494	£1,538,751
			8	£3.050	1	£2.276.813	£2.240.070	£2.203.327	£2.166.584	£2.129.841	£2,093,098	£2,056,355	£2,019,612	£1,982,869	£1,946,126	£1,909,383	£1,872,640	£1,835,897
			9	£3,350	1	£2.871.106	£2,240,070	£2,797.620	£2,760,877	£2,724,134	£2.687.391	£2,650,648	£2.613.905	£2.577.162	£2.540.419	£2.503.676	£2,466,933	£1,835,897 £2,430,190
			10	£3,650	1	£3.465.399	£3.428.656	£2,797,820 £3.391.913	£3.355.170	£3,318,427	£2,087,391 £3.281.684	£3.244.941	£3.208.198			1		
			10	£3,950	1			£3,391,913 £3.986.206				£3,244,941 £3.839.234		£3,171,455	£3,134,712	£3,097,969	£3,061,226	£3,024,483
			11	£4,250	1	£4,059,692 £4,653,985	£4,022,949 £4.617.242	£3,986,206 £4.580.499	£3,949,463 £4.543.756	£3,912,720 £4.507.013	£3,875,977 £4,470,270	£4,433,527	£3,802,491 £4,396,784	£3,765,748 £4.360.041	£3,729,005 £4.323.298	£3,692,262 £4.286.555	£3,655,519 £4.249.812	£3,618,776 £4,213,069
1: Deced on infe			12	14,250	1	14,053,985	14,017,242	14,580,499	14,543,/50	14,507,013	14,4/0,2/0	14,433,527	14,596,784	14,560,041	14,523,298	14,200,555	14,249,812	14,213,069

<sup>1-</sup>Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

#### Table 1o: Residual Land Value Results by Value Level & CIL Rate -15 Unit Scheme - Flats (75dph)

												Residual Land Value (	E)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>3</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300 £2,450								Negative RLV Negative RLV						
			5	£2,430		£61.741	£54.101	£46.461	£38.822	£31.182	£23.543	£15,903	£8.264	£624		Negati	ve RLV	
			6	£2,750	0 (11/00)	£123,482	£115,936	£108,391	£100,846	£93,301	£85,755	£78,210	£71,993	£64,353	£56,714	£49,074	£41,435	£33,795
			7	£2,900	Greenfield / PDL	£180,811	£178,858	£171,313	£163,767	£156,222	£148,677	£141,132	£133,586	£126,041	£118,496	£110,951	£103,406	£95,860
			8	£3,050		£242,117	£234,761	£227,404	£220,048	£212,691	£205,335	£197,978	£190,621	£183,265	£175,908	£173,872	£166,327	£158,782
			9	£3,350		£364,730	£357,373	£350,017	£342,660	£335,303	£327,947	£320,590	£313,234	£305,877	£298,521	£291,164	£283,808	£276,451
			10	£3,650 £3.950		£480,508 £601.505	£473,246 £594.243	£465,983 £586.980	£458,721 £579,718	£451,459 £572.456	£444,197 £565.194	£436,934 £557.931	£429,672 £550.669	£422,410 £543.407	£415,148 £536.145	£407,885 £528.882	£400,623 £521.620	£393,361 £514.358
			11	£3,950 £4.250		£722.502	£594,243 £715.240	£586,980 £707.977	£579,718 £700.715	£693.453	£565,194 £686,191	£557,931 £678,928	£671.666	£543,407 £664.404	£536,145 £657.142	£528,882 £649.880	£521,620 £642.617	£514,358 £635.355
House	PDL / Existing			14,230	1	LILL,JOL	1713,240	2101,511	1700,713	2000,400		esidual Land Value (£/		1004,404	1037,142	2043,000	1042,017	2033,333
<sup>15</sup> 30% AH	Residential	1085	1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450								Negative RLV						
			5	£2,600	1	£277,833	£243,455	£209,077	£174,698	£140,320	£105,942	£71,564	£37,186	£2,808		Negati	ve RLV	
			6	£2,750	Greenfield / PDL	£555,667	£521,713	£487,760	£453,806	£419,853	£385,899	£351,946	£323,968	£289,590	£255,212	£220,834	£186,455	£152,077
			7	£2,900	Greenied / PDL	£813,650	£804,861	£770,907	£736,953	£703,000	£669,046	£635,093	£601,139	£567,186	£533,232	£499,278	£465,325	£431,371
			8	£3,050	]	£1,089,528	£1,056,424	£1,023,319	£990,214	£957,110	£924,005	£890,901	£857,796	£824,692	£791,587	£782,425	£748,472	£714,518
			9	£3,350		£1,641,284	£1,608,179	£1,575,075	£1,541,970	£1,508,866	£1,475,761	£1,442,657	£1,409,552	£1,376,448	£1,343,343	£1,310,238	£1,277,134	£1,244,029
			10	£3,650		£2,162,285	£2,129,605	£2,096,925	£2,064,245	£2,031,565	£1,998,885	£1,966,205	£1,933,525	£1,900,845	£1,868,165	£1,835,485	£1,802,804	£1,770,124
			11	£3,950		£2,706,772	£2,674,091	£2,641,411	£2,608,731	£2,576,051	£2,543,371	£2,510,691	£2,478,011	£2,445,331	£2,412,651	£2,379,971	£2,347,291	£2,314,611
			12	£4,250	<u> </u>	£3,251,258	£3,218,578	£3,185,898	£3,153,218	£3,120,538	£3,087,858	£3,055,178	£3,022,498	£2,989,818	£2,957,138	£2,924,458	£2,891,778	£2,859,098

<sup>1-</sup>Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1p: Residual Land Value Results by Value Level & CIL Rate -25 Unit Scheme - Mixed (55dph)

Norm         Norm <th< th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></th<>																		
Image of the second												Residual Land Value (	£)					
n matrix		Typical Site Type		Value Level Value £/m <sup>2</sup>														Residual Land Value - £180/m² CIL
Normal Served Figure							1							1				
Image: problem         Image:				/	-									£137 259	£118 294		£80 364	£61 399
<ul> <li> <ul> <li></li></ul></li></ul>						,	-	· · · · ·	,	, ,	,		· · · · ·	,	,	· · · · · ·	,	£200,636
9 mm         9 mm <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>£343,205</td></th<>																		£343,205
Normal         Normal<					Greenfield / PDL	,	-	· · · · · ·	,	, ,	,		· · · · ·		,	,		£619,164
1 mm         1 mm <th< td=""><td></td><td></td><td></td><td></td><td></td><td>,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>£759,855</td></th<>						,												£759,855
P Prob         Visc         Visc        Visc        Visc <th< td=""><td></td><td></td><td></td><td></td><td></td><td>/ / .</td><td></td><td>1 -1 -</td><td>, ,</td><td>/ - /</td><td>1 1 -</td><td>1 1</td><td>1 - 1</td><td>1 1 -</td><td>1</td><td>1. 1.</td><td>, ,</td><td>£1,322,617</td></th<>						/ / .		1 -1 -	, ,	/ - /	1 1 -	1 1	1 - 1	1 1 -	1	1. 1.	, ,	£1,322,617
Projection         Project										, ,	, ,	1 -1-	1	, ,	1	1	, ,	£1,603,999
Photop         Photop<				12 ±4,250		£2,104,424	£2,086,171	£2,067,917	£2,049,663	£2,031,410				£1,958,395	£1,940,141	£1,921,887	£1,903,634	£1,885,380
Normal Part Part Part Part Part Part Part Part	25 Mixed 30% AH		1395	1 £2.000	1						R		па)					
Image: Proper tend in the second in					1	£282,455	£244,905	£207,354	£169,803	£132,252	£94,701		£21,527			Negative RLV		
Northog         Northog <t< td=""><td></td><td></td><td></td><td></td><td></td><td>£554,315</td><td>£517,703</td><td>£481,092</td><td>£444,480</td><td>£407,868</td><td>£371,256</td><td>£334,644</td><td>£298,032</td><td>£271,774</td><td>£234,223</td><td>£196,672</td><td>£159,121</td><td>£121,570</td></t<>						£554,315	£517,703	£481,092	£444,480	£407,868	£371,256	£334,644	£298,032	£271,774	£234,223	£196,672	£159,121	£121,570
Image: Problem in the proble																		£397,260
Part of the second of					-													£947,377
				7 £2,900	Greenfield / PDL				1 · · · ·									£1,225,945
Number         10         0.0000         1000000000000000000000000000000000000					-								1	1	1			£1,504,512
Image: bolic									· · · ·				1	1	1			1
Nice         Second Section Sectod Second Section Secti													1	1				£3,175,917
Development Security Security         Market River Area         Value Lord (3 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2				12 £4,250		£4,166,760	£4,130,618	£4,094,476	£4,058,333	£4,022,191		1		£3,877,622	£3,841,479	£3,805,337	£3,769,195	£3,733,052
Senard         Walk LW1         Value												Residual Land Value (	£)					
Xmm         Xmm         Male Lag/m Cli         Yane Lag/m Cli         <		Typical Site Type	Market Floor	Value Level Value f/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land
Nmed 2 30 (2)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)00 (4)         (2)00 (4)00 (4)         (2)00 (4)00 (4)00 (4)         (2)00 (4)00 (4)00 (4)         (2)00 (4)00 (4)00 (4)000 (4)000 (4)0000 (4)0000 (4)0000 (4)0000 (4)0000 (4)00000 (4)00000 (4)00000 (4)00000 (4)00000 (4)00000 (4)00000 (4)00000 (4)00000 (4)000000 (4)000000 (4)000000 (4)0000000000	Scenario	i jpical office i jpc	Area		Indication <sup>2</sup>	Value - £0/m <sup>2</sup> CIL	Value - £15/m² CIL	Value - £30/m <sup>2</sup> CIL	Value - £45/m <sup>2</sup> CIL	Value - £60/m <sup>2</sup> CIL	Value - £75/m <sup>2</sup> CIL	. Value - £90/m <sup>2</sup> CIL	Value - £105/m² Cll	L Value - £120/m <sup>2</sup> CIL	Value - £135/m² CIL	. Value - £150/m <sup>2</sup> CIL	Value - £165/m <sup>2</sup> CIL	Value - £180/m² Cil
Mind S SYAH         PD / Listing         1         2         2         0	ocentario																	
Mixed         PD/ Fasting         PD/ Fasting         PD/ Fasting         PD/ Fasting         PD/ Fasting         PD/ Fasting         F					-							Negative RLV						
Mixed St Och         Pol_F Exiting Residential         Pol_F Exiting R				2 £2,150	-		,	£142.181	£123,216	£104.251	£85.286		-	£29.644	£10.442		Negative RLV	
Nimed 25 30% AH         POL/Existing Residential         POL/Existing Res				2 £2,150 3 £2,300 4 £2,450		£173,811 £316,380	£155,320 £297,889	£279,398	£260,907	£242,416	£223,925	£66,321 £205,435	£47,356 £186,944	£168,453	£149,962		£117,821	£98,856
Mixed 25 30% AH 26 October         9         6330 (1)         61,355,95         61,312,221         61,118,988         61,130,734         61,004,260         61,005,273         61,007,219         61,009,465         691,212         677,2988         695,4704         695,4704         695,4704         61,035,734         61,007,719         61,009,465         691,212,12         617,259,88         61,255,686         61,217,88         61,045,273         61,007,2719         61,009,465         691,212,12         617,259,88         61,255,686         61,217,88         61,245,698         61,626,899         61,626,899         61,608,735         61,509,482         61,553,574         61,535,721         61,515,723         61,515,723         61,515,723				2 £2,150 3 £2,300 4 £2,450 5 £2,600		£173,811 £316,380 £452,042	£155,320 £297,889 £433,788	£279,398 £415,534	£260,907 £397,281	£242,416 £379,027	£223,925 £360,773	£66,321 £205,435 £348,004	£47,356 £186,944 £329,513	£168,453 £311,022	£149,962 £292,531	£274,040	£117,821 £255,549	£237,059
Niked         P0 / Essing         10         €1,550         €1,436,876         €1,445,876         €1,465,898         €1,606,735         €1,509,037         €1,533,974				2         £2,150           3         £2,300           4         £2,450           5         £2,600           6         £2,750           7         £2,900	Greenfield / PDL	£173,811 £316,380 £452,042 £592,732	£155,320 £297,889 £433,788 £574,479 £715,169	£279,398 £415,534 £556,225	£260,907 £397,281 £537,971	£242,416 £379,027 £519,718	£223,925 £360,773 £501,464	£66,321 £205,435 £348,004 £483,210	£47,356 £186,944 £329,513 £464,956	£168,453 £311,022 £446,703	£149,962 £292,531 £428,449 £569,140	£274,040 £410,195	£117,821 £255,549 £391,942 £532,632	£237,059 £373,688 £514,379
Mixed 25 30% AH 26 (26,010)         10         61,250         61,999,639         61,981,385         61,963,132         61,948,78         61,908,370         61,891,603         61,853,609         61,853,603         61,853,609         61,				2 £2,150 3 £2,300 4 £2,450 5 £2,600 6 £2,750 7 £2,900 8 £3,050	Greenfield / PDL	£173,811 £316,380 £452,042 £592,732 £733,423 £874,114	£155,320 £297,889 £433,788 £574,479 £715,169 £855,860	£279,398 £415,534 £556,225 £696,916 £837,606	£260,907 £397,281 £537,971 £678,662 £819,353	£242,416 £379,027 £519,718 £660,408 £801,099	£223,925 £360,773 £501,464 £642,154 £782,845	£66,321 £205,435 £348,004 £483,210 £623,901 £764,591	£47,356 £186,944 £329,513 £464,956 £605,647 £746,338	£168,453 £311,022 £446,703 £587,393 £728,084	£149,962 £292,531 £428,449 £569,140 £709,830	£274,040 £410,195 £550,886 £691,577	f117,821 f255,549 f391,942 f532,632 f673,323	£237,059 £373,688 £514,379 £655,069
Mixed Zs 30% AH Zero Carbon         PDL/ Existing Reidential         1395         Image: Control of the co				2         £2,150           3         £2,300           4         £2,450           5         £2,600           6         £2,750           7         £2,900           8         £3,050           9         £3,350	Greenfield / PDL	£173,811 £316,380 £452,042 £592,732 £733,423 £874,114 £1,155,495	£155,320 £297,889 £433,788 £574,479 £715,169 £855,860 £1,137,241	£279,398 £415,534 £556,225 £696,916 £837,606 £1,118,988	£260,907 £397,281 £537,971 £678,662 £819,353 £1,100,734	£242,416 £379,027 £519,718 £660,408 £801,099 £1,082,480	£223,925 £360,773 £501,464 £642,154 £782,845 £1,064,226	£66,321 £205,435 £348,004 £483,210 £623,901 £764,591 £1,045,973	£47,356 £186,944 £329,513 £464,956 £605,647 £746,338 £1,027,719	£168,453 £311,022 £446,703 £587,393 £728,084 £1,009,465	£149,962 £292,531 £428,449 £569,140 £709,830 £991,212	£274,040 £410,195 £550,886 £691,577 £972,958	£117,821 £255,549 £391,942 £532,632 £673,323 £954,704	£237,059 £373,688 £514,379
25 30% AH Zero Carbon         1         £2,00         50% AF         1         £2,00         69,13         £31,393         £24,50         50,616         £168,866         £13,315         £93,764         £53,655         £20,674         Kegative RLV           3         £2,300         £2,300         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,500         £2,616         £1,635,65         £479,984         £443,372         £406,761         £33,637         £296,925         £270,836         £233,285         £195,733         £89,800         £822,758         £70,616         £170,431         £689,047         £652,433         £615,823         £579,212         £54,600         £553,988         £443,372         £406,761         £33,637         £296,925         £270,836         £479,984         £443,372         £406,761         £33,637         £296,925         £270,836         £479,984         £443,372         £406,761         £33,637         £206,925         £270,836         £479,984         £443,372         £406,761         £33,637         £216,608         £13,135         £13,431         £13,431         £108,764         £13,431         £143,606         £143,813         £141,603				2         £2,150           3         £2,300           4         £2,450           5         £2,600           6         £2,750           7         £2,900           8         £3,050           9         £3,350           10         £3,650           11         £3,950	Greenfield / PDL	£173,811 £316,380 £452,042 £592,732 £733,423 £874,114 £1,155,495 £1,436,876 £1,718,258	£155,320 £297,889 £433,788 £574,479 £715,169 £855,860 £11,37,241 £1,418,623 £1,700,004	£279,398 £415,534 £556,225 £696,916 £837,606 £1,118,988 £1,400,369 £1,681,750	£260,907 £397,281 £537,971 £678,662 £819,353 £1,100,734 £1,382,115 £1,663,497	£242,416 £379,027 £519,718 £660,408 £801,099 £1,082,480 £1,363,862 £1,363,862 £1,645,243	£223,925 £360,773 £501,464 £642,154 £782,845 £1,064,226 £1,345,608 £1,626,989	£66,321 £205,435 £348,004 £483,210 £623,901 £764,591 £1,045,973 £1,327,354 £1,608,735	£47,356 £186,944 £329,513 £464,956 £605,647 £746,338 £1,027,719 £1,309,100 £1,590,482	£168,453 £311,022 £446,703 £728,084 £1,009,465 £1,290,847 £1,572,228	£149,962 £292,531 £428,449 £569,140 £709,830 £991,212 £1,272,593 £1,553,974	£274,040 £410,195 £550,886 £691,577 £972,958 £1,254,339 £1,535,721	£117,821 £255,549 £391,942 £532,632 £673,323 £954,704 £1,236,086 £1,517,467	£237,059 £373,688 £514,379 £655,069 £936,450 £1,217,832 £1,499,213
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	Mixed 25 30% AH		1395	2         £2,150           3         £2,450           5         £2,600           6         £2,750           7         £2,900           8         £3,050           9         £3,350           10         £3,650           11         £3,950           12         £4,250           2         £2,150           3         £2,300           4         £2,450           5         £2,600           6         £2,750           7         £2,900           8         £3,050           9         £3,350           10         £3,650           11         £3,050           5         £2,600           6         £2,750           7         £2,900           8         £3,050           9         £3,350           10         £3,650           11         £3,950		£173,811 £316,380 £452,042 £592,732 £733,423 £874,114 £1,155,495 £1,436,876 £1,718,258 £1,999,639 £69,413 £344,145 £626,432 £895,043 £1,173,610 £1,452,178 £1,730,745 £2,287,880 £2,845,015 £3,402,150	£155,320 £297,889 £433,788 £574,479 £715,169 £855,860 £1,137,241 £1,418,623 £1,700,004 £1,981,385 £307,533 £307,533 £589,820 £858,900 £1,137,468 £1,1694,603 £2,251,738 £2,808,873 £3,366,008	£279,398 £415,534 £556,225 £696,916 £837,606 £1,118,988 £1,400,369 £1,681,750 £1,963,132 £281,518 £553,208 £822,758 £1,101,325 £1,379,893 £1,658,460 £2,215,595 £2,772,730 £3,329,865	£260,907 £397,281 £537,971 £678,662 £819,353 £1,100,734 £1,382,115 £1,663,497 £1,944,878	£242,416 £379,027 £519,718 £660,408 £1,082,480 £1,363,862 £1,645,243 £1,926,624 £1,926,926 £1,926,9	£223,925 £360,773 £501,464 £642,154 £782,845 £1,064,226 £1,345,608 £1,626,989 £1,908,370 R £168,866 £443,372 £714,331 £992,898 £1,271,466 £1,550,033 £2,107,168 £2,664,303 £3,221,438	£66,321           £205,435           £348,004           £483,210           £623,901           £764,591           £1,045,973           £1,327,354           £1,608,735           £1,890,117           esidual Land Value (£/           Negative RLV           £131,315           £406,761           £689,047           £956,756           £1,513,891           £2,071,026           £2,628,161           £3,185,296	E47,356 E186,944 E329,513 E464,956 E605,647 E746,338 E1,027,719 E1,309,100 E1,590,482 E1,871,863 (Ha) Negative RLV E93,764 E370,149 E652,435 E920,614 E1,477,749 E2,034,884 E2,592,019 E3,149,154	£168,453 £311,022 £446,703 £587,393 £728,084 £1,009,465 £1,290,847 £1,572,228 £1,853,609 £1,853,609 £333,537 £615,823 £884,471 £1,63,039 £1,441,606 £1,998,741 £2,555,876 £3,113,011	£149,962 £292,531 £428,449 £569,140 £709,830 £991,212 £1,272,593 £1,553,974 £1,835,356 £1,835,356 £20,674 £296,925 £579,212 £848,329 £1,126,896 £1,405,464 £1,962,599 £2,519,734 £3,076,869	£274,040 f410,195 f550,886 f691,577 f972,958 f1,254,339 f1,535,721 f1,817,102 f270,836 f542,600 f812,187 f1,090,754 f1,369,322 f1,926,457 f2,483,592 f3,040,727	£117,821 £255,549 £391,942 £532,632 £673,323 £954,704 £1,236,086 £1,517,467 £1,798,848 <b>Negative RLV</b> £233,285 £505,988 £776,044 £1,054,612 £1,333,179 £1,890,314 £2,447,449 £3,004,584	£237,059 £373,688 £514,379 £655,069 £336,450 £1,217,832 £1,499,213 £1,780,594 £1,780,594 £1,0594 £1,018,469 £1,018,469 £1,297,037 £1,854,172 £2,918,442

Key:		Negative RLV
		Positive RLV beneath Viability Test 1 (RLV <£250,000/ha)
		RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha)
		RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha)
		RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha)
		RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)
Source: Dixon S	earle LLP (2014)	

Source: Dixon Searle LLP (2014)

# Table 1q: Residual Land Value Results by Value Level & CIL Rate - 30 Unit Scheme - Flats (Sheltered) (125dph)

											1	Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m <sup>2</sup> CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m <sup>2</sup> CIL	Residual Land . Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land . Value - £180/m²
			7	£2,900				•	•		•	Negative RLV	•		•			
			8	£3,050								Negative RLV						
			9	£3,350		£207,833	£188,351	£168,868	£149,386	£129,904	£110,422	£90,939	£71,457	£51,975	£32,492	£13,010	Negati	ive RLV
			10	£3,650	PDL	£442,554	£423,071	£403,589	£384,106	£364,624	£345,142	£325,660	£306,177	£286,695	£267,213	£247,731	£228,248	£208,766
			11	£3,950	FDL	£677,274	£657,792	£638,309	£618,827	£599,345	£579,862	£560,380	£540,897	£521,416	£501,933	£482,450	£462,969	£443,486
			12	£4,250		£911,995	£892,512	£873,030	£853,547	£834,066	£814,583	£795,100	£775,619	£756,136	£736,654	£717,171	£697,690	£678,207
			13	£4,500		£1,107,596	£1,088,114	£1,068,631	£1,049,148	£1,029,666	£1,010,184	£990,701	£971,219	£951,737	£932,254	£912,772	£893,289	£873,807
			14	£4,750		£1,303,196	£1,283,713	£1,264,231	£1,244,749	£1,225,267	£1,205,784	£1,186,302	£1,166,819	£1,147,337	£1,127,855	£1,108,372	£1,088,891	£1,069,408
Flats 0 (Sheltered)	PDL	985									Re	esidual Land Value (£/	'Ha)					
30% AH			7	£2,900								Negative RLV						
			8	£3,050								Negative RLV						
			9	£3,350		£779,374	£706,316	£633,256	£560,199	£487,140	£414,081	£341,020	£267,962	£194,905	£121,843	£48,786	Negati	ive RLV
			10	£3,650		£1.659.576	£1,586,517	£1,513,457	£1,440,399	£1,367,340	£1,294,284	£1.221.224	£1,148,165	£1,075,106	£1,002,048	£928,990	£855,930	£782,871
			11	£3.950	PDL	£2,539,778	£2,466,719	£2,393,660	£2,320,603	£2,247,544	£2,174,484	£2,101,425	£2,028,365	£1,955,310	£1,882,248	£1,809,189	£1,736,132	£1,663,073
			12	£4,250		£3,419,980	£3,346,921	£3,273,862	£3,200,803	£3,127,746	£3,054,687	£2,981,627	£2,908,571	£2,835,512	£2,762,453	£2,689,392	£2,616,336	£2,543,275
			13	£4,500		£4,153,485	£4,080,426	£4,007,365	£3,934,307	£3,861,248	1	£3,715,129	£3,642,073	£3.569.014	£3,495,954		£3,349,835	£3,276,776
			14	£4.750		£4,153,485 £4.886.986	£4,080,426 £4,813,926	£4,007,365 £4,740,867	£3,934,307 £4,667,810	£3,861,248 £4,594,750	£3,788,188 £4,521,691	£4,448,632	£3,642,073 £4,375,573	£4.302.514	£3,495,954 £4,229,455	£3,422,895 £4,156,395	£3,349,835 £4,083,340	£3,276,776 £4,010,281

Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

#### Table 1r: Residual Land Value Results by Value Level & CIL Rate -50 Unit Scheme - Mixed (55dph)

												Residual Land Value (	E)					
												Residual Lalid Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land . Value - £165/m² CIL	Residual Land Value - £180/m² CII
			1	£2,000								Negative RLV						
			2	£2,150		£202,532	£165,874	£129,215	£92,557	£61,295	£23,629				Negative RLV			
			3	£2,300		£478,700	£442,546	£406,391	£370,237	£334,082	£297,928	£261,773	£230,837	£194,179	£157,520	£120,862	£84,203	£52,943
			4	£2,450		£759,583	£723,428	£687,274	£651,119	£614,965	£578,810	£542,656	£506,501	£470,347	£434,192	£398,037	£361,883	£325,728
			5	£2,600		£1,040,466	£1,004,311	£968,157	£932,002	£895,847	£859,693	£823,538	£787,384	£751,229	£715,075	£678,920	£642,765	£606,611
			6	£2,750	Greenfield / PDL	£1,321,348	£1,285,194	£1,249,039	£1,212,885	£1,176,730	£1,140,575	£1,104,421	£1,068,266	£1,032,112	£995,957	£959,803	£923,648	£887,494
			7	£2,900	Greenneid / PDL	£1,602,231	£1,566,076	£1,529,922	£1,493,767	£1,457,613	£1,421,458	£1,385,303	£1,349,149	£1,312,994	£1,276,840	£1,240,685	£1,204,531	£1,168,376
			8	£3,050		£1,883,113	£1,846,959	£1,810,804	£1,774,650	£1,738,495	£1,702,341	£1,666,186	£1,630,032	£1,593,877	£1,557,722	£1,521,568	£1,485,413	£1,449,259
			9	£3,350		£2,444,879	£2,408,724	£2,372,570	£2,336,415	£2,300,260	£2,264,106	£2,227,951	£2,191,797	£2,155,642	£2,119,488	£2,083,333	£2,047,178	£2,011,024
			10	£3,650		£3,006,644	£2,970,489	£2,934,335	£2,898,180	£2,862,026	£2,825,871	£2,789,716	£2,753,562	£2,717,407	£2,681,253	£2,645,098	£2,608,944	£2,572,789
			11	£3,950		£3,568,409	£3,532,254	£3,496,100	£3,459,945	£3,423,791	£3,387,636	£3,351,482	£3,315,327	£3,279,173	£3,243,018	£3,206,863	£3,170,709	£3,134,554
			12	£4,250		£4,130,174	£4,094,020	£4,057,865	£4,021,711	£3,985,556	£3,949,401	£3,913,247	£3,877,092	£3,840,938	£3,804,783	£3,768,629	£3,732,474	£3,696,320
Mixed 50 30% AH	Greenfield / PDL	2025									Re	esidual Land Value (£,	/Ha)					
<sup>50</sup> 30% AH	Greenneid / PDL	2835	1	£2,000								Negative RLV						
			2	£2,150		£200,507	£164,215	£127,923	£91,631	£60,682	£23,392				Negative RLV			
			3	£2,300		£473,913	£438,120	£402,327	£366,534	£330,741	£294,948	£259,155	£228,529	£192,237	£155,945	£119,653	£83,361	£52,413
			4	£2,450		£751,987	£716,194	£680,401	£644,608	£608,815	£573,022	£537,229	£501,436	£465,643	£429,850	£394,057	£358,264	£322,471
			5	£2,600		£1.030.061	£994.268	£958.475	£922.682	£886.889	£851.096	£815,303	£779,510	£743.717	£707,924	£672,131	£636,338	£600,545
			6	£2,750		£1.308.135	£1.272.342	£1.236.549	£1.200.756	£1.164.963	£1,129,170	£1.093.377	£1,057,584	£1,021,791	£985,998	£950.205	£914,412	£878,619
			7	£2,900	Greenfield / PDL	£1,586,209	£1,550,416	£1,514,623	£1,478,829	£1,443,036	£1,407,243	£1,371,450	£1,335,657	£1,299,864	£1,264,071	£1,228,278	£1,192,485	£1,156,692
			8	£3,050		£1.864.282	£1.828.489	£1,792,696	£1,756,903	£1,721,110	£1,685,317	£1,649,524	£1,613,731	£1.577.938	£1,542,145	£1,506,352	£1,470,559	£1,434,766
			9	£3,350		£2.420.430	£2.384.637	£2.348.844	£2.313.051	£2.277.258	£2,241,465	£2,205,672	£2,169,879	£2.134.086	£2,098,293	£2,062,500	£2,026,707	£1,990,914
			10	£3,650		1 1 1					· · · ·	1		1 - 1				
				£3,950		£2,976,577	£2,940,784	£2,904,991	£2,869,198	£2,833,405	£2,797,612	£2,761,819	£2,726,026	£2,690,233	£2,654,440	£2,618,647	£2,582,854	£2,547,061
			11			£3,532,725	£3,496,932	£3,461,139	£3,425,346	£3,389,553	£3,353,760	£3,317,967	£3,282,174	£3,246,381	£3,210,588	£3,174,795	£3,139,002	£3,103,209
			12	£4,250		£4,088,872	£4,053,079	£4,017,286	£3,981,493	£3,945,700	£3,909,907	£3,874,114	£3,838,321	£3,802,528	£3,766,735	£3,730,942	£3,695,149	£3,659,356

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

# Table 1t: Residual Land Value Results by Value Level & CIL Rate - 50 Unit Scheme - Flats (75dph)

											,	Residual Land Value (	(0)					_
												Residual Land Value (	±)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m² CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² CIL
			1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450 £2.600		£192.907	£166.916	£140.926	£114.935	£88.944	£68.062	Negative RLV £41.356	£14.651	1		Negative RLV		
			6	£2,750		£395.745	£370.111	£344.478	£318.845	£293.211	£08,002 £273.106	£247.115	£14,051 £221.125	£195.134	£169.143	£143.153	£117.162	£91,171
			7	£2,900	Greenfield / PDL	£602.923	£577.290	£551.656	£526.023	£500.390	£474.756	£449.123	£423,489	£397.856	£372.223	£346.589	£320.956	£295.322
			8	£3,050		£810,101	£784,468	£758,835	£733,201	£707,568	£681,934	£656,301	£630,668	£605,034	£579,401	£553,768	£528,134	£502,501
			9	£3,350		£1,224,458	£1,198,825	£1,173,191	£1,147,558	£1,121,924	£1,096,291	£1,070,658	£1,045,024	£1,019,391	£993,757	£968,124	£942,491	£916,857
			10	£3,650		£1,638,815	£1,613,181	£1,587,548	£1,561,914	£1,536,281	£1,510,648	£1,485,014	£1,459,381	£1,433,747	£1,408,114	£1,382,481	£1,356,847	£1,331,214
			11	£3,950		£2,053,171	£2,027,538	£2,001,904	£1,976,271	£1,950,638	£1,925,004	£1,899,371	£1,873,737	£1,848,104	£1,822,471	£1,796,837	£1,771,204	£1,745,570
			12	£4,250		£2,467,528	£2,441,894	£2,416,261	£2,390,628	£2,364,994	£2,339,361	£2,313,727	£2,288,094	£2,262,461	£2,236,827	£2,211,194	£2,185,560	£2,159,927
50 Flats	Greenfield / PDL	2010									Re	sidual Land Value (£,	/Ha)					
50 Hats 30% AH	Greenneid / TDE	2010	1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450								Negative RLV						
			5	£2,600		£260,425	£225,337	£190,250	£155,162	£120,075	£91,883	£55,831	£19,779			Negative RLV		
			6	£2,750	Greenfield / PDL	£534,256	£499,650	£465,045	£430,440	£395,835	£368,693	£333,606	£298,518	£263,431	£228,343	£193,256	£158,168	£123,081
			7	£2,900	Greenneid / PDL	£813,946	£779,341	£744,736	£710,131	£675,526	£640,921	£606,316	£571,711	£537,106	£502,501	£467,895	£433,290	£398,685
			8	£3,050		£1,093,637	£1,059,032	£1,024,427	£989,822	£955,217	£920,612	£886,006	£851,401	£816,796	£782,191	£747,586	£712,981	£678,376
			9	£3,350		£1,653,018	£1,618,413	£1,583,808	£1,549,203	£1,514,598	£1,479,993	£1,445,388	£1,410,783	£1,376,178	£1,341,573	£1,306,968	£1,272,362	£1,237,757
			10	£3,650		£2,212,400	£2,177,795	£2,143,190	£2,108,584	£2,073,979	£2,039,374	£2,004,769	£1,970,164	£1,935,559	£1,900,954	£1,866,349	£1,831,744	£1,797,139
			11	£3,950		£2,771,781	£2,737,176	£2,702,571	£2,667,966	£2,633,361	£2,598,756	£2,564,151	£2,529,545	£2,494,940	£2,460,335	£2,425,730	£2,391,125	£2,356,520
			12	£4,250		£3,331,162	£3,296,557	£3,261,952	£3,227,347	£3,192,742	£3,158,137	£3,123,532	£3,088,927	£3,054,322	£3,019,717	£2,985,112	£2,950,507	£2,915,901

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

#### Table 1u: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Mixed (55dph)

L																		
												Residual Land Value (	£)					
Development Scenario	Typical Site Type	Market Floor Area	Value Level	Value £/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level Indication <sup>2</sup>	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m² CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m² CIL	Residual Land Value - £105/m² CII	Residual Land . Value - £120/m² CIL	Residual Land Value - £135/m <sup>2</sup> CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £165/m² CIL	Residual Land Value - £180/m² C
			1	£2,000		£209,041	£124,544	£40,047					Negat	ive RLV				
			2	£2,150		£854,682	£770,186	£685,688	£601,191	£516,694	£432,197	£347,700	£263,203	£178,706	£94,208	£9,711	Negati	ve RLV
			3	£2,300		£1,500,324	£1,415,827	£1,331,330	£1,246,833	£1,162,336	£1,077,839	£993,341	£908,844	£824,347	£739,850	£655,354	£570,856	£486,360
			4	£2,450		£2,145,965	£2,061,468	£1,976,971	£1,892,475	£1,807,977	£1,723,480	£1,638,983	£1,554,486	£1,469,989	£1,385,492	£1,300,995	£1,216,498	£1,132,000
			5	£2,600		£2,791,607	£2,707,110	£2,622,613	£2,538,116	£2,453,618	£2,369,122	£2,284,625	£2,200,128	£2,115,631	£2,031,133	£1,946,636	£1,862,139	£1,777,642
			6	£2,750	Greenfield / PDL	£3,437,248	£3,352,751	£3,268,254	£3,183,757	£3,099,260	£3,014,763	£2,930,266	£2,845,769	£2,761,272	£2,676,775	£2,592,278	£2,507,781	£2,423,284
			7	£2,900		£4,082,889	£3,998,393	£3,913,896	£3,829,399	£3,744,902	£3,660,405	£3,575,907	£3,491,411	£3,406,913	£3,322,417	£3,237,919	£3,153,423	£3,068,925
			8	£3,050		£4,728,531	£4,644,035	£4,559,537	£4,475,040	£4,390,543	£4,306,046	£4,221,549	£4,137,052	£4,052,555	£3,968,058	£3,883,560	£3,799,064	£3,714,566
			9	£3,350		£6,019,814	£5,935,317	£5,850,820	£5,766,323	£5,681,826	£5,597,329	£5,512,832	£5,428,335	£5,343,838	£5,259,341	£5,174,843	£5,090,346	£5,005,849
			10 11	£3,650 £3.950		£7,311,098 £8.602.380	£7,226,601 £8.517.884	£7,142,103 £8.433.386	£7,057,606 £8.348.889	£6,973,109 £8.264.392	£6,888,612 £8.179.895	£6,804,115 £8.095.398	£6,719,618 £8.010.901	£6,635,121 £7.926.404	£6,550,624 £7.841.907	£6,466,127 £7,757,410	£6,381,629 £7,672,912	£6,297,133 £7,588,415
			11	£4,250		£9.893.663	£9.809.166	£9,724.669	£9.640.172	£9.555.675	£9.471.178	£9,386,681	£9.302.184	£9.217.687	£9.133.190	£9.048.693	£8.964.195	£8,879,699
Mixed			12	14,230		19,893,003	19,009,100	13,724,003	13,040,172	19,933,073	-, , -	esidual Land Value (£	- / / -	13,217,007	19,133,190	19,048,093	18,504,155	18,875,055
100 30% AH	Greenfield	6075	1	£2,000		£103,475	£61,649	£19,823					Negat	tive RLV				
			2	£2,150		£423,068	£381,242	£339,416	£297,590	£255,764	£213,938	£172,111	£130,286	£88,459	£46,633	£4,807	Negati	ive RLV
			3	£2,300		£742.661	£700.834	£659.008	£617.182	£575.356	£533.530	£491.704	£449.878	£408.052	£366.226	£324.400	£282.574	£240.748
			4	£2,450		£1,062,253	£1,020,427	£978,601	£936.775	£894.949	£853,122	£811,297	£769,470	£727,645	£685,819	£643,993	£602,166	£560,340
			5	£2,600		£1.381.845	£1,340,019	£1.298.193	£1,256,367	£1.214.541	£1,172,715	£1,130,889	£1,089,063	£1,047,237	£1,005,411	£963.585	£921,759	£879,933
			6	£2,750		£1,701,438	£1,659,612	£1,617,786	£1,575,960	£1,534,134	£1,492,308	£1,450,482	£1,408,655	£1,366,830	£1,325,003	£1,283,178	£1,241,351	£1,199,525
			7	£2.900	Greenfield / PDL	£2.021.030	£1,979,204	£1,937,378	£1,895,552	£1,853,726	£1,811,900	£1,770,074	£1,728,248	£1,686,422	£1,644,596	£1,602,770	£1,560,944	£1,519,118
			,	£3.050		£2,340.623	£1,979,204 £2.298.797	£2,256,971	£2,215,145	1		£2.089.667	£2.047.841	1				
			8	£3,350		1		1 - 1	1	£2,173,319	£2,131,493			£2,006,015	£1,964,189	£1,922,362	£1,880,536	£1,838,710
			10	-		£2,979,808	£2,937,982	£2,896,156	£2,854,330	£2,812,504	£2,770,678	£2,728,852	£2,687,026	£2,645,200	£2,603,374	£2,561,547	£2,519,721	£2,477,895
				£3,650		£3,618,993	£3,577,167	£3,535,341	£3,493,515	£3,451,689	£3,409,863	£3,368,037	£3,326,211	£3,284,385	£3,242,559	£3,200,733	£3,158,907	£3,117,081
			11	£3,950		£4,258,178	£4,216,352	£4,174,526	£4,132,700	£4,090,874	£4,049,048	£4,007,222	£3,965,396	£3,923,570	£3,881,744	£3,839,918	£3,798,092	£3,756,265
			12	£4,250		£4,897,363	£4,855,537	£4,813,711	£4,771,885	£4,730,059	£4,688,233	£4,646,407	£4,604,581	£4,562,755	£4,520,929	£4,479,103	£4,437,277	£4,395,451

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)

#### Table 1v: Residual Land Value Results by Value Level & CIL Rate - 100 Unit Scheme - Flats (150dph)

											F	Residual Land Value (	(£)					
Development	Typical Site Type	Market Floor	Value Level	Value E/m <sup>2</sup>	Typical Location <sup>1</sup> & Value Level	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land	Residual Land
Scenario	Typical Site Type	Area	Value Level	value 1/11	Indication <sup>2</sup>	Value - £0/m <sup>2</sup> CIL	Value - £15/m² CIL	Value - £30/m <sup>2</sup> CIL	Value - £45/m² CIL	Value - £60/m² CIL	Value - £75/m² CIL	Value - £90/m <sup>2</sup> CIL	Value - £105/m² CIL	Value - £120/m <sup>2</sup> CIL	Value - £135/m² CIL	Value - £150/m² CIL	Value - £165/m² CIL	Value - £180/m² CIL
			1	£2,000														
			2	£2,150														
			3	£2,300														
			4	£2,450 £2,600								Negative RLV						
			6	£2,750														
			7	£2,900	Greenfield / PDL													
			8	£3,050			6004 40T		C000 007		007 CC 4		1		b1 41			
			9 10	£3,350 £3,650		£376,965 £1.198.462	£321,105 £1.142.602	£265,245 £1.086.742	£209,385 £1.030.882	£153,524 £975.022	£97,664 £919.161	£41,804 £863.300	£807.441	£751.581	Negati £695.720	£639.860	£584.000	£528.140
			11	£3,950		£2,019,958	£1,964,099	£1,908,239	£1,852,378	£1,796,518	£1,740,657	£1,684,797	£1,628,937	£1,573,077	£1,517,216	£1,461,357	£1,405,496	£1,349,637
			12	£4,250		£2,841,455	£2,785,595	£2,729,735	£2,673,875	£2,618,015	£2,562,154	£2,506,294	£2,450,434	£2,394,573	£2,338,714	£2,282,853	£2,226,993	£2,171,133
Flats											Re	sidual Land Value (£,	/Ha)					
100 Flats 30% AH	Greenfield	3675	1	£2,000								Negative RLV						
			2	£2,150								Negative RLV						
			3	£2,300								Negative RLV						
			4	£2,450								Negative RLV						
			5	£2,600								Negative RLV						
			6	£2,750	Greenfield / PDL							Negative RLV						
			7	£2,900								Negative RLV						
			8	£3,050								Negative RLV						
			9 10	£3,350 £3,650		£508,903	£433,491	£358,081	£282,669	£207,258	£131,846	£56,435	C1 000 045	61.014.624		ve RLV	CT00 200	6712 000
			10	£3,950		£1,617,923 £2,726,943	£1,542,512 £2,651,533	£1,467,102 £2,576,122	£1,391,690 £2,500,710	£1,316,279 £2,425,300	£1,240,867 £2,349,887	£1,165,456 £2,274,477	£1,090,045 £2,199,065	£1,014,634 £2,123,654	£939,222 £2,048,242	£863,811 £1,972,832	£788,399 £1,897,420	£712,988 £1,822,009
			11	£4,250		£3.835.965	£3,760,554	£3.685.142	£3,609,731	£2,425,500 £3.534.320	£3,458,908	£2,274,477 £3.383.497	£2,199,085	£3.232.674	£2,048,242 £3.157.263	£3.081.851	£3,006,441	£2,931,029
			14	2.,230		23,033,303	13,730,334	23,033,142	23,033,731	13,334,320	23,438,508	23,333,437	13,338,080	13,232,074	23,237,203	13,001,001	10,000,441	12,331,023

<sup>1</sup>-Based on information provided by the Council

Key:

Negative RLV Positive RLV beneath Viability Test 1 (RLV <£250,000/ha) RLV exceeding Viability Test 1 (RLV £250,000 - £500,000/ha) RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (2014)



# **Residential Appraisal Summaries**

*Note: Please refer to Section 3.1.15 Pages 48 - 53 of the main report for detailed explanation of the results tables including the significance of the colour coded key.* 

				Net RLV:	-£13,478
		ata Sumn	nary & Results		
DEVELOPMENT TYPE DEVELOPMENT DESC <b>RIPTI</b> ON DEVELOPMENT SIZE (TOTAL m²) - GIA	Residential 1 Unit Scheme 125	£O CIL 0% A	H		
TOTAL NUMBER OF UNITS	Total 1	Private 1	Affordable 0	% AH 0%	
PERCENTAGE BY TENURE	% <b>Private</b> 100%	% SR 0%	%AR 0%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA) VALUE / AREA <u>REVENUE</u>			0.04 2		
Affordable Housing Revenue Open Market Housing Revenue			£0 £268,750		
Total Value of Scheme			£268,750		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs Fees, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Life Voids / EPCs / Renwables etc	time Homes / EPC	s	£179,000 £31,685 £2,327		
<u>Total Build Costs</u>			£213,012		
Section 106 / CIL Costs Marketing Costs & Legal Fees			£3,000 £8,813		
Total s106 & Marketing Costs			£11,813		
Finance on Build Costs			£3,653		
TOTAL DEVELOPMENT COSTS			£228,478		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit Affordable Housing Profit			£53,750 £0		
Total Operating Profit			£53,750		
GROSS RESIDUAL IAND VALUE			-£13,478		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees Legal Fees Stamp Duty Interest on Land Purchase			£4,435 -£202 -£101 £0 -£608		
Total Finance & Acquisition Costs			£3,524		
<u>NET RESIDUAL IAND VALUE</u> RLV (£ per Ha)				nores finance & acquisi sts if GRLV Negative)	tion
NRLV as % of GDV			-5.0%		

				Net RLV:	£3,102
Residua	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	1 Unit Scheme £	250 CIL 0% AI	H		
DEVELOPMENT SIZE (TOTAL m²) - GIA	125	<b>D</b> • 4		0/ 411	
TOTAL NUMBER OF UNITS	Total 1	Private 1	Affordable 0	% AH 0%	
	<sup>1</sup> % Private	sr	%AR	% Int 1	% <b>Int 2</b>
PERCENTAGE BY TENURE	100%	0%	0%	0%	0%
SITE SIZE (HA)	20070	070	0.04	0,0	0,0
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£306,250		
Total Value of Scheme			£306,250		
DECIDENTIAL DUBDAIC MADUETAIC O CLOG	°. <b></b>				
RESIDENTIAL BUILDING, MARKETING & S106	0919				
Build Costs			£179,000		
Fees, Contingencies, Planning Costs etc			£31,685		
Sustainable Design & Construction Costs / Life	time Homes / EPCs				
Voids / EPCs / Renwables etc			£2,327		
<b>T</b> , <b>I</b> ,			0010 010		
Total Build Costs			£213,012		
Section 106 / CIL Costs			£9,250		
Marketing Costs & Legal Fees			£9,938		
0 0					
Total s106 & Marketing Costs			£19,188		
			00 880		
Finance on Build Costs			£3,773		
TOTAL DEVELOPMENT COSTS			£235,973		
			2200,010		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£61,250		
Affordable Housing Profit			£0		
Total Operating Profit			£61,250		
			201,230		
GROSS RESIDUAL IAND VALUE			£9,027		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£4,810		
Agents Fees			£135		
Legal Fees			£68		
Stamp Duty			£0		
Interest on Land Purchase			£913		
Total Finance & Acquisition Costs			£5,925		
			20,000		
NET RESIDUAL IAND VALUE				nores finance & acquisition	I
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			1.0%		

				Net RLV:	£49,163	
Residual		ata Sumn	ary & Results			
DEVELOPMENT TYPE     Residential       DEVELOPMENT DESCRIPTION     1 Unit Scheme £100 CIL 0% AH						
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	125 Total	Private	Affordable	% <b>AH</b>		
TOTAL NUMBER OF UNITS	1	1 % <b>SP</b>	0 0/ A D	0%	0/ <b>L</b> .t. 9	
PERCENTAGE BY TENURE	% Private 100%	% SR 0%	%AR 0%	% Int 1 0%	% Int 2 0%	
SITE SIZE (HA)			0.04			
VALUE / AREA REVENUE			8			
Affordable Housing Devenue			£0			
Affordable Housing Revenue Open Market Housing Revenue			£0 £381,250			
Total Value of Scheme			£381,250			
	0.000		2002,200			
RESIDENTIAL BUILDING, MARKETING & S106	CUSIS					
Build Costs			£179,000			
Fees, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs	£31,685			
Voids / EPCs / Renwables etc			£2,327			
Total Build Costs			£213,012			
Section 106 / CIL Costs			£15,500			
Marketing Costs & Legal Fees			£12,188			
Total s106 & Marketing Costs			£27,688			
Finance on Build Costs			£3,911			
TOTAL DEVELOPMENT COSTS			£244,611			
DEVELOPER'S RETURN FOR RISK AND PROFIT						
Open Market Housing Profit			£76,250			
Affordable Housing Profit			£0			
Total Operating Profit			£76,250			
<b>GROSS RESIDUAL IAND VALUE</b>			£60,389			
FINANCE & ACQUISITION COSTS						
Arrangement Fee / Misc Fees (Surveyors etc)			£5,496			
Agents Fees Legal Fees			£906 £453			
Stamp Duty			£455 £0			
Interest on Land Purchase			£4,371			
Total Finance & Acquisition Costs			£11,226			
NET RESIDUAL IAND VALUE			<b>£49,163</b> (ig	nores finance & acquisi	ition	
RLV (£ per Ha)				osts if GRLV Negative)		
NRLV as % of GDV			12.9%			

		~		Net <b>RLV</b> :	£122,579
Residual		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	1 Unit Scheme	£125 CIL 0%	AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	125				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	1	1	0	0%	
	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	100%	0%	0%	0%	0%
SITE SIZE (HA)	100/0	070	0.04	0/0	070
VALUE / AREA			11		
REVENUE			11		
REVINOL					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£493,750		
			0.400 850		
Total Value of Scheme			£493,750		
	~ ~ ~ ~ ~ ~				
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£179,000		
Fees, Contingencies, Planning Costs etc			£31,685		
Sustainable Design & Construction Costs / Life	time Homes / EP	Cs			
Voids / EPCs / Renwables etc			£2,327		
Total Build Costs			£213,012		
<u></u>					
Section 106 / CIL Costs			£18,625		
Marketing Costs & Legal Fees			£15,563		
Marketing Costs & Legal Fees			110,000		
Total a106 9 Markating Costs			£34,188		
Total s106 & Marketing Costs			134,100		
			04.017		
Finance on Build Costs			£4,017		
TOTAL DEVELOPMENT COSTS			£251,216		
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>					
Open Market Housing Profit			£98,750		
Affordable Housing Profit			£0		
-					
Total Operating Profit			£98,750		
GROSS RESIDUAL IAND VALUE			£143,784		
			2110,101		
FINANCE & ACQUISITION COSTS					
Invite & Acquisition cosis					
Arrangement Fee / Miss Fees (Surveyors etc)			£6,462		
Arrangement Fee / Misc Fees (Surveyors etc)					
Agents Fees			£2,157		
Legal Fees			£1,078		
Stamp Duty			£1,438		
Interest on Land Purchase			£10,070		
<b>Total Finance &amp; Acquisition Costs</b>			£21,205		
NET RESIDUAL LAND VALUE			£122,579 (ig	nores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			24.8%		

Residual Janet Value Data Summary & Results         PRESIDUMENT TIPE mesidential         Residential         DIVISION of Value Scheme Do DCL 0% All         DIVISION OF DATA IN Scheme 10 DCL 0% All         DIVISION OF DATA IN Scheme 10 DCL 0% All         OF TAIL NOT REAL PARTY OF DATA IN THE SEE (IND.         PRECENTAGE BY TRYURE       Notate Wiscon Scheme 100%         DIVISION OF DATA IN THE SEE (IND.         DIVISION OF THE SEE (IND.         DIVISION OF THE SEE (IND.         TOTAL NUMBER OF UNITS         DIVISION OF THE SEE (IND.         DIVISION OF THE SEE (IND.         DIVISION OF SEE SET         PRECENTING & S106 COSTS         DIVISION OF SET         DIVISION OF SET         Build Costs       E370.500         Colspan= S17.000         DIVISION OF SET         Build Costs       E370.500         FERS (IND. COLSPANE)         DIVISION OF SET         Build Costs       E370.500         Colspan= S270.500         Colspan= S2					Net RLV:	£123,951
NEW LOOP MENT DISC (TOTALM") - GA       30         TOTAL NUMBER OF UNITS       Total       Private       Affordable       % Aff         PERCENTAGE BY TENURE       % Dotal       0%	Residua	l Land Value D	ata Sumn	nary & Results		
Devision Private TOTAL NUMBER OF UNITS         Total 4         Affordable 5         % Aff 0         % Aff 0%           PERCENTAGE EN TENURE         % Private 100%         % SR % AR         % In 1         % In 2           STR SEG (A) VALUE / ARA MERCENTAGE EN TENURE         % SR % AR         % In 1         % In 2           STR SEG (A) VALUE / ARA MERCENTAGE EN TENURE         0%         0.15         %           STR SEG (A) VALUE / ARA MERCENTAGE EN TENURE         50         0%         0%           Affordable flowsing Revenue         50         517.000         %           Strate flowsing Revenue         50         517.000         %           BEDIEVITAL BUILDING, MARKETING & SIOB COSST         517.000         %         %           Stratianable besign & Construction Costs / Lifetime Homes / EPCs Void / EPCs / Remvables etc         5370.500         %         %           Stratianable besign & Construction Costs / Lifetime Homes / EPCs Void / EPCs / Remvables etc         53.03         %         %           Stratianable besign & Construction Costs / Lifetime Homes / EPCs Void / EPCs / Remvables etc         538.510         %         %           Stratianable besign & Construction Costs / Lifetime Homes / EPCs Void / EPCs / Remvables etc         538.510         %         %           Stratianable besign & Construction Costs         10 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td></td<>						
TOTAL INUMERR OF UNITSTotal 4Private 4Affordable 0% All 0PERCENTAGE BY TINURE% Private % Private 100%% SR 8% All 0%% Int 1 0%% Int 2 0%SITE SEE (IA) VAUE / ARFA BEVENUE100%% SR 0%0%0%0%0%SITE SEE (IA) VAUE / ARFA BEVENUE500.15 22100%0%0%0%Affordable Rousing Revenue Open Market Housing Revenue505017.000100%<			EO CIL 0% AH			
101AL NUMBER OF DATIS         4         4         0         0%           PERCENTAGE BY TINURE         % Private         % SR         % AR         % Int 1         % Int 2           STE SEE (HA)         0%         0.15         2         0%         0%         0%           STE SEE (HA)         0%         0.15         2         0%         10%         0%         115         3%         115         3%         3%         116         0%         116         116         116         116         116         116         116         116         116         116         116         116         116         116         116         116         116         116         116 <td>DEVELOPMENT SIZE (TOTAL m<sup>2</sup>) - GIA</td> <td></td> <td>Definition to</td> <td>Affondable</td> <td>0/ 411</td> <td></td>	DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA		Definition to	Affondable	0/ 411	
PRECENTAGE BY TENURE       % Private       % SR       % AR       % Int 1       % Int 2         SITE SIZE (IA)       0%       0	TOTAL NUMBER OF UNITS					
PARCENTAGE BY LEVURE       100%       0%       0%       0%       0%         SITE SIZE (HA)       2       2         Affordable Housing Revenue       50       517,000         Open Market Housing Revenue       50       517,000         Total Value of Scheme       5817,000         EXEMPTIAL BURDING, MARKETING & S106 COSTS       5170,000         Pauld Costs       5370,500         Fees, Contingencies, Planning Costs etc       5174,915         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       50,000         Voids / EPCs / Renvables etc       50,000         Section 106 / CIL Costs       512,000         Marketing Costs & Legal Fees       527,510         Total Build Costs       539,510         Finance on Build Costs       530,264         DevelopPER'S RETURN FOR RISK AND PROPENT       500,264         Open Market Housing Profit       5163,400         Afordable Housing Profit       5163,400         Afordable Housing Profit       511,336         FINANCE & ACQUISTION COSTS       52,270         Agents Fees       52,270         Agents Fees       51,030         Stand publy       51,313         Stand publy       51,313         St		-				% Int 2
STE SEE (BA)       2         Alfordable Housing Revenue       50         BYTENUE       517,000         Total Value of Scheme       517,000         Total Value of Scheme       5370,500         Stepsenue       574,915         Suid Costs       528,000         Fees, Contingencies, Planning Costs etc       574,915         Sustainable Design & Construction Costs / Lifetime Homes / EPCS       59,308         Total Build Costs       159,308         Total Build Costs       159,308         Total Stoß & Marketing Costs       151,2000         Marketing Costs & Legal Fees       122,000         Section 106 / CIL Costs       122,000         Marketing Costs       139,510         Finance on Build Costs       580,31         TOTAL DEVELOPMENT ENTONTS       5502,264         DVELOPMER SETUEN FOR RISK AND PROHT       163,400         Castal Stoß & Marketing Profit       163,400         Castal Profit       151,336         ENDERDUALIAND VALUE       151,336         FUNCE & ACQUENTION COSTS       152,270         Legal Fees       11,353         Stang Duty       11,353         Stang Duty       11,353         Stang Duty       11,353 </td <td>PERCENTAGE BY TENURE</td> <td></td> <td></td> <td></td> <td></td> <td></td>	PERCENTAGE BY TENURE					
FVENUE         Alfordable Housing Revenue       10         Chordable Housing Revenue       10         Fordable Housing Revenue       5817,000         Fordable Mousing Revenue       5817,000         Fordable Mousing Revenue       5817,000         Fordable Mousing Revenue       5817,000         Fordable Mousing Revenue       570,000         Fordable Mousing Revenue       570,000         Section Construction Costs / Lifetime Homes / EPCs       574,915         Outor Revenuelse etc       19,308         Fordable Costs       520,000         Section 106 / CLL Costs       527,510         Section 106 / CLL Costs       520,264         Fordals and Ametering Costs       539,510         Fordals Costs       530,264         DOTAL DEVELOPMENT COSTS       500,264         DEVELOPERTS RETURN FOR RESK AND PROFIT       500,264         Charles A doruging Profit       510,330         FORMARE HOusing Profit       510,330         Charles A Course for Costs       52,270         Sequel Fees       51,335         Stangeneut Fee / Mice Fees (Surveyons etc)       52,270         Sequel Fees       51,335         Stangeneut Fee / Mice Fees (Surveyons etc)       52,270	SITE SIZE (HA)			0.15		
Afordable Housing Revenue 50 Open Market Housing Revenue 511000 Fotal Yalue of Scheme 5817,000 EXEDENTIAL BUILDING, MARKETING & 5106 COSTS Exest, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Lifetime Homes / EPCs Volds / EPCs / Renvables etc 59,308 Total Build Costs 5106 COSTS Section 106 / CIL Costs 5106 COSTS Exet for 106 / CIL Costs 5106 COSTS Section 106 / CIL Costs 5106 COSTS Fotal Build Costs 5106 COSTS 5100 Fotal Build Costs 5100 Fotal Build Costs 5100 Fotal Build Costs 5100 Fotal Build Costs 5100 Fotal State Legal Fees 5100 Fotal State RESTURN FOR RESK AND PROFFT FOTAL DEVELOPERES RETURN FOR RESK AND PROFFT FOTAL DEVELOPERES RESTURN FOR RESK AND PROFFT FOTAL State Accounting Profit 5103,3400 GROSS RESIDUAL LAND VALUE 511,336 FUENCE & ACQUINITION COSTS Fotal State Fees 511,559 Agents Fees 51,133 Stamp Duty 51,553 Stamp Duty 51,553 Stamp Duty 51,553 Stamp Duty 51,553 Fotal Finance & Acquisition Costs 5100 FOTAL FEES 52,700 Finance & Acquisition Costs 5100 FOTAL FEES 51,355 Fotal State Fotal State Fees 510,000 Fotal Finance & Acquisition Costs 51000 FOTAL FINAL CONTER 5100 FOTAL FINAL COSTS 5100 FOTAL FINAL CONTER 5100 FOTAL FINAL COSTS 5100 FOTAL FINAL CONTER 5100 FOTAL FINAL COSTS 5100 FOTAL FINAL FINAL COSTS 5100 FOTAL FINAL FINAL COSTS 5100 FOTAL FINAL COSTS 5100 FOTAL FINAL FINAL FINAL FINAL FINAL FIN	VALUE / AREA			2		
Open Market Housing Revenue     \$817,000       Total Value of Scheme     \$817,000       HSIDENTIAL BUILDING, MARKETING & \$106 COSTS     \$370,500       Fees, Contingencies, Planning Costs etc     \$74,915       Sustainable Design & Construction Costs / Lifetime Homes / EPCs     \$9,308       Total Build Costs     \$1454,723       Section 106 / CIL Costs     \$12,000       Marketing Costs & Legal Fees     \$27,510       Total Stoff & Marketing Costs     \$8,031       Total Stoff & Marketing Costs     \$8,031       TOTAL DEVELOPMENT COSTS     \$502,264       DVEVLOPERS RETURN FOR REK AND PROFIT     \$163,400       Open Market Housing Profit     \$163,400       Affordable Housing Profit     \$163,400       Affordable Housing Profit     \$163,400       CROSS RESIDUAL LAND VALUE     \$15,336       FINANCE & ACQUISITION COSTS     \$2,270       Argents Fees     \$1,135       Staran Duty     \$1,135       Interest on Land Purchase     \$10,908       Total Press     \$1,135       Staran Duty     \$1,135       Interest on Land Purchase     \$27,385	REVENUE					
Open Market Housing Revenue     \$817,000       Total Value of Scheme     \$817,000       HSIDENTIAL BUILDING, MARKETING & \$106 COSTS     \$370,500       Fees, Contingencies, Planning Costs etc     \$74,915       Sustainable Design & Construction Costs / Lifetime Homes / EPCs     \$9,308       Total Build Costs     \$1454,723       Section 106 / CIL Costs     \$12,000       Marketing Costs & Legal Fees     \$27,510       Total Stoff & Marketing Costs     \$8,031       Total Stoff & Marketing Costs     \$8,031       TOTAL DEVELOPMENT COSTS     \$502,264       DVEVLOPERS RETURN FOR REK AND PROFIT     \$163,400       Open Market Housing Profit     \$163,400       Affordable Housing Profit     \$163,400       Affordable Housing Profit     \$163,400       CROSS RESIDUAL LAND VALUE     \$15,336       FINANCE & ACQUISITION COSTS     \$2,270       Argents Fees     \$1,135       Staran Duty     \$1,135       Interest on Land Purchase     \$10,908       Total Press     \$1,135       Staran Duty     \$1,135       Interest on Land Purchase     \$27,385				00		
Total Value of Scheme£817.000 <b>EXEDENTIAL BUILDING. MARKETING &amp; S106 COSTS</b> Build Costs Fees, Contingencies, Planning Costs etc Sustanabale Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£73.050 £74.915Sustanabale Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£9.308Total Build Costs£9.308Section 106 / CIL Costs Marketing Costs & Legal Fees£12.000 £75.100Total s106 & Marketing Costs£12.000 £75.100Total s106 & Marketing Costs£39.510Finance on Build Costs£30.510Finance on Build Costs£502.264DEVELOPERTS RETURN FOR RISK AND PROFIT502.264Open Market Housing Profit Affordable Housing Profit£163.400 £0Cotal Operating Profit Affordable Housing Profit Affordable Housing Profit£163.400 £0CROSS RENDUAL LAND VALUE Agents Fees Legal Fees Stamp Duty Lis.133 Interest on Land Purchase£11.559 £2.270 £1.513 £1.514£12.3551 (gones finance & acquiting Example £10.908	-					
HESIDENTIAL BUILDING, MARKETING & S106 COSTS         Puild Costs       £370,500         Fees, Contingencies, Planning Costs et c       £74,915         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £9,308         Total Build Costs       £454,723         Section 106 / CIL Costs       £12,000         Marketing Costs & Legal Fees       £27,510         Total s106 & Marketing Costs       £39,510         Finance on Build Costs       £8,031         TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFT       5163,400         Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         CROSS RESIDUAL LAND VALUE       £151,336         FUNNCE & ACQUISITION COSTS       £2,270         Arrangenent Fee / Misc Fees (Surveyors etc)       £11,559         Agents Fees       £2,270         Legal Fees       £1,133         Interest on Land Purchase       £10,008         Total Silbal, LIAND VALUE       £12,351 (ngores: finance & acquisition         Cotal Finance & Acquisition Costs       £27,385	Open Market Housing Revenue			£817,000		
HESIDENTIAL BUILDING, MARKETING & S106 COSTS         Puild Costs       £370,500         Fees, Contingencies, Planning Costs et c       £74,915         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £9,308         Total Build Costs       £454,723         Section 106 / CIL Costs       £12,000         Marketing Costs & Legal Fees       £27,510         Total s106 & Marketing Costs       £39,510         Finance on Build Costs       £8,031         TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFT       5163,400         Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         CROSS RESIDUAL LAND VALUE       £151,336         FUNNCE & ACQUISITION COSTS       £2,270         Arrangenent Fee / Misc Fees (Surveyors etc)       £11,559         Agents Fees       £2,270         Legal Fees       £1,133         Interest on Land Purchase       £10,008         Total Silbal, LIAND VALUE       £12,351 (ngores: finance & acquisition         Cotal Finance & Acquisition Costs       £27,385	Total Value of Scheme			£817 000		
Build Costs       £370,500         Fees, Contingencies, Planning Costs et c       £74,915         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £93,08         Yoids / EPCs / Renwables et       £93,08         Total Build Costs       £454,723         Section 106 / CIL Costs       £12,000         Marketing Costs & Legal Fees       £27,510         Total S106 & Marketing Costs       £33,510         Finance on Build Costs       £8,031         TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RESK AND PROFIT       £163,400         Qen Market Housing Profit       £163,400         Affordable Housing Profit       £151,336         FNANCE & ACQUISITION COSTS       £2,271         Arrangement Fee / Misc Fees (Surveyors etc)       £11,559         Agents Fees       £2,271         Legal Fees       £2,270         Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,008         Total Finance & Acquisition Costs       £27,385         NY CE per Ha)       £23,951 (typnees finance & acquisition				2011,000		
Fees, Contingencies, Planning Costs et Ciffetime Homes / EPCs£74.915Sustainable Design & Construction Costs / Lifetime Homes / EPCs£9,308Total Build Costs£454.723Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFIT£163,400Qren Market Housing Profit£163,400Affordable Housing Profit£163,400CROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,855NYT RESIDUAL LAND VALUE£123,951 (typores finance & acquisitionRIN (Y E per Ha)£123,951 (typores finance & acquisition	RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Fees, Contingencies, Planning Costs et Ciffetime Homes / EPCs£74.915Sustainable Design & Construction Costs / Lifetime Homes / EPCs£9,308Total Build Costs£454.723Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFIT£163,400Qren Market Housing Profit£163,400Affordable Housing Profit£163,400CROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,855NYT RESIDUAL LAND VALUE£123,951 (typores finance & acquisitionRIN (Y E per Ha)£123,951 (typores finance & acquisition						
Sustainable Design & Construction Costs / Lifetime Homes / EPCs     £9,308       Yolds / EPCs / Renwables etc     £9,308       Total Build Costs     £454,723       Section 106 / CIL Costs     £12,000       Marketing Costs & Legal Fees     £27,510       Total s106 & Marketing Costs     £8,031       Total S106 & Marketing Costs     £8,031       TOTAL DEVELOPMENT COSTS     £502,264       DEVELOPMENT FOR RISK AND PROFFT     £163,400       Open Market Housing Profit     £163,400       Affordable Housing Profit     £163,400       Gross RESIDUAL LAND VALUE     £115,336       PENANCE & ACQUISTION COSTS     £11,559       Arrangement Fee / Misc Fees (Surveyors etc)     £11,559       Agents Fees     £2,270       Legal Fees     £10,908       Total Finance & Acquisition Costs     £10,908       Total Finance & Acquisition Costs     £27,385						
Voids / EPCs / Fenwables etc£9,308Total Build Costs£454,723Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFIT£163,400Open Market Housing Profit£163,400Affordable Housing Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,313Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (ngoores finance & acquisition £83,068 costs (Edit) Negative)				£74,915		
Total Build Costs5454,723Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFIT£163,400Open Market Housing Profit£163,400Affordable Housing Profit£163,400Gosts RISIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Legal Fees£1,155Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385INT RESIDUAL LAND VALUE£123,951 (tgnores finance & acquisition £83,6688 costs if CRUN Negative)	0	time Homes / EPCs				
Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£163,400Affordable Housing Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Legal Fees£1,135Stamp Duty£1,539Agents Fees£1,335Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RISDUAL LAND VALUE£123,5951 (ignores finance & acquisition £386,668 costs if CBUN Negative)	Voids / EPCs / Renwables etc			£9,308		
Section 106 / CIL Costs£12,000Marketing Costs & Legal Fees£27,510Total s106 & Marketing Costs£39,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£163,400Affordable Housing Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£2,270Legal Fees£1,135Stamp Duty£1,539Agents Fees£1,335Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RISDUAL LAND VALUE£123,5951 (ignores finance & acquisition £386,668 costs if CBUN Negative)	Total Build Costs			£454 723		
Marketting Costs & Legal Fees£27,510Total s106 & Marketing Costs539,510Finance on Build Costs£8,031TOTAL DEVELOPMENT COSTS£502,264DEVELOPER'S RETURN FOR RISK AND PROFIT£163,400Open Market Housing Profit£163,400Affordable Housing Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RISDUAL LIAND VALUE£123,951 (tgnores finance & acquisition £80,668 costs if CRUY Negative)				2101,160		
Total s106 & Marketing Costs539,510Finance on Build Costs58,031TOTAL DEVELOPMENT COSTS5502,264DEVELOPER'S RETURN FOR RISK AND PROFIT50Open Market Housing Profit£163,400 £0Affordable Housing Profit£163,400Cotal Operating Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£11,559Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RISDUAL LIAND VALUE£123,951 (Ignores finance & acquisition £836,668 costs if CRUY Negative)	Section 106 / CIL Costs			£12,000		
Finance on Build Costs       £8,031         TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         Total Operating Profit       £163,400         GROSS RESIDUALIAND VALUE       £1151,336         FINANCE & ACQUISITION COSTS       £11,559         Arrangement Fee / Misc Fees (Surveyors etc)       £11,135         Agents Fees       £1,135         Itegal Fees       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUALIAND VALUE       £123,951 (ignores finance & acquisition RUV Negative)	Marketing Costs & Legal Fees					
Finance on Build Costs       £8,031         TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         Total Operating Profit       £163,400         GROSS RESIDUALIAND VALUE       £1151,336         FINANCE & ACQUISITION COSTS       £11,559         Arrangement Fee / Misc Fees (Surveyors etc)       £11,135         Agents Fees       £1,135         Itegal Fees       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUALIAND VALUE       £123,951 (ignores finance & acquisition RUV Negative)						
TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         GROSS RESIDUAL LAND VALUE       £151,336         FINANCE & ACQUISITION COSTS          Arrangement Fee / Misc Fees (Surveyors etc)       £11,559         Agents Fees       £2,270         Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUAL LAND VALUE       £123,951 (ignores finance & acquisition £306,668 costs if GRUN Negative)	Total s106 & Marketing Costs			£39,510		
TOTAL DEVELOPMENT COSTS       £502,264         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £163,400         Affordable Housing Profit       £163,400         GROSS RESIDUAL LAND VALUE       £151,336         FINANCE & ACQUISITION COSTS          Arrangement Fee / Misc Fees (Surveyors etc)       £11,559         Agents Fees       £2,270         Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUAL LAND VALUE       £123,951 (ignores finance & acquisition £306,668 costs if GRUN Negative)				00.001		
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £163,400         Affordable Housing Profit       £0         Total Operating Profit       £163,400         GROSS RESIDUAL LAND VALUE       £151,336         FINANCE & ACQUISITION COSTS       £11,559         Arrangement Fee / Misc Fees (Surveyors etc)       £1,135         Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUAL LAND VALUE       £123,951 (ignores finance & acquisition £836,668 costs if GRUY Negative)	Finance on Build Costs			£8,031		
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £163,400         Affordable Housing Profit       £0         Total Operating Profit       £163,400         GROSS RESIDUAL LAND VALUE       £151,336         FINANCE & ACQUISITION COSTS       £11,559         Arrangement Fee / Misc Fees (Surveyors etc)       £1,135         Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUAL LAND VALUE       £123,951 (ignores finance & acquisition £836,668 costs if GRUY Negative)	TOTAL DEVELOPMENT COSTS			£502 264		
Open Market Housing Profit£163,400 £0Affordable Housing Profit£163,400Total Operating Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£151,336Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE RLV (£ per Ha)£123,951 (ignores finance & acquisition £836,668 costs if GRUY Negative)				2002,201		
Open Market Housing Profit£163,400 £0Affordable Housing Profit£163,400Total Operating Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£151,336Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE RLV (£ per Ha)£123,951 (ignores finance & acquisition £836,668 costs if GRUY Negative)	DEVELOPER'S RETURN FOR RISK AND PROFIT					
Affordable Housing Profit£0Total Operating Profit£163,400GROSS RESIDUALIAND VALUE£151,336FINANCE & ACQUISITION COSTS£11,559Agrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUALIAND VALUE£123,951 (ignores finance & acquisition £836,668 costs if GRUV Negative)						
Total Operating Profit£163,400GROSS RESIDUAL LAND VALUE£151,336FINANCE & ACQUISITION COSTS£151,359Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (tgnores finance & acquisitionRLV (£ per Ha)£36,668 costs if GRLV Negative)				£163,400		
GROSS RESIDUAL IAND VALUE£151,336FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL IAND VALUE£123,951 (Ignores finance & acquisition £836,668 costs if GRUY Negative)	Affordable Housing Profit			£0		
GROSS RESIDUAL IAND VALUE£151,336FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL IAND VALUE£123,951 (Ignores finance & acquisition £836,668 costs if GRUY Negative)				0400 400		
FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (ignores finance & acquisition foots if GRUV Negative)	Total Operating Profit			£163,400		
FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (ignores finance & acquisition foots if GRUV Negative)	CROSS RESIDUALIAND VALUE			£151 336		
Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (Ignores finance & acquisition £836,668 costs if GRLV Negative)				2131,330		
Arrangement Fee / Misc Fees (Surveyors etc)£11,559Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (Ignores finance & acquisition £836,668 costs if GRLV Negative)	FINANCE & ACQUISITION COSTS					
Agents Fees£2,270Legal Fees£1,135Stamp Duty£1,513Interest on Land Purchase£10,908Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951RLV (£ per Ha)£836,668costs if GRLV Negative)						
Legal Fees       £1,135         Stamp Duty       £1,513         Interest on Land Purchase       £10,908         Total Finance & Acquisition Costs       £27,385         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £123,951 (ignores finance & acquisition £836,668 costs if GRLV Negative)						
Stamp Duty     £1,513       Interest on Land Purchase     £10,908       Total Finance & Acquisition Costs     £27,385       NET RESIDUAL LAND VALUE RLV (£ per Ha)     £123,951 (ignores finance & acquisition £836,668 costs if GRLV Negative)	0					
Interest on Land Purchase     £10,908       Total Finance & Acquisition Costs     £27,385       NET RESIDUAL LAND VALUE RLV (£ per Ha)     £123,951 (ignores finance & acquisition £836,668 costs if GRLV Negative)						
Total Finance & Acquisition Costs£27,385NET RESIDUAL LAND VALUE£123,951 (ignores finance & acquisition £836,668 costs if GRLV Negative)						
NET RESIDUAL LAND VALUE£123,951(ignores finance & acquisitionRLV (£ per Ha)£836,668costs if GRLV Negative)	Interest on Land Purchase			£10,908		
NET RESIDUAL LAND VALUE£123,951(ignores finance & acquisitionRLV (£ per Ha)£836,668costs if GRLV Negative)	Total Finance & Acquisition Costs			£27,385		
RLV (£ per Ha)       £836,668 costs if GRLV Negative)				201,000		
RLV (£ per Ha) £836,668 costs if GRLV Negative)	NET RESIDUAL IAND VALUE			£123,951 (igr	ores finance & acquisiti	on
NRLV as % of GDV 15.2%	-			£836,668 co	sts if GRLV Negative)	
	NRLV as % of GDV			15.2%		

				Net RLV:	£184,338
Residua		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential	0K0 CH 00/ 41			
DEVELOPMENT DESCRIPTION DEVELOPMENT SIZE (TOTAL m²) - GIA	4 Unit Scheme ± 380	650 CIL 0% A	H		
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOIALNUMBER OF UNITS	4	4	0	0%	
PERCENTAGE BY TENURE	% Private 100%	% SR 0%	%AR 0%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	100 /0	0 /0	0.15	070	070
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£931,000		
Total Value of Scheme			£931,000		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs Fees, Contingencies, Planning Costs etc			£370,500 £74,915		
Sustainable Design & Construction Costs / Life	time Homes / EPCs	5	274,515		
Voids / EPCs / Renwables etc			£9,308		
Total Duild Costs			CAEA 799		
Total Build Costs			£454,723		
Section 106 / CIL Costs			£31,000		
Marketing Costs & Legal Fees			£30,930		
Total s106 & Marketing Costs			£61,930		
Finance on Build Costs			£8,396		
TOTAL DEVELOPMENT COSTS			£525,049		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£186,200		
Affordable Housing Profit			£0		
Total Operating Profit			£186,200		
			2100,200		
GROSS RESIDUAL IAND VALUE			£219,751		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£12,698		
Agents Fees			£3,296		
Legal Fees Stamp Duty			£1,648 £2,198		
Interest on Land Purchase			£15,573		
			007 444		
Total Finance & Acquisition Costs			£35,414		
NET RESIDUAL IAND VALUE			£184,338 (igr	ores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			19.8%		

				Net RLV:	£314,695
Residu	al Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme	E100 CIL 0% A	AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	380	<b>D</b> • 4		0/ 411	
TOTAL NUMBER OF UNITS	Total 4	Private 4	Affordable 0	% AH 0%	
	4 % Private	4 % SR	%AR	0% % Int 1	% Int 2
PERCENTAGE BY TENURE	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£1,159,000		
Total Value of Scheme			£1,159,000		
			1,155,000		
RESIDENTIAL BUILDING, MARKETING & S10	B COSTS				
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Life Voids / EPCs / Renwables etc	etime Homes / EPUs		0.00		
volus / Ercs / Renwables etc			£9,308		
Total Build Costs			£454,723		
			··· - <b>,</b> · -		
Section 106 / CIL Costs			£50,000		
Marketing Costs & Legal Fees			£37,770		
Total s106 & Marketing Costs			£87,770		
Finance on Build Costs			£8,816		
Finance on build costs			10,010		
TOTAL DEVELOPMENT COSTS			£551,309		
			,		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£231,800		
Affordable Housing Profit			£0		
Total On anoting Profit			6991 000		
Total Operating Profit			£231,800		
GROSS RESIDUAL LAND VALUE			£375,891		
FINANCE & ACQUISITION COSTS					
			_		
Arrangement Fee / Misc Fees (Surveyors etc)			£14,785		
Agents Fees			£5,638		
Legal Fees Stamp Duty			£2,819 £11,277		
Interest on Land Purchase			£26,677		
meerese on Land I Ultildse			140,011		
Total Finance & Acquisition Costs			£61,196		
NET RESIDUAL IAND VALUE				nores finance & acquisiti	on
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			27.2%		

				Net RLV:	£527,730
Residua	al Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	4 Unit Scheme	£125 CIL 0% A	AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	380 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	10tai 4	4		% An 0%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	100%	0%	0%	0%	0%
SITE SIZE (HA)			0.15		
VALUE / AREA			11		
REVENUE					
			00		
Affordable Housing Revenue			£0		
Open Market Housing Revenue			£1,501,000		
Total Value of Scheme			£1,501,000		
Total value of scheme			21,001,000		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£370,500		
Fees, Contingencies, Planning Costs etc			£74,915		
Sustainable Design & Construction Costs / Life	etime Homes / EPCs	5			
Voids / EPCs / Renwables etc			£9,308		
Total Build Costs			£454,723		
			1111,725		
Section 106 / CIL Costs			£59,500		
Marketing Costs & Legal Fees			£48,030		
Total s106 & Marketing Costs			£107,530		
			00.407		
Finance on Build Costs			£9,137		
TOTAL DEVELOPMENT COSTS			£571,390		
TOTAL DEVELOPMENT COSTS			1371,390		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£300,200		
Affordable Housing Profit			£0		
Total Operating Profit			£300,200		
CDOCC DECIDITATI AND VALUE			6690 410		
GROSS RESIDUAL LAND VALUE			£629,410		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£17,722		
Agents Fees			£9,441		
Legal Fees			£4,721		
Stamp Duty			£25,176		
Interest on Land Purchase			£44,621		
Total Emanage 0 A			0101 001		
Total Finance & Acquisition Costs			£101,681		
NET RESIDUAL LAND VALUE			<b>£527 730</b> (m	nores finance & acquisiti	on
RLV (£ per Ha)				nores infance & acquisiti osts if GRLV Negative)	
NRLV (2 per ha) NRLV as % of GDV			35.2%	sous a canar incgative)	
			50.w/U		

				Net <b>RLV</b> :	£110,415
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme	£0 CIL 20%	AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	465				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
TO MENONIBLE OF ONHS	5	4	1	20%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
STTE SIZE (HA)			0.12		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£817,000		
open mainer no assigner en ac			2011,000		
Total Value of Scheme			£921,882		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc		~	£92,181		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs	011.005		
Voids / EPCs / Renwables etc			£11,635		
Total Build Costs			£557,191		
			1337,191		
Section 106 / CIL Costs			£15,000		
Marketing Costs & Legal Fees			£31,406		
			201,100		
Total s106 & Marketing Costs			£46,406		
Finance on Build Costs			£9,808		
TOTAL DEVELOPMENT COSTS			£613,406		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£163,400		
Affordable Housing Profit			£6,293		
Anoruable nousing i ront			10,233		
Total Operating Profit			£169,693		
GROSS RESIDUAL LAND VALUE			£138,783		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£13,656		
Agents Fees			£2,082		
Legal Fees			£1,041		
Stamp Duty Interest on Land Purchase			£1,388		
interest on Land Purchase			£10,202		
Total Finance & Acquisition Costs			£28,368		
Total Finance & hequisition (0313			220,000		
NET RESIDUAL IAND VALUE			£110.415 (ig	nores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			12.0%	<b>2</b>	

				Net RLV:	£170,801
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme	£50 CIL 20%	AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	465				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% <b>AH</b>	
	5	4	1	20%	0/ 1 . 0
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA) VALUE / AREA			0.12 4		
REVENUE			т		
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£931,000		
Total Value of Scheme			£1,035,882		
<b>RESIDENTIAL BUILDING, MARKETING &amp; S106</b>	COSTS				
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc		a	£92,181		
Sustainable Design & Construction Costs / Life	etime Homes / EP	L'S	011 095		
Voids / EPCs / Renwables etc			£11,635		
Total Build Costs			£557,191		
			1337,191		
Section 106 / CIL Costs			£34,000		
Marketing Costs & Legal Fees			£34,826		
Total s106 & Marketing Costs			£68,826		
Finance on Build Costs			£10,173		
TOTAL DEVELOPMENT COSTS			£636,190		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
			0100 000		
Open Market Housing Profit			£186,200		
Affordable Housing Profit			£6,293		
Total Operating Profit			£192,493		
			2102,100		
GROSS RESIDUAL LAND VALUE			£207,199		
			,		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£14,796		
Agents Fees			£3,108		
Legal Fees			£1,554		
Stamp Duty			£2,072		
Interest on Land Purchase			£14,867		
			000.007		
Total Finance & Acquisition Costs			£36,397		
NET RESIDUAL IAND VALUE			<b>£1 70 Q01</b> #	mores finance 9 "	ition
RLV (£ per Ha)				gnores finance & acquis osts if GRLV Negative)	щоп
NRLV (1 per ha) NRLV as % of GDV			1,383,492 a	SIS II GREV Negative)	
			10.070		

				Net RLV:	£301,427
Residual	Land Value D	ata Summ	ary & Results		
DEVELOPMENT TYPE	Residential	с100 СП 00	0/ ATT		
DEVELOPMENT DESCRIPTION DEVELOPMENT SIZE (TOTAL m²) - GIA	5 Unit Scheme 465	£100 CIL 20	% AH		
TOTAL NUMBER OF UNITS	Total 5	Private 4	Affordable 1	% AH 20%	
PERCENTAGE BY TENURE	% Private 80%	% SR 0%	%AR 20%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	0070	070	0.12	070	070
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£1,159,000		
Total Value of Scheme			£1,263,882		
RESIDENTIAL BUILDING, MARKETING & S106	2 <b>72</b> 01				
WAVAALUUUUUUUUUUUUUUUUUUUUUUUUUUUUUUUUUU					
Build Costs			£453,375		
Fees, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Life	time Homes / FD	ſĸ	£92,181		
Voids / EPCs / Renwables etc	une nomes / Er	03	£11,635		
Total Build Costs			£557,191		
Section 106 / CIL Costs			£53,000		
Marketing Costs & Legal Fees			£41,666		
Total s106 & Marketing Costs			£94,666		
Finance on Build Costs			£10,593		
TOTAL DEVELOPMENT COSTS			£662,450		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£231,800		
Affordable Housing Profit			£6,293		
Total Operating Profit			£238,093		
GROSS RESIDUAL IAND VALUE			£363,339		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees			£16,882 £5,450		
Legal Fees			£2,725		
Stamp Duty			£10,900		
Interest on Land Purchase			£25,954		
Total Finance & Acquisition Costs			£61,912		
NET RESIDUAL IAND VALUE			£301.427 (ig	nores finance & acquis	ition
RLV (£ per Ha)			£2,441,557 co	sts if GRLV Negative)	
NRLV as % of GDV			23.8%		

				Net <b>RLV</b> :	£514,595
Residual		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	5 Unit Scheme 465	£125 CIL 20	% AH		
DEVELOPMENT SIZE (TOTAL m²) - GIA	400 Total	Private	Affordable	% <b>AH</b>	
TOTAL NUMBER OF UNITS	5	4	1	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
SITE SIZE (HA)	80%	0%	20% 0.12	0%	0%
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£104,882		
Open Market Housing Revenue			£1,501,000		
Total Value of Scheme			£1,605,882		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
<b>D</b> 410 .			0480 075		
Build Costs Fees, Contingencies, Planning Costs etc			£453,375 £92,181		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs	132,101		
Voids / EPCs / Renwables etc			£11,635		
Total Build Costs			£557,191		
Continue 100 / CH Conte			669 500		
Section 106 / CIL Costs Marketing Costs & Legal Fees			£62,500 £51,926		
Maineting Costs & Legai rees			201,020		
Total s106 & Marketing Costs			£114,426		
Finance on Build Costs			£10,914		
TOTAL DEVELOPMENT COSTS			£682,531		
TOTAL DEVELOT MENT COSTS			2002,331		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£300,200		
Affordable Housing Profit			£6,293		
Total Operating Profit			£306,493		
<u>i                                 </u>			,		
GROSS RESIDUAL IAND VALUE			£616,858		
FINANCE & ACQUISITION COSTS					
Amongomont Eoo / Mico Eoog (Sumovorg etc)			£19,819		
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees			£19,819 £9,253		
Legal Fees			£4,626		
Stamp Duty			£24,674		
Interest on Land Purchase			£43,890		
			0100 000		
Total Finance & Acquisition Costs			£102,263		
NET RESIDUAL IAND VALUE			£514.595 (ie	nores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			32.0%		

				Net RLV:	£296,471
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme	£0 CIL 20% A	ΛH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	<b>9</b>	8	1	11%	0/ 1 / 0
PERCENTAGE BY TENURE	% Private	% SR 0%	%AR 11%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	89%	<b>U</b> %	0.22	0%	0%
VALUE / AREA			2		
REVENUE			-		
Affordable Housing Revenue			£117,264		
<b>Open Market Housing Revenue</b>			$\pounds 2,150,000$		
Total Value of Scheme			£2,267,264		
	0.0000				
RESIDENTIAL BUILDING, MARKETING & S106	COSIS				
Build Costs			£1,082,250		
Fees, Contingencies, Planning Costs etc			£205,853		
Sustainable Design & Construction Costs / Life	time Homes / EPO	25	2200,000		
Voids / EPCs / Renwables etc			£20,943		
Total Build Costs			£1,309,046		
Section 106 / CIL Costs			£27,000		
Marketing Costs & Legal Fees			£74,768		
Total s106 & Marketing Costs			£101,768		
Finance on Build Costs			£34,389		
Thance on build costs			201,000		
TOTAL DEVELOPMENT COSTS			£1,445,202		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£430,000		
Affordable Housing Profit			£7,036		
Total Operating Profit			£437,036		
GROSS RESIDUAL IAND VALUE			£385,026		
GROSS RESIDUAL IAND VALUE			1303,020		
FINANCE & ACQUISITION COSTS					
v - · · · ·					
Arrangement Fee / Misc Fees (Surveyors etc)			£32,754		
Agents Fees			£5,775		
Legal Fees			£2,888		
Stamp Duty			£11,551		
Interest on Land Purchase			£35,587		
Total Einenes 9 Accusivitien Conta			000 777		
Total Finance & Acquisition Costs			£88,555		
NET RESIDUAL IAND VALUE			<b>F29R 171</b> a	gnores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	icity)
NRLV as % of GDV			13.1%	(ioguare)	
-					

Net RLV: £441,897       Residual Land Value Data Summary & Results       DEVELOPMENT TYPE     Residential       DEVELOPMENT TYPE     Residential       DEVELOPMENT TYPE     8     1       DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA     1,110       Total Private Affordable % AH       9     8     1       9     8     1       9     8     1       9     8     0%       9     8     0%       9     8     1       9     8     1       9     8     1       9     8     0%       9     8     0%       9     8     0%       9     8     1       9     8     1       9     8     0%       9     8     0%       9     0%     0%       9     0%     0%       9     0%     0%       9     0%     0%       9     0%     0%       9     0%     0%       9     117     0%       00     022     4       VAIUE / AREA     2       10     101     11
DEVELOPMENT DESCRIPTION DEVELOPMENT SIZE (TOTAL m?) - GIA9 Unit Scheme £50 CIL 20% AH 1,110TOTAL NUMBER OF UNITSTotal 9Private 8Affordable 9% AH 11%PERCENTAGE BY TENURE% Private 8%% SR 8% MAR% Int 1 % Int 2 0%% Int 2 0%SITE SIZE (HA) VALUE / AREA REVENUE0.22 40.22 4Affordable Housing Revenue Open Market Housing Revenue£117,264 £2,450,0000.22Total Value of Scheme£2,567,26411%Build Costs Fees, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£1,309,046Total Build Costs£1,309,046£1,309,046
DEVELOPMENT SIZE (TOTAL m²) - CIA1,110TOTAL NUMBER OF UNITSTotalPrivateAffordable% AH98111%PERCENTAGE BY TENURE% Private% SR% AR% Int 1% Int 289%0%11%0%0%0%SITE SIZE (HA)0%0.224VALUE / AREA4117,26424,450,000Percenta Value of Scheme£2,567,26452,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTS£1,082,250Puild Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
TOTAL NUMBER OF UNITSTotal 9Private 8Affordable 1% AH 11%PERCENTAGE BY TENURE% Private 89%% SR 0%% AR 11%% Int 1 0%% Int 2 0%SITE SIZE (HA) VALUE / AREA REVENUE0%0.22 40%0.22 4Affordable Housing Revenue Open Market Housing Revenue£ 117,264 £2,450,000Total Value of Scheme£ 2,567,264RESIDENTIAL BUILDING, MARKETING & SIO6 COSTS£ 1,082,250 £205,853Build Costs Fees, Contingencies, Planning Costs etc Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£ 1,309,046-Total Build Costs£ 1,309,046
TOTAL NUMBER OF UNITS98111%PERCENTAGE BY TENURE% Private% SR% AR% Int 1% Int 289%0%11%0%0%SITE SIZE (HA)0%0.224VALUE / AREA44REVENUE44Affordable Housing Revenue£117,264Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTSBuild Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
98111%PERCENTAGE BY TENURE% Private% SR% AR% Int 1% Int 289%0%11%0%0%SITE SIZE (HA)0%0.224VALUE / AREA44REVENUE117,2644Open Market Housing Revenue£117,2645Open Market Housing Revenue£2,567,2645RESIDENTIAL BUILDING, MARKETING & S106 COSTS£1,082,250Build Costs£1,082,2505Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
PERCENTAGE BY TENURE89%0%11%0%0%SITE SIZE (HA)0.220.22VALUE / AREA4REVENUE4Affordable Housing Revenue£117,264Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTSBuild Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
89%0%11%0%0%SITE SIZE (HA)0.22VALUE / AREA4REVENUE4Affordable Housing Revenue£117,264Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTS51,082,250Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
VALUE / AREA4REVENUE117,264Affordable Housing Revenue£117,264Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTS1082,250Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£209,43Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
REVENUE         Affordable Housing Revenue       £117,264         Open Market Housing Revenue       £2,450,000         Total Value of Scheme       £2,567,264         RESIDENTIAL BUILDING, MARKETING & S106 COSTS       1082,250         Build Costs       £1,082,250         Fees, Contingencies, Planning Costs etc       £205,853         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £20,943         Total Build Costs       £1,309,046         Section 106 / CIL Costs       £77,000
Affordable Housing Revenue£117,264Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264RESIDENTIAL BUILDING, MARKETING & S106 COSTS£1,082,250Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264 <b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b> £1,082,250Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
Open Market Housing Revenue£2,450,000Total Value of Scheme£2,567,264 <b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b> £1,082,250Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
Total Value of Scheme£2,567,264 <b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b> Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£1,309,046Section 106 / CIL Costs£77,000
RESIDENTIAL BUILDING, MARKETING & S106 COSTS         Build Costs       £1,082,250         Fees, Contingencies, Planning Costs etc       £205,853         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £20,943         Voids / EPCs / Renwables etc       £1,309,046         Section 106 / CIL Costs       £77,000
RESIDENTIAL BUILDING, MARKETING & S106 COSTS         Build Costs       £1,082,250         Fees, Contingencies, Planning Costs etc       £205,853         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £20,943         Voids / EPCs / Renwables etc       £1,309,046         Section 106 / CIL Costs       £77,000
Build Costs£1,082,250Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£20,943Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£20,943Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
Fees, Contingencies, Planning Costs etc£205,853Sustainable Design & Construction Costs / Lifetime Homes / EPCs£20,943Voids / EPCs / Renwables etc£20,943Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
Sustainable Design & Construction Costs / Lifetime Homes / EPCs         Voids / EPCs / Renwables etc       £20,943         Total Build Costs       £1,309,046         Section 106 / CIL Costs       £77,000
Voids / EPCs / Renwables etc£20,943Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
Total Build Costs£1,309,046Section 106 / CIL Costs£77,000
Section 106 / CIL Costs £77,000
Marketing Costs & Legal Fees £83,768
Total s106 & Marketing Costs £160,768
Finance on Build Costs£35,827
TOTAL DEVELOPMENT COSTS £1,505,640
101AL DEVELOPMENT COSTS 11,505,040
DEVELOPER'S RETURN FOR RISK AND PROFIT
Open Market Housing Profit £490,000
Affordable Housing Profit £7,036
0
Total Operating Profit £497,036
GROSS RESIDUAL IAND VALUE £564,588
FINANCE & ACQUISITION COSTS
Arrangement Fee / Misc Fees (Surveyors etc) £35,759
Agents Fees £8,469
Legal Fees£4,234Stamp Duty£22,584
Stamp Duty£22,584Interest on Land Purchase£51,645
Total Finance & Acquisition Costs £122,691
NET RESIDUAL IAND VALUE     £441,897       NULCO     H
RLV (£ per Ha)         £1,988,538 costs if GRLV Negative)           NUNV = 9 (1 = 5 CDV)         17.99(1
NRLV as % of GDV 17.2%

				Net <b>RLV</b> :	£785,226
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme	£100 CIL 20	% AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,110 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNIIS	9	8 I IIvate	1	11%	
לומו דואליייעראל אין אין איידיאליייער	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	<b>89</b> %	0%	11%	0%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£117,264		
Open Market Housing Revenue			£3,050,000		
Total Value of Scheme			£3,167,264		
	COCTC				
RESIDENTIAL BUILDING, MARKETING & S106	<u>CUS15</u>				
Build Costs			£1,082,250		
Fees, Contingencies, Planning Costs etc			£205,853		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£20,943		
Total Build Costs			£1,309,046		
Section 106 / CIL Costs			£127,000		
Marketing Costs & Legal Fees			£101,768		
0			··· · · · · · · · · · · · · · · · · ·		
Total s106 & Marketing Costs			£228,768		
Finance on Build Costs			£37,484		
TOTAL DEVELOPMENT COSTS			£1,575,298		
			21,070,200		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£610,000		
Affordable Housing Profit			£7,036		
Total Operating Profit			£617,036		
Total Operating Hone			2017,000		
GROSS RESIDUAL LAND VALUE			£974,931		
FINANCE & ACQUISITION COSTS					
Among damaget East / Miss East (Company at a)			041 955		
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees			£41,255 £14,624		
Legal Fees			£7,312		
Stamp Duty			£38,997		
Interest on Land Purchase			£87,516		
Total Finance & Acquisition Costs			£189,704		
NET RESIDUAL IAND VALUE			<b>£70</b> £ 99£ //	mono 6	ition
RLV (£ per Ha)				gnores finance & acquis osts if GRLV Negative)	atioli
· · · · · · · · · · · · · · · · · · ·				regulite)	

24.8%

				Net RLV:	£1,344,369
Residu	al Land Value D	ata <u>Sumn</u>	nary & Re <u>sults</u>		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	9 Unit Scheme	£125 CIL 20	% AH		
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,110				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	9 0/ <b>Drivet</b> e	8 0/ CD	1	11% % Lat 1	0/ 1-4 9
PERCENTAGE BY TENURE	% Private 89%	% SR 0%	%AR 11%	% Int 1 0%	% Int 2 0%
SITE SIZE (HA)	0570	070	0.22	070	070
VALUE / AREA			11		
REVENUE					
			0117 004		
Affordable Housing Revenue Open Market Housing Revenue			£117,264		
Open Market Housing Revenue			£3,950,000		
Total Value of Scheme			£4,067,264		
RESIDENTIAL BUILDING, MARKETING & S1	D6 COSTS				
			04 000 070		
Build Costs Fees, Contingencies, Planning Costs etc			£1,082,250 £205,853		
Sustainable Design & Construction Costs / I	ifetime Homes / FP	ſs	1200,803		
Voids / EPCs / Renwables etc	are time nomes / 14	03	£20,943		
			·····		
Total Build Costs			£1,309,046		
Section 106 / CIL Costs			£152,000		
Marketing Costs & Legal Fees			£128,768		
Total s106 & Marketing Costs			£280,768		
0			,		
Finance on Build Costs			£38,752		
TOTAL DEVELOPMENT COSTS			£1,628,565		
DEVELOPER'S RETURN FOR RISK AND PROF	т				
DITLIGITING METORY FOR ROR AND FROM	<u>.</u>				
Open Market Housing Profit			£790,000		
Affordable Housing Profit			£7,036		
Total Operating Profit			£797,036		
GROSS RESIDUAL IAND VALUE			£1,641,663		
and by any possibility of the po			~1,011,000		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors et	c)		£48,988		
Agents Fees			£24,625		
Legal Fees Storm Duty			£12,312 £65,667		
Stamp Duty Interest on Land Purchase			£05,007 £145,702		
merese on mind I thenase			2113,104		
Total Finance & Acquisition Costs			£297,294		
-					
NET RESIDUAL IAND VALUE				gnores finance & acqui	sition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			33.1%		

				Net <b>RLV</b> :	£251,027
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Schem	e £0 CIL 20%	6 AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,220	<b>D</b> • •	ACC 1 1 1	0/ 411	
TOTAL NUMBER OF UNITS	Total 10	Private 8	Affordable 2	% AH 20%	
	% <b>Private</b>	o % SR	2 %AR	20% % Int 1	% Int 2
PERCENTAGE BY TENURE	<b>80%</b>	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			2		
REVENUE					
			0004 500		
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£2,150,000		
Total Value of Scheme			£2,384,528		
			22,000 2,020		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc	· II ( FD)	0	£226,775		
Sustainable Design & Construction Costs / Life Voids / EPCs / Renwables etc	etime Homes / EP	US	£/1 970		
volus / Ercs / Reliwables etc			£41,270		
Total Build Costs			£1,457,545		
			,		
Section 106 / CIL Costs			£30,000		
Marketing Costs & Legal Fees			£79,036		
Total s106 & Marketing Costs			£109,036		
Finance on Build Costs			£38,185		
Thanke on build costs			200,100		
TOTAL DEVELOPMENT COSTS			£1,604,766		
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>					
			0.400.000		
Open Market Housing Profit			£430,000		
Affordable Housing Profit			£14,072		
Total Operating Profit			£444,072		
<b>0</b>			, , , , , , , , , , , , , , , , , , , ,		
GROSS RESIDUAL LAND VALUE			£335,690		
FINANCE & ACQUISITION COSTS					
Amongoment Fee / Mice Fees (Surrouge etc)			C25 459		
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees			£35,452 £5,035		
Legal Fees			£2,518		
Stamp Duty			£10,071		
Interest on Land Purchase			£31,587		
Total Finance & Acquisition Costs			£84,663		
NET RESIDUAL IAND VALUE				nores finance & acquis	ition
RLV (£ per Ha) NRLV as % of GDV			£1,016,659 co 10.5%	osts if GRLV Negative)	
			10.370		

				Net <b>RLV</b> :	£375,736
Residua		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Schem	e £50 CIL 20	% AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,220				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	10	8	2	20%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£234,528		
<b>Open Market Housing Revenue</b>			£2,450,000		
Total Value of Scheme			£2,684,528		
RESIDENTIAL BUILDING, MARKETING & S100	<u>s costs</u>				
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£256,775		
Sustainable Design & Construction Costs / Lif	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£41,270		
Total Build Costs			£1,487,545		
Section 106 / CIL Costs			£80,000		
Marketing Costs & Legal Fees			£88,036		
Total s106 & Marketing Costs			£168,036		
Finance on Build Costs			£40,355		
TOTAL DEVELOPMENT COSTS			£1,695,936		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
			0.400,000		
Open Market Housing Profit			£490,000		
Affordable Housing Profit			£14,072		
			0504.070		
Total Operating Profit			£504,072		
			0404 501		
GROSS RESIDUAL IAND VALUE			£484,521		
FINANCE & ACQUISITION COSTS					
			000 70 4		
Arrangement Fee / Misc Fees (Surveyors etc)			£38,764		
Agents Fees			£7,268		
Legal Fees			£3,634		
Stamp Duty			£14,536		
Interest on Land Purchase			£44,584		
			0400 707		
Total Finance & Acquisition Costs			£108,785		
			0045 400		
NET RESIDUAL IAND VALUE				mores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			14.0%		

				Net RLV:	£740,316
Residua		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Scheme	£100 CIL 20	% AH		
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,220	<b>D</b> • 4		0/ 411	
TOTAL NUMBER OF UNITS	Total 10	Private 8	Affordable 2	% AH 20%	
	% Private	0 % SR	%AR	20% % Int 1	% Int 2
PERCENTAGE BY TENURE	80%	0%	20%	0%	0%
SITE SIZE (HA)			0.25		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£3,050,000		
Total Value of Scheme			02 204 520		
Total value of Scheme			£3,284,528		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£226,775		
Sustainable Design & Construction Costs / Life	time Homes / EPCs	5			
Voids / EPCs / Renwables etc			£41,270		
Total Build Costs			£1,457,545		
Section 106 / CIL Costs			£130,000		
Marketing Costs & Legal Fees			£106,036		
marketing costs & hegai rees			2100,000		
Total s106 & Marketing Costs			£236,036		
Finance on Build Costs			£41,281		
TOTAL DEVELOPMENT COSTS			£1,734,862		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
DEVELOPER S RETURN FOR RISK AND PROFIL					
Open Market Housing Profit			£610,000		
Affordable Housing Profit			£14,072		
0					
Total Operating Profit			£624,072		
GROSS RESIDUAL IAND VALUE			£925,594		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£43,953		
Agents Fees			£13,884		
Legal Fees			£6,942		
Stamp Duty			£37,024		
Interest on Land Purchase			£83,476		
Total Finance & Acquisition Costs			£185,279		
NET RESIDUAL IAND VALUE				ores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			22.5%		

				Net RLV:	£1,299,459
Residual	Land Value D	ata Summ	ary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	10 Unit Schem	e £125 CIL 2	0% AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,220				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% <b>AH</b>	
	10	8	2	20%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	% <b>AR</b>	% Int 1	% Int 2
	80%	0%	20%	0%	0%
SITE SIZE (HA) VALUE / AREA			0.25 11		
REVENUE			11		
REVENUE					
Affordable Housing Revenue			£234,528		
Open Market Housing Revenue			£3,950,000		
open market nousing we rende			20,000,000		
Total Value of Scheme			£4,184,528		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£1,189,500		
Fees, Contingencies, Planning Costs etc			£226,775		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£41,270		
Total Build Costs			£1,457,545		
Section 106 / CIL Costs			£155,000		
Marketing Costs & Legal Fees			£133,036		
Total s106 & Marketing Costs			£288,036		
Finance on Build Costs			C49 540		
Finance on Build Costs			£42,549		
TOTAL DEVELOPMENT COSTS			£1,788,129		
TOTAL DEVELOT MENT COSTS			1,700,123		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£790,000		
Affordable Housing Profit			£14,072		
0			, ,		
Total Operating Profit			£804,072		
GROSS RESIDUAL LAND VALUE			£1,592,327		
FINANCE & ACQUISITION COSTS					
TIVITUE & AUGUERITON COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£51,686		
Agents Fees			£23,885		
Legal Fees			£11,942		
Stamp Duty			£63,693		
Interest on Land Purchase			£141,662		
			-		
Total Finance & Acquisition Costs			£292,868		
NET RESIDUAL IAND VALUE			<b>£1 299 459</b> (m	nores finance & acqui	sition
RLV (£ per Ha)				nores finance & acquir sts if GRLV Negative)	muoli
NRLV (1) per ma) NRLV as % of GDV			31.1%	SIG II GREV IVEGAUVE)	
			J1.1/0		

Net Kork         Residual Land Value Data Summary & Results         DBYEDOPMENT DESCRIPTION       15 Flats 50 CL 20% AH         DBYEDOPMENT DESCRIPTION       15 Flats 50 CL 20% AH         DBYEDOPMENT DESCRIPTION       15 Flats 50 CL 20% AH         DEVELOPMENT DESCRIPTION       5 33%         TOTAL NUMBER OF UNITS       Total       Private       Affordable       % AH         STE SER (PA)       0.52       20%       13%       0%         STE SER (PA)       0.22       20%       13%       0%         VAILE / AREA       5.06       0.22       0%       13%       0%         Affordable Housing Revenue       5.1,575,066       121,728       522,728       522,728       522,728       522,728       522,728       522,728       523,518       524,520       524,728       523,512       524,728       523,512       524,728       523,512       524,728       523,512       524,728       524,728       524,728       524,728       524,728       524,728       524,72					Net RLV:	-£113,206
District Press     Residential       District Private     Affordable     % Aff       District Private     Affordable     % Aff       District Private     Sist     33%       PERCENTAGE BY TENURE     % Private     Affordable     % Aff       STF SIZE (AA)     0.22     2       VALIE / AREA     2     2       REVENUE     67%     0%     20%       STF SIZE (AA)     0.22     2       VALIE / AREA     2     2       REVENUE     S11,575,006     13%       RESIDENTIAL BUILDING, MARKETING & \$106 COSTS     594,672       Pese, Contingencies, Planning Costs etc     521,278       Statianable Design & Construction Costs / lifetime Homes / EPCs     661,905       Voids / EPCs / Renvables etc     511,278,303       Section 106 / CLL Costs     514,500       Marketing Costs     511,278,303       Section 106 / CLL Costs     514,4009       TOTAL DEVELOPMENT COSTS     514,426,713       DEVELOPER'S RETURN FOR RESK AND PROFFT     523,850       Open Market Housing Profit     523,802       Total Operating Profit     523,850       Total Operating Profit     523,850       Total Operating Profit     523,850       Total Operating Profit     523,850       Orable Hous	Residua	l Land Value D	ata Sumn	narv & Results	Net MLV.	-1113,200
BYF210PMENT DISCE (T0TALm <sup>2</sup> ) - GA       15       Fisto DCL 1000 - MA       No         DTAL NUMBER OF UNDS       15       10       5       33%         PERCENTAGE BY TENURE       % 5R				J		
TOTAL NUMBER OF UNITS         Total 15         Private 0         Private 0         Str         Str         33%           PERCENTAGE EFY TINURE         % Private 67%         % SR         % AAR         % Int 1         % Int 2           SITE SZE (IA)         2.22         2         2         2         2         2           Affordable Housing Revenue Open Market Housing Revenue         5313.13         5.1132.250         5.1132.250         5.1132.250           Total Value of Scheme         5.1357.066         5.1393.250         5.1393.250         5.1132.250           ESEDENTIAL EULDING, MARKETING & S100 COSTS         5.221.726         5.1393.250         5.1393			30% AH			
IDTALNUMBER OF UNIDS         15         10         5         33%           PERCENTAGE BY TENURE         % Private         % SR         9% R         % Int 1         % Int 2           G7%         0%         0.22         0%         0%         0%         0%           SITE SIZE (MA)         0%         0.22         0%         0%         0%         0%           SITE SIZE (MA)         0%         0%         0.22         0% <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td></td<>						
10         5         33%           PERCENTAGE BY TENURE         % Phytate         % SR         % MR         % Int 1         % Int 2           PERCENTAGE BY TENURE         67%         0%         20%         13%         0%           SITE SEE (AA)         0.22         2         2         2           REVENUE         2381.816         2         2           Affordable Housing Revenue         £3.81.816         5.87         5.97	TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
PARCE IN THE ULE       67%       0%       13%       0%         SITE SZE (HA)       2.2         SITE SZE (HA)       2.2         REVENUE       \$1,193,250         Affordable Housing Revenue       \$1,157,5066         Dyen Market Housing Revenue       \$1,575,066         Distion Value of Scheme       \$1,575,066         ENSIDENTIAL BUILDING, MARKETING & \$106 COSTS       \$221,726         Build Costs       \$221,726         Statianable Design & Construction Costs / Lifetime Homes / EPCs       \$61,905         Voids / EPCs / Renwables etc       \$1,278,303         Section 106 / CIL Costs       \$1,428,713         Marketing Costs & Legal Fees       \$1,428,713         TOTAL DEVELOPMENT COSTS       \$1,428,713         DEVELOPER'S RETURN FOR RISK AND PROFIT       \$228,8650         Open Market Housing Profit       \$228,8650         TOTAL DEVELOPMENT COSTS       \$1,428,713         DEVELOPER'S RETURN FOR RISK AND PROFIT       \$22,909         Total Operating Profit       \$228,8650         GROSS RESEDUAL LAND VAIUE       \$113,206         FINANCE & ACQUISITION COSTS       \$13,819         Arrangement Fee / Misc Fees (Surveyors etc)       \$27,402         Agents Fees       \$1849         Legal	IUIAL NUMBER OF UNIIS	15	10	5	33%	
67%     0%     20%     13%     0%       VAURE / AREA     2     2       NETESZE (HA)     2     2       Alfordable Housing Revenue     £1,193,250     2       Alfordable Housing Revenue     £1,575,066     2       Total Value of Scheme     £1,575,066     2       RESIDENTIAL BUILDING, MARKETING & S106 COSTS     2     2       Build Costs     £994,672     2       rees, Contingencies, Planning Costs et:     5     2       Sustainable Design & Construction Costs / Lifetime Homes / EPCs     7     2       Volds / EPCs / Renvables etc     £1,278,303     2       Section 106 / CIL Costs     £45,000     2       Marketing Costs & Legal Fees     £103,502     2       Total s106 & Marketing Costs     £14,209     2       TOTAL DEVELOPMENT COSTS     £1,426,713     2       DEVELOPMER S RETURN FOR RISK AND PROFT     2     2       Open Market Housing Profit     £261,559     2       GROSS RESIDUAL LAND VALUE     -113,206     2       PINANCE & ACQUISTIDIN COSTS     -16,088     2       Arrangement Fee / Misc Fees (Surveyors etc)     £27,402     2       Agents Fees     -16,088     2     2       Isogal Fees     -16,088     2     2    <	DEDCENTA CE RV TENH DE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
NUTE / AREA       2         MEVENUE       £38,816         Affordable Housing Revenue       £1,193,250         Total Value of Scheme       £1,575,066         ESDENTIAL EURDING, MARKETING & SIOG COSTS       ESDENTIAL EURDING, MARKETING & SIOG COSTS         Build Costs       £094,672         Sectoringencies, Planning Costs etc       £221,726         Sustainable Design & Construction Costs / Lifetime Homes / FPCs       £61,905         Yoids / EPCs / Renvables etc       £103,502         Total Euid Costs       £12,78,303         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £103,502         Total stude & Marketing Costs       £14,039         Otal LDEVELOPMENT COSTS       £1,426,713         DEVELOPMENT COSTS       £23,8650         Cital of the Housing Profit       £23,8650         Cital Operating Profit       £21,539         Cital Operating Profit       £21,539         Cital Operating Profit       £21,618         Cital Steps Existing LUALIND VALUE       £10,888         Legal Fees       £16,888         Legal Fees       £16,888         Legal Fees       £16,888         Legal Fees       £16,888         Legal Fees       £16,8	TERCENTAGE DI TENCRE	67%	0%	20%	13%	0%
NEVENUE         Alfordable Housing Revenue       \$331,816         Open Market Housing Revenue       \$1,575,066         Total Value of Scheme       \$1,575,066         ESDENTIAL BUILDING, MARKETING & \$106 COSTS       \$221,726         Build Costs       \$221,726         Sees, Configuencies, Planning Costs etc       \$221,726         Sutsingencies, Planning Costs etc       \$221,726         Statistable Design & Construction Costs / Lifetime Homes / EPCS       \$61,905         Total Paulid Costs       \$1,278,303         Section 106 / CLIC Costs       \$1,458,000         Marketing Costs       \$1,450,000         Statistable Design & Construction Costs / Lifetime Homes / EPCS       \$1,585,502         Total Paulid Costs       \$1,458,000         Section 106 / CLIC Costs       \$1,458,000         Marketing Costs       \$1,44,909         TOTAL DEVELOPMENT COSTS       \$1,426,713         DEVELOPMENT S RETURN FOR RESK AND PROFIT       \$223,050         Cotal Openating Profit       \$221,559         Gross RESIDUALIAND VALUE       \$1,132,06         FINANCE & ACQUISITION COSTS       \$1,623,050         Statis Fees       \$1,638         Ligg Fees       \$1,683         Statis Fees       \$1,683				0.22		
Affordable Housing Revenue Affordable Housing Profit Affordab	VALUE / AREA			2		
Open Market Housing Revenue£1,193,250Total Value of Scheme£1,575.066 <b>EESIDE/TIAL BUILDING, MARKETING &amp; S106 COSTS</b> Build Costs£994,672Sees, Contingencies, Planning Costs etc£221,726Sustainable Design & Construction Costs / Lifetime Homes / EPCs£61,905Total Puild Costs£1,278,303Section 106 / CIL Costs£145,000Marketing Costs & Legal Fees£103,502Total S106 & Marketing Costs£103,502Finance on Build Costs£14,209TOTAL DEVELOPER'S RETURN FOR RISK AND PROFIT£1426,713Developer's RETURN FOR RISK AND PROFIT£238,650Crosts RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£7,402Argangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-51,698Legal Fees-51,698Stamp Duty£0Interest on Land Purchase£01,204Total Finance & Acquisition Costs£16,241NET RESIDUAL LAND VALUE-£113,206Interest on Land Purchase£16,232,050Stamp Duty£0Interest on Land Purchase-58,614	REVENUE					
Open Market Housing Revenue£1,193,250Total Value of Scheme£1,575.066 <b>EESIDE/TIAL BUILDING, MARKETING &amp; S106 COSTS</b> Build Costs£994,672Sees, Contingencies, Planning Costs etc£221,726Sustainable Design & Construction Costs / Lifetime Homes / EPCs£61,905Total Puild Costs£1,278,303Section 106 / CIL Costs£145,000Marketing Costs & Legal Fees£103,502Total S106 & Marketing Costs£103,502Finance on Build Costs£14,209TOTAL DEVELOPER'S RETURN FOR RISK AND PROFIT£1426,713Developer's RETURN FOR RISK AND PROFIT£238,650Crosts RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£7,402Argangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-51,698Legal Fees-51,698Stamp Duty£0Interest on Land Purchase£01,204Total Finance & Acquisition Costs£16,241NET RESIDUAL LAND VALUE-£113,206Interest on Land Purchase£16,232,050Stamp Duty£0Interest on Land Purchase-58,614						
Total Value of Scheme       £1,575,066         DESIDENTIAL BUILDING, MARKETING & \$106 COSTS         Build Costs       £994,672         Fees, Contingencies, Planning Costs etc       £221,726         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Total Build Costs       £1,278,303         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £103,502         Total slu6 & Marketing Costs       £14,099         TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S ERTURN FOR RISK AND PROFIT       1103,502         Open Market Housing Profit       £238,650         Affordable Housing Profit       £238,650         GROSS RESEDUAL LAND VALUE       £113,206         PINANCE & ACQUISITION COSTS       £27,402         Arangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       £16,908         Legal Fees       £1849         Stamp Duty       £00         Interest on Land Purchase       £16,241         NET RESIDUALLIAND VALUE       £113,206 (pupors finance & acquistion						
RESIDENTIAL RUILDING, MARKETING & S106 COSTS         Build Costs       £994,672         Fees, Contingencies, Planning Costs et C       £221,726         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Yolds / EPCs / Renvables etc       £1,278,303         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £58,502         Total sli06 & Marketing Costs       £103,502         Finance on Build Costs       £44,909         TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S RETURN FOR RISK AND PROFIT       Yeagang         Open Market Housing Profit       £238,650         Affordable Housing Profit       £21,559         CROSS RESIDUAL LAND VALUE       £113,206         PINANCE & ACQUISITION COSTS       £27,402         Agents Fees       £1849         Stamp Duty       £0         Interest on Land Purchase       £28,614         Total Finance & Acquisition Costs       £16,241	Open Market Housing Revenue			£1,193,250		
RESIDENTIAL RUILDING, MARKETING & S106 COSTS         Build Costs       £994,672         Fees, Contingencies, Planning Costs et C       £221,726         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Yolds / EPCs / Renvables etc       £1,278,303         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £58,502         Total sli06 & Marketing Costs       £103,502         Finance on Build Costs       £44,909         TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S RETURN FOR RISK AND PROFIT       Yeagang         Open Market Housing Profit       £238,650         Affordable Housing Profit       £21,559         CROSS RESIDUAL LAND VALUE       £113,206         PINANCE & ACQUISITION COSTS       £27,402         Agents Fees       £1849         Stamp Duty       £0         Interest on Land Purchase       £28,614         Total Finance & Acquisition Costs       £16,241	Total Value of Cohome			C1 575 000		
Build Costs       £994,672         Fees, Contingencies, Planning Costs etc       £221,726         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Voids / EPCs / Renwables etc       £61,905         Total Build Costs       £1,278,303         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £58,502         Total s106 & Marketing Costs       £103,502         Finance on Build Costs       £44,909         TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S RETURN FOR RISK AND PROFIT       0pen Market Housing Profit         Open Market Housing Profit       £238,650         Affordable Housing Profit       £241,559         GROSS RESIDUAL LAND VALUE       -£113,206         FINANCE & ACQUISITION COSTS       £27,402         Agents Fees       -£16,98         Legal Fees       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (igueres finance & acquisition	Total value of Scheme			£1,373,000		
Fees, Contingencies, Planning Costs et:     £221,726       Sustainable Design & Construction Costs / Lifetime Homes / EPCs     £61,905       Yoids / EPCs / Renwables et:     £61,905       Total Build Costs     £1,278,303       Section 106 / CIL Costs     £45,000       Marketing Costs & Legal Fees     £58,502       Total s106 & Marketing Costs     £103,502       Finance on Build Costs     £14,909       TOTAL DEVELOPMENT COSTS     £1,426,713       DEVELOPER'S RETURN FOR RISK AND PROFIT     £238,650       Yoida Jong Profit     £22,909       Total Operating Profit     £261,559       GROSS RESIDUAL LAND VALUE     -£113,206       Prangement Fee / Misc Fees (Surveyors etc)     £27,402       Agents Fees     -£1,698       Legal Fees     -£149       Stamp Duty     £0       Itterest on Land Purchase     -£18,614       Total Finance & Acquisition Costs     £16,241	RESIDENTIAL BUILDING, MARKETING & S10	6 COSTS				
Fees, Contingencies, Planning Costs et:     £221,726       Sustainable Design & Construction Costs / Lifetime Homes / EPCs     £61,905       Yoids / EPCs / Renwables et:     £61,905       Total Build Costs     £1,278,303       Section 106 / CIL Costs     £45,000       Marketing Costs & Legal Fees     £58,502       Total s106 & Marketing Costs     £103,502       Finance on Build Costs     £14,909       TOTAL DEVELOPMENT COSTS     £1,426,713       DEVELOPER'S RETURN FOR RISK AND PROFIT     £238,650       Yoida Jong Profit     £22,909       Total Operating Profit     £261,559       GROSS RESIDUAL LAND VALUE     -£113,206       Prangement Fee / Misc Fees (Surveyors etc)     £27,402       Agents Fees     -£1,698       Legal Fees     -£149       Stamp Duty     £0       Itterest on Land Purchase     -£18,614       Total Finance & Acquisition Costs     £16,241	Build Costs			£994 672		
Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc £61,905 Total Build Costs 12,278,303 Section 106 / CIL Costs £1278,303 Section 106 / CIL Costs £1278,303 Marketing Costs & Legal Fees £38,502 Total s106 & Marketing Costs £103,502 Finance on Build Costs £103,502 Finance on Build Costs £1,426,713 DEVELOPMENT COSTS £1,426,713 DEVELOPMENT COSTS £1,426,713 DEVELOPER'S RETURN FOR RISK AND PROFIT Open Market Housing Profit £238,650 Affordable Housing Profit £229,009 Total Operating Profit £229,009 Total Operating Profit £261,559 GROSS RISIDUAL LAND VALUE -£113,206 FINANCE & ACQUISITION COSTS Arrangement Fee / Misc Fees (Surveyors etc) £27,402 Agents Fees 548 Legal Fees 5484 Stamp Duty 50 Interest on Land Purchase 548(4) Total Finance & Acquisition Costs £16,241						
Voids / EPCs / Renwables etc£61,905Total Build Costs£1,278,303Section 106 / CIL Costs£45,000Marketing Costs & Legal Fees£58,502Total s106 & Marketing Costs£103,502Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPMENT FOR RISK AND PROFIT12238,650Open Market Housing Profit£2238,650Affordable Housing Profit£261,559CROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£27,402Agents Fees-£1698Legal Fees-£849Stamp Duty£0Interest on Land Purchase£16,241NET RESIDUAL LAND VALUE£113,206 (agorees finance & acquisition		fetime Homes / EP	Cs	2001,100		
Total Build Costs£1,278,303Section 106 / CL Costs£45,000Marketing Costs & Legal Fees£58,502Total s106 & Marketing Costs£103,502Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFIT1238,650Open Market Housing Profit£238,650Affordable Housing Profit£261,559Cotal Operating Profit£261,559CROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£27,402Agents Fees-£16,898Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL LAND VALUE-£113,206 (spores finance & acquisition				£61.905		
Section 106 / CIL Costs Marketing Costs & Legal Fees £103,502 Finance on Build Costs Finance on Build Costs Financ						
Marketing Costs & Legal Fees£58,502Total s106 & Marketing Costs£103,502Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£238,650 £22,909Total Operating Profit£261,559GROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402 -£1698 Legal FeesStamp Duty£0 nterest on Land PurchaseTotal Finance & Acquisition Costs£16,241NET RESIDUAL LIAND VALUE-£113,206INTERSEDUAL LIAND VALUE£163,206	Total Build Costs			£1,278,303		
Marketing Costs & Legal Fees£58,502Total s106 & Marketing Costs£103,502Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£238,650 £22,909Total Operating Profit£261,559GROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402 -£1698 Legal FeesStamp Duty£0 nterest on Land PurchaseTotal Finance & Acquisition Costs£16,241NET RESIDUAL LIAND VALUE-£113,206INTERSEDUAL LIAND VALUE£163,206						
Total s106 & Marketing Costs£103,502Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFIT2238,650Open Market Housing Profit£238,650Affordable Housing Profit£223,099Total Operating Profit£261,559GROSS RESIDUAL LAND VALUE-£113,206HNANCE & ACQUISITION COSTS£27,402Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£16,688Legal Fees-£849Stamp Duty£0Interest on Land Purchase£16,241NET RESIDUAL LIAND VALUE-£113,206 (gnores finance & acquisition	Section 106 / CIL Costs			£45,000		
Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£238,650Affordable Housing Profit£238,6502000£22,909Total Operating Profit£261,559GROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£27,402Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL LIAND VALUE-£113,206 (agores finance & acquisition	Marketing Costs & Legal Fees			£58,502		
Finance on Build Costs£44,909TOTAL DEVELOPMENT COSTS£1,426,713DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£238,650Affordable Housing Profit£238,6502000£22,909Total Operating Profit£261,559GROSS RESIDUAL LAND VALUE-£113,206FINANCE & ACQUISITION COSTS£27,402Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL LIAND VALUE-£113,206 (agores finance & acquisition						
TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £238,650         Affordable Housing Profit       £28,650         Total Operating Profit       £261,559         GROSS RESIDUAL LAND VALUE       -£113,206         FINANCE & ACQUISITION COSTS          Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£11,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (gnores finance & acquisition	Total s106 & Marketing Costs			£103,502		
TOTAL DEVELOPMENT COSTS       £1,426,713         DEVELOPER'S RETURN FOR RISK AND PROFIT          Open Market Housing Profit       £238,650         Affordable Housing Profit       £28,650         Total Operating Profit       £261,559         GROSS RESIDUAL LAND VALUE       -£113,206         FINANCE & ACQUISITION COSTS          Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£11,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (gnores finance & acquisition						
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £238,650         Affordable Housing Profit       £238,650         fordable Housing Profit       £261,559         Total Operating Profit       £261,559         GROSS RESIDUALIAND VALUE       -£113,206         FINANCE & ACQUISITION COSTS       1         Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£11698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUALIAND VALUE       -£113,206 (gnores finance & acquisition	Finance on Build Costs			£44,909		
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £238,650         Affordable Housing Profit       £238,650         fordable Housing Profit       £261,559         Total Operating Profit       £261,559         GROSS RESIDUALIAND VALUE       -£113,206         FINANCE & ACQUISITION COSTS       1         Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£11698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUALIAND VALUE       -£113,206 (gnores finance & acquisition				04 400 840		
Open Market Housing Profit£238,650 £22,909Affordable Housing Profit£261,559Total Operating Profit£261,559GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£18,809Stamp Duty£0Interest on Land Purchase£16,241NET RESIDUAL IAND VALUE-£113,206 (gnores finance & acquisition	TOTAL DEVELOPMENT COSTS			£1,426,713		
Open Market Housing Profit£238,650 £22,909Affordable Housing Profit£261,559Total Operating Profit£261,559GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£18,809Stamp Duty£0Interest on Land Purchase£16,241NET RESIDUAL IAND VALUE-£113,206 (gnores finance & acquisition	DEVELOPEDIC DEPENDENT FOR DICK AND DROPE					
Affordable Housing Profit£22,909Total Operating Profit£261,559GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTS-£113,206Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL IAND VALUE-£113,206 (gnores finance & acquisition	DEVELOPER 5 REIURN FOR RISK AND PROFIL					
Affordable Housing Profit£22,909Total Operating Profit£261,559GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTS-£113,206Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL IAND VALUE-£113,206 (gnores finance & acquisition	Open Market Housing Profit			£938 650		
Total Operating Profit£261,559GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTS£27,402Arrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£11,698Legal Fees-£14,698Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL IAND VALUE-£113,206 (ignores finance & acquisition						
GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL IAND VALUE-£113,206 (tgnores finance & acquisition	Anoruable nousing i tont			122,000		
GROSS RESIDUAL IAND VALUE-£113,206FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£27,402Agents Fees-£1,698Legal Fees-£849Stamp Duty£0Interest on Land Purchase-£8,614Total Finance & Acquisition Costs£16,241NET RESIDUAL IAND VALUE-£113,206 (gnores finance & acquisition	Total Operating Profit			£261.559		
FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)         Agents Fees         Legal Fees         -£11,698         Legal Fees         Stamp Duty         Interest on Land Purchase         Total Finance & Acquisition Costs         £16,241         NET RESIDUAL LAND VALUE	Total operating Hold			2201,000		
FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£1,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (ignores finance & acquisition	GROSS RESIDUAL LAND VALUE			-£113,206		
Arrangement Fee / Misc Fees (Surveyors etc)       £27,402         Agents Fees       -£1,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (ignores finance & acquisition				··· -,		
Agents Fees       -£1,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (ignores finance & acquisition	FINANCE & ACQUISITION COSTS					
Agents Fees       -£1,698         Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (ignores finance & acquisition						
Legal Fees       -£849         Stamp Duty       £0         Interest on Land Purchase       -£8,614         Total Finance & Acquisition Costs       £16,241         NET RESIDUAL LAND VALUE       -£113,206 (ignores finance & acquisition	-	)				
Stamp Duty     £0       Interest on Land Purchase     -£8,614       Total Finance & Acquisition Costs     £16,241       NET RESIDUAL LAND VALUE     -£113,206 (ignores finance & acquisition	0					
Interest on Land Purchase     -£8,614       Total Finance & Acquisition Costs     £16,241       NET RESIDUAL IAND VALUE     -£113,206 (ignores finance & acquisition	•					
Total Finance & Acquisition Costs       £16,241         NET RESIDUAL IAND VALUE       -£113,206 (ignores finance & acquisition)						
NET RESIDUAL IAND VALUE	interest on Land Purchase			-18,014		
NET RESIDUAL IAND VALUE	Total Finance & Acquisition Costs			£16,241		
	-					
RLV (£ per Ha) -£509,429 costs if GRLV Negative)						ition
					sts if GRLV Negative)	
NRLV as % of GDV         -7.2%	NRLV as % of GDV			-7.2%		

				Net RLV:	-£27,454
Residual	Land Value D	ata Sumn	nary & Results	5	
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £50 C	L 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	856				
TOTAL NUMBER OF UNITS	Total 15	Private 10	Affordable 5	% AH 33%	
PERCENTAGE BY TENURE	% Private 67%	% SR 0%	%AR 20%	% Int 1 13%	% Int 2 0%
SITE SIZE (HA)	01/0	070	0.22	10/0	070
VALUE / AREA			4		
REVENUE					
			0.400.070		
Affordable Housing Revenue			£402,876		
Open Market Housing Revenue			£1,359,750		
Total Value of Scheme			£1,762,626		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£994,672		
Fees, Contingencies, Planning Costs etc			£221,726		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£61,905		
Total Build Costs			£1,278,303		
Section 106 / CIL Costs			£72,750		
Marketing Costs & Legal Fees			£64,129		
marketing costs & negar rees			201,120		
Total s106 & Marketing Costs			£136,879		
Finance on Build Costs			£45,993		
mance on build costs			140,000		
TOTAL DEVELOPMENT COSTS			£1,461,175		
DEVELOPERIC DEVELOP DOD DECK AND DOOL					
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£271,950		
Affordable Housing Profit			£24,173		
			0000 100		
Total Operating Profit			£296,123		
GROSS RESIDUAL IAND VALUE			£5,328		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£29,277		
Agents Fees			£80		
Legal Fees			£40		
Stamp Duty			£0		
Interest on Land Purchase			£3,386		
Total Finance & Acquisition Costs			£32,782		
NET RESIDUAL IAND VALUE			-£27,454	(ignores finance & acquisi	tion
RLV (£ per Ha)				costs if GRLV Negative)	
NRLV as % of GDV			-1.6%	<u> </u>	

007 47 4

				Net RLV:	£193,074
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £100 Cl	L 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	856 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	15	10	5	33%	
	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	67%	0%	20%	13%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£444,996		
Open Market Housing Revenue			£1,692,750		
Total Value of Scheme			£2,137,746		
RESIDENTIAL BUILDING, MARKETING & S106 (	COSTS				
Build Costs			£994,672		
Fees, Contingencies, Planning Costs etc			£221,726		
Sustainable Design & Construction Costs / Lifet	ime Homes / EPCs				
Voids / EPCs / Renwables etc			£61,905		
Total Build Costs			£1,278,303		
S 100 / CH C			0100 500		
Section 106 / CIL Costs Marketing Costs & Legal Fees			£100,500 £75,382		
Marketing Costs & Legar rees			L1J,302		
Total s106 & Marketing Costs			£175,882		
Finance on Build Costs			£47,261		
TOTAL DEVELOPMENT COSTS			£1,501,446		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£338,550		
Affordable Housing Profit			£26,700		
Total Operating Profit			£365,250		
GROSS RESIDUAL LAND VALUE			£271,050		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£32,739		
Agents Fees			£4,066		
Legal Fees Stamp Duty			£2,033 £8,132		
Interest on Land Purchase			£31,007		
Total Finance & Acquisition Costs			£77,976		
NET RESIDUAL IAND VALUE				nores finance & acquisitio	on.
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			9.0%	0	

				Net RLV:	£540,986
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Flats £125 (	CIL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	856				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	15	10	5	33%	
	% <b>Private</b>	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	67%	0%	20%	13%	0%
	07%	0%		13%	0%
SITE SIZE (HA)			0.22		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£508,176		
Open Market Housing Revenue			£2,192,250		
1 0			, ,		
Total Value of Scheme			£2,700,426		
Total Value of Scheme			12,700,420		
	COCTC				
RESIDENTIAL BUILDING, MARKETING & S106	CUS15				
Build Costs			£994,672		
Fees, Contingencies, Planning Costs etc			£221,726		
Sustainable Design & Construction Costs / Life	etime Homes / EPO	Cs			
Voids / EPCs / Renwables etc			£61,905		
			,,		
Total Build Costs			£1,278,303		
Total Dulid Costs			1,270,000		
C : 100 / OT C :			0114.075		
Section 106 / CIL Costs			£114,375		
Marketing Costs & Legal Fees			£92,263		
Total s106 & Marketing Costs			£206,638		
Finance on Build Costs			£48,261		
			,		
TOTAL DEVELOPMENT COSTS			£1,533,201		
TOTAL DEVELOT MENT COSTS			21,000,201		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£438,450		
Affordable Housing Profit			£30,491		
Total Operating Profit			£468,941		
0			,		
GROSS RESIDUAL LAND VALUE			£698,284		
			2000,204		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£37,647		
Agents Fees			£10,474		
Legal Fees			£5,237		
Stamp Duty			£27,931		
Interest on Land Purchase			£76,008		
accorde ou annu i urbitube			210,000		
Total Finance & Acquisition Costs			£157 900		
Total Finance & Acquisition Costs			£157,298		
			0840.000		
NET RESIDUAL IAND VALUE				nores finance & acquis	ition
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			20.0%		

Residual Iand Value Data Summary & ResultsDFVIDOPMENT TPFResulterDFVIDOPMENT DESCRIPTION15 Unit Scheme £0 CIL 30% AHDFVIDOPMENT SUE (TOTALm") - GA1,3 13TOTALNUMBER OF UNITSTotalTOTALNUMBER OF UNITSTotalPERCENTAGE BY TENURE% Private% Kerket20%BETSEE (IA)0%Open Market Housing Revenue22,236,000Total Value of Scheme5238,710Open Market Housing Revenue5238,710Open Market Housing Revenue5238,710Open Market Housing Revenue5238,710Destination Costs / Iffetime Homes / PCSBuild Costs1,477,125Fees, Contingencies, Planning Costs et5249,094Sustainable Desting Revenue561,905Total Build Costs1,480,901Finance on Build Costs544,0091Finance on Build Costs5447,200Market Housing Profit5447,200Affordable Housing Profit5447,200Affordable Housing Profit543,513Open Amarket Acquisition Costs543,513Open Market Housing Profit543,513Total Operating Profit543,513Open Market Housing Profit543,513Open Market Housing Profit543,513Open Settion Costs52,631Total Operating Profit543,513Open Settion Costs52,631Total Operating Profit543,513Open Settion Costs520,631FINCE & ACQUESTION COSTS520,631FINCE & ACQUESTION					Net RLV:	£185,974
PENELOPMENT DISC (UTUAL me') - GIA       15 Unit Stockense UV CLI 30% AH         TOTAL INUMBER OF UNITS       Total       Private       Affordable       % AH         15       0       5       33%       %         PERCENTAGE BY TENURE       % BY Private       % SR       % AR       % In 1       % In 2         0%       0%       20%       13%       0%         TIS SEE (GIA)       0%       20%       13%       0%         YADDE / AREA       5       538,70       2.37%       0%         YADDE / AREA       5       558,710       2.558,710       2.558,710       2.558,710         PARCENTAL BUILDING, MARKETING & SIOCOSTS       5       51,4177,125       2.524,034       2.559,031       2.559,03	Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT SIZE (TOTAL m?) - GIA         1,515         Affordable         % KH           TOTAL NUMBER OF UNIS         10         15         10         5         33%           PERCENTAGE BY TENURE         % Fhrate         % SR         20%         13%         % Int 1         % S Int 2           STE SIZE (IA)         0%         0.37         2         0%         13%         0%           STE SIZE (IA)         0%         0.37         2         0%         13%         0%           Affordable Housing Revenue         5558,710         52,236,000         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200         52,236,200	DEVELOPMENT TYPE	Residential				
TOTAL INUMEROR OF UNITS         Total 15         Private 15         Affordable % SR         % Aff % Aff         % Int 1         % Int 2           PERCENTAGE BY TENURE         % SR         % SR         % Aff         % Int 1         % Int 2           STE SZE (HA) VALUE / AREA         0%         20%         13%         0%           STE SZE (HA) VALUE / AREA         2         2         2           Affordable Housing Revenue         £558,710         0.37           Open Market Housing Revenue         £2,794,710         2           Doren Market Housing Revenue         £2,794,710         5           FESTDENTIAL BUILDING, MARKETING & S106 COSTS         £1,477,125         5           Build Costs         £61,905         5         5           Fees, Contrigencies, Planning Costs et c         561,905         5         5           Section 106 / CIL Costs         £140,091         5         5         5           Total slid Costs         £140,091         £147,200         5         5         5           Section 106 / CIL Costs         £140,091         £33,523         5         5         5         5         5         5         5         5         5         5         5         5         5         5 </td <td>DEVELOPMENT DESCRIPTION</td> <td>15 Unit Schem</td> <td>e £0 CIL 30%</td> <td>6 AH</td> <td></td> <td></td>	DEVELOPMENT DESCRIPTION	15 Unit Schem	e £0 CIL 30%	6 AH		
IDTAL NUMBER OF UNIS         15         10         5         33%, % Private         % SR         % SR         % MR         % int 1         % int 2           PERCENTAGE BY TENURE         % Private         % SR         0%         0.37         2         0%         0.37           STE SZE (HA)         0.37         2         0%         0.37         2         0%         0.37           Affordable Housing Revenue         £558,710         2	DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,515				
10         5         \$375           PERCENTAGE BY TENUBE         % Private 67%         % SR         % MR         % Int 1         % Int 2           RTS NEE (MA) VALUE / AREA         23%         0.37         2           REVENUE         \$558,710         2         2           Affordable Housing Revenue         \$25,87,10         2         2           Open Market Housing Revenue         \$2,794,710	TOTAL NUMBER OF UNITS	Total	Private	Affordable	% <b>AH</b>	
PRINCINTALL BY TENULIE     67%     0%     20%     13%     0%       SITE SIZE (HA)     2     0.37       Affordable Housing Revenue     2.236,000       Open Market Housing Revenue     £2,236,000       Total Value of Scheme     £2,794,710       PSIDENTIAL BUILDING, MARKETING & S106 COSTS       Paulid Costs     £1,477,125       Scotting Goods etc     £1,477,125       Sustainable Boegin & Construction Costs / Lifetime Homes / PPCs     700       Voids / EPCs / Renvables etc     £140,091       Soction 106 / CIL Costs     £140,091       Finance on Build Costs     £140,091       Finance on Build Costs     £04,129       TOTAL DEVELOPMENT COSTS     £2,037,345       DEVELOPMENT COSTS     £33,523       Total Stofe & Marketting Costs A Legal Fees     £33,523       Total Open darket Housing Profit     £480,723       GROSS RESIDUAL LAND VALUE     £276,643       ENSIDER CONST     £2,075       Argensement Fee / Misc Fees (Surveyors etc)     £43,513       Agents Fees     £2,015       Legal Fees     £2,015       Stand Duby     £32,523       Total Pres     £32,531       Dotal Finance & Acquisition Costs     £30,668       NET RESDUALLAND VALUE     £32,537,410       Stand Duby     £	IOTAL NOMBER OF UNITS	15	10	5	33%	
67%0%20%13%0%VALUE / AREA2MEYENUE2Affordable Housing Revenue£558,710Open Market Housing Revenue£2,236,000Total Value of Scheme£2,794,710MEXENUE1MEXENUE1Build Costs£1,477,125Fees, Confingencies, Planning Costs etc£294,094Sustainable Design & Construction Costs / Lifetime Homes / EPCs£19,005Yolds / EPCs / Renvables etc£1,833,124Section 106 / CIL Costs£140,091Finance on Build Costs£140,091Finance on Build Costs£64,129TOTAL DEVELOPMENT COSTS£2,037,345DEVELOPMENT RENK AND PROFIT£447,200Open Market Housing Profit£438,723GROSS BESIDUAL LAND YALUE£276,643FINANCE & ACQUISTION COSTS£2,075Stamp Duty£2,293Interest on Land Purchase£2,075Stamp Duty£2,293Interest on Land Purchase£2,075Stamp Duty£2,297Interest on Land Purchase£2,075Stamp Duty£2,297Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL LAND VALUE£28,597Interest on Land Purchase£32,631Total Timmee & Acquisition Costs£90,668NET RESIDUAL LAND VALUE£28,597Interest on Land Purchase£32,631Total Finance & Acquisition Costs£30,597Interest on Land Purchase£32,631	PERCENTA CE BY TENUDE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
VAILUE / AREA       2         ARTONINE       £2558,710         Open Market Housing Revenue       £2,236,000         Total Value of Scheme       £2,794,710         EXENDENTIAL BUILDING, MARKETING & \$106 COSTS       1         Build Costs       £1,477,125         Fees, Contingencies, Planning Costs etc       £294,094         Sustainable Beign & Construction Costs / Lifetime Homes / EPCs       £61,905         Yoids / EPCs / Renwables etc       £1,833,124         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £140,091         Finance on Build Costs       £140,091         Finance on Build Costs       £140,091         Finance on Build Costs       £140,091         Cotal Stop EFUE/OPER'S EFUEN FOR ESK AND PROFIT       £2,037,345         Open Market Housing Profit       £447,200         Affordable Housing Profit       £480,723         CROSS ENSIDUALIAND VALUE       £276,643         EVANCE & ACQUISITION COSTS       £41,513         Arrangement Fee / Misc Fees (Surveyors etc)       £43,513         Ageuts Fees       £2,075         Starp Duty       £32,831         Total Profit       £43,513         Legal Fees       £2,075         Starp Du		67%	0%	20%	13%	0%
NEVENUE         Alfordable Housing Revenue       £558,710         Open Market Housing Revenue       £2,794,710         EXDENTIAL BUILDING, MARKETING & \$100 COSTS       £294,094         Section 106 / CLE Costs       £14,771,125         Section 106 / CLE Costs       £18,33,124         Section 106 / CLE Costs       £140,091         Finance on Build Costs       £04,129         Cotal Solos Anarketing Costs       £140,091         Finance on Build Costs       £04,129         Cotal Solos Anarketing Costs       £140,091         Finance on Build Costs       £2,037,345         DEVELOPMENT COSTS       £2,037,345         DEVELOPMENT COSTS       £2,043,34         Cotal Solos Anarketing Profit       £440,723         Cher SERDUAL LAND VALUE       £276,643         EVELOPER'S RETURN FOR RISK AND PROFIT       £2,075         Solos RISDUAL LAND VALUE       £2,275         Solos RISDUAL LAND VALUE       £2,27				0.37		
Afordable Housing Revenue 1558, 710 (2,236,000 Total Value of Scheme 2,2,794,710 EKEIDENTTAL EUILDING, MARKETING & \$106 COSTS Fuld Costs 1,1477,125 Fees, Contingencies, Flanning Costs et 2,114 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,294,094 Sustainable Design & Construction Costs / 116 time Homes / EPCS 2,297,345 Development Costs & Legal Fees 2,2087,345 DEVELOPER'S RETURN FOR RISK AND PROFIT Open Market Housing Profit 2,447,200 Affordable Housing Profit 2,447,200 Affordable Housing Profit 2,443,233 GROSS RESIDUAL LAND VALUE 2,726,643 EFVANCE & ACQUISITION COSTS Arrangement Fee / Misc Fees (Surveyors etc) 2,435,133 Agents Fees 2,24,075 Stamp Duty 1,52,209 Interest on Land Purchase 1,52,031 Total Finance & Acquisition Costs 2,2075 Stamp Duty 1,52,209 Interest on Land Purchase 1,52,031 Cost of CLU Negative) 2,52,974 (upores finance & acquisition 2,507,041 (Negative) 2,507,041 (Negative) 2,500,058 NET RESIDUALLAND VALUE 2,5274 (upores finance & acquisition 2,507,041 (Negative)				2		
Open Market Housing Revenue     £2,236,000       Total Value of Scheme     £2,794,710       EKSIDENTIAL BUILDING, MARKETING & \$106 COSTS     £14,77,125       Build Costs     £294,094       Statianable Design & Construction Costs / Lifetime Homes / EPCs     £294,094       Voids / EPCs / Renwables etc     £61,905       Total Build Costs     £1833,124       Section 106 / CIL Costs     £45,000       Marketing Costs & Legal Fees     £95,091       Total slidé & Marketing Costs     £140,091       Finance on Build Costs     £140,091       Finance on Build Costs     £14129       TOTAL DEVELOPMENT COSTS     £2,037,345       DEVELOPER'S RETURN FOR RISK AND PROFIT     100       Open Market Housing Profit     £443,723       Affordable Housing Profit     £480,723       GROSS RESIDUAL LAND VALUE     £276,643       FINANCE & ACQUISITION COSTS     £43,513       Argeurs Fees     £4,150       Legal Fees     £4,150       Legal Fees     £2,075       Stanpul Duty     £32,631       Total Findere & Acquisition Costs     £90,668	REVENUE					
Open Market Housing Revenue     £2,236,000       Total Value of Scheme     £2,794,710       EKSIDENTIAL BUILDING, MARKETING & \$106 COSTS     £14,77,125       Build Costs     £294,094       Statianable Design & Construction Costs / Lifetime Homes / EPCs     £294,094       Voids / EPCs / Renwables etc     £61,905       Total Build Costs     £1833,124       Section 106 / CIL Costs     £45,000       Marketing Costs & Legal Fees     £95,091       Total slidé & Marketing Costs     £140,091       Finance on Build Costs     £140,091       Finance on Build Costs     £14129       TOTAL DEVELOPMENT COSTS     £2,037,345       DEVELOPER'S RETURN FOR RISK AND PROFIT     100       Open Market Housing Profit     £443,723       Affordable Housing Profit     £480,723       GROSS RESIDUAL LAND VALUE     £276,643       FINANCE & ACQUISITION COSTS     £43,513       Argeurs Fees     £4,150       Legal Fees     £4,150       Legal Fees     £2,075       Stanpul Duty     £32,631       Total Findere & Acquisition Costs     £90,668						
Total Value of Scheme       £2,794,710 <b>PESIDENTIAL RUIRDING, MARKETING &amp; S106 COSTS</b> Build Costs       £1,477,125         Fees, Contingencies, Planning Costs etc       £294,094         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Yolds / EPCs / Reuwables etc       £1,833,124         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £95,091         Total s106 & Marketing Costs       £140,091         Finance on Build Costs       £64,129         TOTAL DEVELOPMENT COSTS       £2,037,345         DEVELOPER'S RETURN FOR RISK AND PROFIT       U         Open Market Housing Profit       £447,200         Affordable Housing Profit       £480,723         CROSS RESIDUAL LAND VALUE       £276,643         FUNNCE & ACQUISITION COSTS       £2,075         Arangement Fee / Misc Fees (Surveyors etc)       £4,513         Agents Fees       £4,150         Legal Fees       £2,075         Stamp Duty       £2,293         Interest on Land Purchase       £32,631         Total Stoes (Feist) Costs       £90,668						
NETROPHYTAL BUILDING, MARKETING & \$106 COSTS         Build Costs       £1.477,125         Fees, Contingencies, Planning Costs etc       £294,094         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Total Build Costs       £1.833,124         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £95,091         Total Stofe & Marketing Costs       £140,091         Finance on Build Costs       £140,091         Finance on Build Costs       £0,073,345         DEVELOPERTS RETURN FOR RISK AND PROFIT       22,037,345         Open Market Housing Profit       £480,723         GROSS RESIDUAL LAND VALUE       £276,643         FUNNCE & ACQUISITION COSTS       £2,075         Storm porty       £2,207         Agents Fees       £4,150         Legal Fees       £32,631         Total Purchase       £32,631	Open Market Housing Revenue			£2,236,000		
NETROPHYTAL BUILDING, MARKETING & \$106 COSTS         Build Costs       £1.477,125         Fees, Contingencies, Planning Costs etc       £294,094         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £61,905         Total Build Costs       £1.833,124         Section 106 / CIL Costs       £45,000         Marketing Costs & Legal Fees       £95,091         Total Stofe & Marketing Costs       £140,091         Finance on Build Costs       £140,091         Finance on Build Costs       £0,073,345         DEVELOPERTS RETURN FOR RISK AND PROFIT       22,037,345         Open Market Housing Profit       £480,723         GROSS RESIDUAL LAND VALUE       £276,643         FUNNCE & ACQUISITION COSTS       £2,075         Storm porty       £2,207         Agents Fees       £4,150         Legal Fees       £32,631         Total Purchase       £32,631						
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TOTAL DEVELOPMENT COSTS£2,037,345DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing ProfitAffordable Housing Profitfullfordable Housing Profitfull	Finance on Ruild Costs			£6/ 190		
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £447,200         Affordable Housing Profit       £33,523         Total Operating Profit       £480,723         GROSS RESIDUAL LAND VALUE       £276,643         FINANCE & ACQUISITION COSTS       £43,513         Arrangement Fee / Misc Fees (Surveyors etc)       £43,513         Agents Fees       £2,075         Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL LAND VALUE       £185,974 (gnores finance & acquisition £502,131 costs if GRUN Negative)	rmance on build costs			104,125		
DEVELOPER'S RETURN FOR RISK AND PROFIT         Open Market Housing Profit       £447,200         Affordable Housing Profit       £33,523         Total Operating Profit       £480,723         GROSS RESIDUAL LAND VALUE       £276,643         FINANCE & ACQUISITION COSTS       £43,513         Arrangement Fee / Misc Fees (Surveyors etc)       £43,513         Agents Fees       £2,075         Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL LAND VALUE       £185,974 (gnores finance & acquisition £502,131 costs if GRUN Negative)	TOTAL DEVELOPMENT COSTS			£9 037 345		
Open Market Housing Profit£447,200 £33,523Affordable Housing Profit£447,200 £33,523Total Operating Profit£480,723GROSS RESIDUAL IAND VALUE£276,643FINANCE & ACQUISITION COSTS£276,643Arrangement Fee / Misc Fees (Surveyors etc)£43,513 £4,150 £2,075Agents Fees£2,075 £8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL LAND VALUE RLV (£ per Ha)£185,974 (tgnores finance & acquisition £502,131 costs if GRUV Negative)	TOTAL DEVELOT MENT COSTS			12,037,343		
Open Market Housing Profit£447,200 £33,523Affordable Housing Profit£447,200 £33,523Total Operating Profit£480,723GROSS RESIDUAL IAND VALUE£276,643FINANCE & ACQUISITION COSTS£276,643Arrangement Fee / Misc Fees (Surveyors etc)£43,513 £4,150 £2,075Agents Fees£2,075 £8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL LAND VALUE RLV (£ per Ha)£185,974 (tgnores finance & acquisition £502,131 costs if GRUV Negative)	DEVELOPER'S RETURN FOR RISK AND PROFIT					
Affordable Housing Profit£33,523Total Operating Profit£480,723GROSS RESIDUAL IAND VALUE£276,643FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£185,974	DEVELOTER 5 METORY FOR MORAND TROTH					
Affordable Housing Profit£33,523Total Operating Profit£480,723GROSS RESIDUAL IAND VALUE£276,643FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£185,974	Onen Market Housing Profit			£447 200		
Total Operating Profit£480,723GROSS RESIDUAL IAND VALUE£276,643FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£41,50Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974 (ignores finance & acquisition £502,131 costs if GRUN Negative)						
GROSS RESIDUAL IAND VAIUE£276,643FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974 (ignores finance & acquisition £502,131 costs if GRUV Negative)				200,020		
GROSS RESIDUAL IAND VAIUE£276,643FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974 (ignores finance & acquisition £502,131 costs if GRUV Negative)	Total Operating Profit			£480.723		
FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)       £43,513         Agents Fees       £41,50         Legal Fees       £2,075         Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £185,974 (ignores finance & acquisition £502,131 costs if GRIV Negative)						
FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)       £43,513         Agents Fees       £41,50         Legal Fees       £2,075         Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £185,974 (ignores finance & acquisition £502,131 costs if GRIV Negative)	GROSS RESIDUAL LAND VALUE			£276,643		
Arrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£185,974(ignores finance & acquisition				,		
Arrangement Fee / Misc Fees (Surveyors etc)£43,513Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£185,974(ignores finance & acquisition	FINANCE & ACQUISITION COSTS					
Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£502,131costs if GRLV Negative)	¥					
Agents Fees£4,150Legal Fees£2,075Stamp Duty£8,299Interest on Land Purchase£32,631Total Finance & Acquisition Costs£90,668NET RESIDUAL IAND VALUE£185,974RLV (£ per Ha)£502,131costs if GRLV Negative)	Arrangement Fee / Misc Fees (Surveyors etc)			£43,513		
Legal Fees       £2,075         Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL IAND VALUE RLV (£ per Ha)       £185,974 £502,131       (ignores finance & acquisition £502,131	- · ·					
Stamp Duty       £8,299         Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL IAND VALUE RLV (£ per Ha)       £185,974 £502,131       (ignores finance & acquisition £502,131	0					
Interest on Land Purchase       £32,631         Total Finance & Acquisition Costs       £90,668         NET RESIDUAL IAND VALUE RLV (£ per Ha)       £185,974 (ignores finance & acquisition £502,131 costs if GRLV Negative)						
NET RESIDUAL IAND VALUE       £185,974       (ignores finance & acquisition         RLV (£ per Ha)       £502,131       costs if GRLV Negative)				£32,631		
NET RESIDUAL IAND VALUE       £185,974       (ignores finance & acquisition         RLV (£ per Ha)       £502,131       costs if GRLV Negative)						
RLV (£ per Ha) £502,131 costs if GRLV Negative)	Total Finance & Acquisition Costs			£90,668		
RLV (£ per Ha) £502,131 costs if GRLV Negative)						
	NET RESIDUAL LAND VALUE			£185,974 (ig	gnores finance & acquis	ition
NRLV as % of GDV         6.7%					osts if GRLV Negative)	
	NRLV as % of GDV			6.7%		

				Net RLV:	£363,071
Residual	l Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	15 Unit Schem	e £50 CIL 30	% AH		
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,515				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOTAL NUMBER OF UNITS	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
TERCEVIAGE DI TENORE	67%	0%	20%	13%	0%
SITE SIZE (HA)			0.37		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£589,310		
Open Market Housing Revenue			$\pounds 2,548,000$		
Total Value of Scheme			£3,137,310		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
			04 488 405		
Build Costs			£1,477,125		
Fees, Contingencies, Planning Costs etc		a	£294,094		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£61,905		
			01 000 101		
Total Build Costs			£1,833,124		
			007 000		
Section 106 / CIL Costs			£97,000		
Marketing Costs & Legal Fees			£105,369		
Total s100.9 Marketing Costs			000 000		
Total s106 & Marketing Costs			£202,369		
Finance on Build Costs			£66,154		
rmance on build costs			100,134		
TOTAL DEVELOPMENT COSTS			£2,101,647		
TOTAL DEVELOPMENT COSTS			12,101,047		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
DEVELOTER 5 RETORIV FOR RISK AND I ROTTI					
Open Market Housing Profit			£509,600		
Affordable Housing Profit			£35,359		
Autoruble nousing From			200,000		
Total Operating Profit			£544,959		
			2011,000		
GROSS RESIDUAL LAND VALUE			£490,705		
			~ 10 0,7 00		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£46,940		
Agents Fees			£7,361		
Legal Fees			£3,680		
Stamp Duty			£14,721		
Interest on Land Purchase			£54,932		
			,		
Total Finance & Acquisition Costs			£127,634		
<b>i</b>					
NET RESIDUAL IAND VALUE			£363,071 (	ignores finance & acquis	ition
RLV (£ per Ha)				costs if GRLV Negative)	
NRLV as % of GDV			11.6%	-	

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Residual Land Value Data Summary & ResultsDEVELOPMENT TYPEDEVELOPMENT DESCRIPTION15 Unti Scheme £100 CIL 30% AHDEVELOPMENT SIZE (TOTAL m²) - GIA1,515TOTAL NUMBER OF UNHSTotalPrivateAffordable% AH1510533%PERCENTAGE BY TENURE% Private67%0%20%13%0%
DEVELOPMENT DESCRIPTION15 Unti Scheme £100 CIL 30% AHDEVELOPMENT SIZE (TOTAL m²) - GIA1,515TOTAL NUMBER OF UNHSTotalPrivateAffordable% AH1510533%PERCENTAGE BY TENURE% Private% SR% AR% Int 1% Int 267%0%20%13%0%
DEVELOPMENT SIZE (TOTAL m²) - GIA         1,515           TOTAL NUMBER OF UNITS         Total         Private         Affordable         % AH           15         10         5         33%           PERCENTAGE BY TENURE         % Private         % SR         % AR         % Int 1         % Int 2           67%         0%         20%         13%         0%
TOTAL NUMBER OF UNITS         Total         Private         Affordable         % AH           15         10         5         33%           PERCENTAGE BY TENURE         % Private         % SR         % AR         % Int 1         % Int 2           67%         0%         20%         13%         0%
10 IAL NUMBER OF UNITS         15         10         5         33%           PERCENTAGE BY TENURE         % Private         % SR         % AR         % Int 1         % Int 2           67%         0%         20%         13%         0%
15         10         5         33%           PERCENTAGE BY TENURE         % Private         % SR         % AR         % Int 1         % Int 2           67%         0%         20%         13%         0%
PERCENTAGE BY TENURE         67%         0%         20%         13%         0%
67% 0% 20% 13% 0%
STIE ST/F (HA) 0.37
VALUE / AREA 8
REVENUE
Affordable Housing Revenue £650,510
Open Market Housing Revenue £3,172,000
Total Value of Scheme £3,822,510
RESIDENTIAL BUILDING, MARKETING & S106 COSTS
Build Costs £1,477,125
Fees, Contingencies, Planning Costs etc£294,094
Sustainable Design & Construction Costs / Lifetime Homes / EPCs
Voids / EPCs / Renwables etc£61,905
Total Build Costs £1,833,124
Section 106 / CIL Costs £149,000
Marketing Costs & Legal Fees £125,925
Total s106 & Marketing Costs £274,925
Finance on Build Costs£68,512
TOTAL DEVELOPMENT COSTS £2,176,561
DEVELOPER'S RETURN FOR RISK AND PROFIT
Open Market Housing Profit £634,400
Affordable Housing Profit £39,031
Total Operating Profit £673,431
GROSS RESIDUAL IAND VALUE £972,519
FINANCE & ACQUISITION COSTS
Arrangement Fee / Misc Fees (Surveyors etc) £53,256
Agents Fees £14,588
Legal Fees £7,294
Stamp Duty £38,901
Interest on Land Purchase £105,939
Total Finance & Acquisition Costs£219,978
NET RESIDUAL IAND VALUE     £752,541     (ignores finance & acquisition
RLV (£ per Ha)   £2,031,860 costs if GRLV Negative)
NRLV as % of GDV         19.7%

				Net RLV:	£1,390,185
Residual	Land Value D	ata Sumn	nary & Results		21,000,100
DEVELOPMENT TYPE	Residential		0		
DEVELOPMENT DESCRIPTION	15 Unit Schem	e £125 CIL 3	0% AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,515				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	15	10	5	33%	
	% <b>Private</b>	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	67%	% SK 0%	20%	<sup>%</sup> IIIt 1 13%	% IIIt 2 0%
	0770	<b>U</b> %		13%	0%
SITE SIZE (HA)			0.37		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£742,310		
Open Market Housing Revenue			£4,108,000		
Total Value of Scheme			£4,850,310		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£1,477,125		
Fees, Contingencies, Planning Costs etc			£294,094		
Sustainable Design & Construction Costs / Life	etime Homes / EPO	Cs			
Voids / EPCs / Renwables etc			£61,905		
Total Build Costs			£1,833,124		
			··· //		
Section 106 / CIL Costs			£175,000		
Marketing Costs & Legal Fees			£156,759		
marketing costs & regulated			2100,700		
Total s106 & Marketing Costs			£331,759		
Total STOD & Marketing Costs			2001,700		
Finance on Build Costs			£70,359		
Finance on Build Costs			170,339		
TOTAL DEVELODMENT COCTC			00 005 040		
TOTAL DEVELOPMENT COSTS			£2,235,242		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£821,600		
Affordable Housing Profit			£44,539		
Total Operating Profit			£866,139		
GROSS RESIDUAL LAND VALUE			£1,748,930		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£62,194		
Agents Fees			£26,234		
Legal Fees			£13,117		
Stamp Duty			£69,957		
Interest on Land Purchase			£187,242		
			~_01,0 10		
Total Finance & Acquisition Costs			£358,744		
Total Imaneo a nequilition 00505			2000,/11		
NET RESIDUAL IAND VALUE			<b>£1 300 195</b> (	nores finance & acqui	sition
RLV (£ per Ha)				sts if GRLV Negative)	514011
NRLV (2 per na) NRLV as % of GDV			28.7%	SIG II GILLY IVEGAUVE)	
TAPELA UP AD A AD A			6 <b>0.1</b> /0		

				Net RLV:	£142,654
Residua	l Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £0 CII	30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	2,002 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	25	11vate 17	8	32%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	68%	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA			2		
REVENUE					
			0740.000		
Affordable Housing Revenue Open Market Housing Revenue			£740,286 £2,999,250		
open market nousing kevenue			12,999,230		
Total Value of Scheme			£3,739,536		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£9 030 06 <i>1</i>		
Fees, Contingencies, Planning Costs etc			£2,030,864 £425,505		
Sustainable Design & Construction Costs / Life	time Homes / EPCs		2120,000		
Voids / EPCs / Renwables etc			£103,175		
Total Build Costs			£2,559,544		
a 11 100 / CT C 1			075 000		
Section 106 / CIL Costs			£75,000		
Marketing Costs & Legal Fees			£130,936		
Total s106 & Marketing Costs			£205,936		
Finance on Build Costs			£89,878		
rmance on build costs			105,070		
TOTAL DEVELOPMENT COSTS			£2,855,358		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£599,850		
Affordable Housing Profit			£44,417		
0					
Total Operating Profit			£644,267		
GROSS RESIDUAL IAND VALUE			£239,911		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£59,506		
Agents Fees			£3,599		
Legal Fees			£1,799		
Stamp Duty			£2,399		
Interest on Land Purchase			£29,953		
Total Finance & Acquisition Costs			£97,257		
NET RESIDUAL IAND VALUE			£142,654 (igr	nores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			3.8%		

				Net RLV:	£355,291
Residua	l Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	25 Mixed £50 C 2,002	LL 30% AH			
	Z,002 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNIIS	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
	<b>68</b> %	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA REVENUE			4		
MANTAL					
Affordable Housing Revenue			£762,786		
<b>Open Market Housing Revenue</b>			£3,417,750		
Total Value of Scheme			£4,180,536		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Life	time Homes / EPCs		··· - ,		
Voids / EPCs / Renwables etc			£103,175		
<b></b>			00 550 544		
Total Build Costs			£2,559,544		
Section 106 / CIL Costs			£144,750		
Marketing Costs & Legal Fees			£144,166		
Total s106 & Marketing Costs			£288,916		
Finance on Build Costs			£92,575		
mance on build costs			202,010		
TOTAL DEVELOPMENT COSTS			£2,941,035		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			6692 550		
Open Market Housing Profit Affordable Housing Profit			£683,550 £45,767		
Anorable nousing rout			210,101		
Total Operating Profit			£729,317		
GROSS RESIDUAL IAND VALUE			£510,184		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£63,923		
Agents Fees			£7,653		
Legal Fees			£3,826		
Stamp Duty			£20,407		
Interest on Land Purchase			£59,084		
Total Finance & Acquisition Costs			£154,893		
NET RESIDUAL IAND VALUE			<b>£255 901</b> am	ores finance & acquisitio	n an
RLV (£ per Ha)				ores finance & acquisitions and the second states of the second states o	<b>J11</b>
NRLV as % of GDV			8.5%	a dalla ricgative)	

				Net RLV:	£857,208
Residual		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £100	) CIL 30% AH	[		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	2,002				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	25	17	8	32%	
	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	68%	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA			8		
REVENUE			0		
Affordable Housing Revenue			£807,786		
Open Market Housing Revenue			£4,254,750		
Open Market Housing Nevenue			14,234,730		
Total Value of Sahama			65 069 596		
Total Value of Scheme			£5,062,536		
	COCTC				
RESIDENTIAL BUILDING, MARKETING & S106	CUSIS				
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Life	etime Homes / EP	Cs			
Voids / EPCs / Renwables etc			£103,175		
Total Build Costs			£2,559,544		
Section 106 / CIL Costs			£214,500		
Marketing Costs & Legal Fees			£170,626		
Total s106 & Marketing Costs			£385,126		
Finance on Build Costs			£95,702		
TOTAL DEVELOPMENT COSTS			£3,040,371		
1011122212201112111000015			20,010,011		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
DEVELOTER STREETOR TOR RESERVED TROTH					
Open Market Housing Profit			£850,950		
Affordable Housing Profit			£48,467		
Anoruable nousing rion			140,407		
Total On excetting Due Gt			0000 417		
Total Operating Profit			£899,417		
			01 100 747		
GROSS RESIDUAL IAND VALUE			£1,122,747		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£72,035		
Agents Fees			£16,841		
Legal Fees			£8,421		
Stamp Duty			£44,910		
Interest on Land Purchase			£123,333		
Total Finance & Acquisition Costs			£265,540		
NET RESIDUAL IAND VALUE			£857,208 (ig	nores finance & acquis	ition
RLV (£ per Ha)				osts if GRLV Negative)	
NRLV as % of GDV			16.9%	<i>. . . . . . . . . .</i>	

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				Net RLV:	£1,670,929
Residual	Land Value D	ata Summ	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	25 Mixed £125	5 CIL 30% AH			
DEVELOPMENT SIZE (TOTAL m²) - GIA	2,002				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOTAL NUMBER OF UNITS	25	17	8	32%	
PERCENTAGE BY TENURE	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
FERCENTAGE DI TENURE	<b>68</b> %	0%	24%	8%	0%
SITE SIZE (HA)			0.51		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£875,286		
<b>Open Market Housing Revenue</b>			£5,510,250		
Total Value of Scheme			£6,385,536		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£2,030,864		
Fees, Contingencies, Planning Costs etc			£425,505		
Sustainable Design & Construction Costs / Life	etime Homes / EPO	Cs			
Voids / EPCs / Renwables etc			£103,175		
Total Build Costs			£2,559,544		
Section 106 / CIL Costs			£249,375		
Marketing Costs & Legal Fees			£210,316		
Total s106 & Marketing Costs			£459,691		
Finance on Build Costs			£98,125		
TOTAL DEVELOPMENT COSTS			£3,117,360		
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>					
Open Market Housing Profit			£1,102,050		
Affordable Housing Profit			£52,517		
Total Operating Profit			£1,154,567		
GROSS RESIDUAL LAND VALUE			£2,113,609		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£83,483		
Agents Fees			£31,704		
Legal Fees			£15,852		
Stamp Duty			£84,544		
Interest on Land Purchase			£227,096		
Total Finance & Acquisition Costs			£442,680		
NET RESIDUAL IAND VALUE				nores finance & acqui	sition
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			26.2%		

				Net RLV:	£547,392
Residua	l Land Value Da	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	30 Flats (Shelter	ed) £100 CII	. 30% AH		
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	1,519				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOIALNOMDER OF UNIIS	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	<b>70</b> %	0%	13%	12%	0%
SITE SIZE (HA)			0.24		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£837,887		
Open Market Housing Revenue			£4,245,750		
			05 000 007		
Total Value of Scheme			£5,083,637		
RESIDENTIAL BUILDING, MARKETING & S106	2 <b>72</b> 01				
MSDETIAL DOLDING, MARLELING & 5100	00010				
Build Costs			£2,418,248		
Fees, Contingencies, Planning Costs etc			£509,828		
Sustainable Design & Construction Costs / Life	time Homes / FPCs		2000,020		
Voids / EPCs / Renwables etc	time nomes / Li es		£129,810		
volus / Li cs / Kenwables etc			2120,010		
Total Build Costs			£3,057,886		
			,,		
Section 106 / CIL Costs			£228,000		
Marketing Costs & Legal Fees			£138,398		
Total s106 & Marketing Costs			£366,398		
TOTAL DEVELOPMENT COSTS			£3,424,284		
DEVELOPENCE DEVELOPE FOR DECK AND DROPER			0000 100		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£866,193		
Total Operating Profit			£866,193		
			2000,100		
FINANCE & ACQUISITION COSTS					
Agents Fees			£24,211		
Legal Fees			£4,105		
Stamp Duty			£21,896		
Interest			£195,555		
			2100,000		
Total Finance & Acquisition Costs			£245,767		
• • • • • • •					
NET RESIDUAL LAND VALUE			£547,392 (ign	ores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			10.8%		

				Net RLV:	-£405,469
Residual	Land Value D	ata Sumn	nary & Results		~100,100
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Flats £0 CIL 3	60% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	2,981				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IUIALNOWIDER OF UNIIS	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE DI TENUKE	70%	0%	18%	12%	0%
SITE SIZE (HA)			0.74		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£1,230,096		
<b>Open Market Housing Revenue</b>			£4,321,500		
Total Value of Scheme			£5,551,596		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£3,463,922		
Fees, Contingencies, Planning Costs etc			£761,338		
Sustainable Design & Construction Costs / Life	ime Homes / EPCs				
Voids / EPCs / Renwables etc			£206,350		
Total Build Costs			£4,431,610		
Section 106 / CIL Costs			£150,000		
Marketing Costs & Legal Fees			£204,048		
Total s106 & Marketing Costs			£354,048		
Finance on Build Costs			£233,301		
TOTAL DEVELOPMENT COSTS			£5,018,959		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
			0004 000		
Open Market Housing Profit			£864,300		
Affordable Housing Profit			£73,806		
			0000 100		
Total Operating Profit			£938,106		
			0405 400		
GROSS RESIDUAL IAND VALUE			-£405,469		
FINANCE & ACQUISITION COSTS					
Amangamant Fac / Miss Facs (Cumionary ata)			LUG 201		
Arrangement Fee / Misc Fees (Surveyors etc)			£96,324		
Agents Fees			-£6,082		
Legal Fees Storm Duty			-£3,041 £0		
Stamp Duty Interest on Land Purchase					
interest on Lanu Purchase			-£41,375		
Total Finance & Acquisition Casta			C15 097		
Total Finance & Acquisition Costs			£45,827		
NET RESIDUAL LAND VALUE			<b>_£/05 /80</b> /**	iores finance & acquisiti	on
RLV (£ per Ha)				iores finance & acquisiti sts if GRLV Negative)	UII
NRLV (1 per ha) NRLV as % of GDV			-1347,383 co -7.3%	sis ii GRLV Negative)	
MARTA OR AD AD AD AD AD			-1.3/0		

				Net RLV:	-£103,355
Residual	Land Value D	ata Sumn	nary & Results	ITCT IMAY.	-2100,000
DEVELOPMENT TYPE	Residential		J		
DEVELOPMENT DESCRIPTION	50 Flats £50 Cl	L 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	2,981				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	50	35	15	30%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	18%	12%	0%
SITE SIZE (HA)	1070	070	0.74	12/0	070
VALUE / AREA			4		
REVENUE			4		
Affordable Housing Revenue			£1,299,396		
Open Market Housing Revenue			£4,924,500		
Open Market Housing Revenue			14,924,300		
Tetel Value of Coheren			00 000 000		
Total Value of Scheme			£6,223,896		
DESIDENTIAL DUILDING MADRETING & CLOQ	COSTS				
RESIDENTIAL BUILDING, MARKETING & S106	0515				
Build Costs			£3,463,922		
Fees, Contingencies, Planning Costs etc	the II am a / ED	с.,	£761,338		
Sustainable Design & Construction Costs / Life	etime Homes / EP	LS	0000 050		
Voids / EPCs / Renwables etc			£206,350		
			04 404 040		
Total Build Costs			£4,431,610		
Section 106 / CIL Costs			£250,500		
Marketing Costs & Legal Fees			£224,217		
Total s106 & Marketing Costs			£474,717		
Finance on Build Costs			£239,183		
TOTAL DEVELOPMENT COSTS			£5,145,511		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£984,900		
Affordable Housing Profit			£77,964		
Total Operating Profit			£1,062,864		
GROSS RESIDUAL LAND VALUE			£15,522		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£103,065		
Agents Fees			£233		
Legal Fees			£116		
Stamp Duty			£0		
Interest on Land Purchase			£15,462		
Total Finance & Acquisition Costs			£118,876		
_					
NET RESIDUAL IAND VALUE			-£103,355 (ig	nores finance & acquis	ition
RLV (£ per Ha)			-£139,529 co	sts if GRLV Negative)	
NRLV as % of GDV			-1.7%		

				Net RLV:	£639,212
Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Flats £100 Cl	L 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	2,981 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	50	35	15	30%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	18%	12%	0%
SITE SIZE (HA)			0.74		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£1,437,996		
Open Market Housing Revenue			£6,130,500		
open market nousing nevenue			20,100,000		
Total Value of Scheme			£7,568,496		
RESIDENTIAL BUILDING, MARKETING & S106 (	COSTS				
Build Costs			£3,463,922		
Fees, Contingencies, Planning Costs etc			£761,338		
Sustainable Design & Construction Costs / Lifet	ime Homes / EPCs	5			
Voids / EPCs / Renwables etc			£206,350		
Total Build Costs			£4,431,610		
Section 106 / CIL Costs			£351,000		
Marketing Costs & Legal Fees			£264,555		
			2201,000		
Total s106 & Marketing Costs			£615,555		
Finance on Build Costs			£246,049		
TOTAL DEVELOPMENT COSTS			£5,293,214		
			20,200,211		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£1,226,100		
Affordable Housing Profit			£86,280		
Total Operating Profit			£1,312,380		
			21,312,300		
GROSS RESIDUAL LAND VALUE			£962,902		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£115,493		
Agents Fees			£14,444		
Legal Fees			£7,222		
Stamp Duty			£38,516		
Interest on Land Purchase			£148,015		
Total Finance & Acquisition Costs			£323,690		
NET RESIDUAL IAND VALUE			£639,212 (ign	ores finance & acquisiti	Dn
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			8.4%		

Residential DWEEDPMENT TYPE Section 100 / CRL 200% AIL DEVELOPMENT TSCE (TOTAL m.) - CRA 2,981         Total Private Mitter CONTINES 50 35 50 35 50 35 50 35 50 35 50 35 50 35 50 35 50 35 50 50 50 50 50 50 50 50 50 50 50 50 50					Net RLV:	£2,253,916
DEVELOPMENT TYPE       Residential         DEVELOPMENT DISCREPTION       50 Flats £125 CLI.30% AIL         DEVELOPMENT DISCREPTION       50 Flats £125 CLI.30% AIL         DEVELOPMENT SECTOTIANED - GLA       2.381         TOTAL.NUMBER OF UNITS       Total       Private         STE SIZE (RM)       % Private       % SR         YALLE / AREA       % SR       % May         TOTAL NUMBER OF UNITS       0%       0%         STE SIZE (RM)       0%       0%         YALLE / AREA       11       % If it is         MIT of All Devenue       £1,715,196       0%         Open Market Housing Revenue       £1,715,196       10.257,696         PERDENTIAL BUILDING, MARKETING & SIGE COSTS       Paulid Costs       £3,463,922         Fees, Contingencies, Planning Costs etc       £1,715,38       5206,330         Total Value of Scheme       £10,257,696       10.257,696         PERDENTIAL BUILDING, MARKETING & SIGE COSTS       Paulid Costs       £143,38         Voids / EPC's / Renwahles etc       £206,350       10.43,092         Total Side & Marketing Costs       £4431,610       10.257,616         Section 106 / CII Costs       £01,250       10.45,231         Marketing Costs & Legal Fees       £3,403,233 <td< td=""><td>Residual</td><td>Land Value D</td><td>ata Sumn</td><td>nary &amp; Results</td><td></td><td></td></td<>	Residual	Land Value D	ata Sumn	nary & Results		
DEVELOPMENT DESCRIPTION DEVELOPMENT DESCRIPTION DEVELOPMENT SEC (TOTAL m*) - GIA 2,981         30 Files 1,22 S CII 30% AH 2,501           TOTAL NUMBER OF UNITS         50         35         30%           STE SEE (GA) VALUE/ AREA VALUE/ AREA VA				Ū		
DEFELOPMENT SIZE (TOTALm?) - GA         2.981           TOTAL NUMBER OF UNIS         Total 50         "Frate 35         Affordable 35         "S AIT 30%"         % In 1         % In 2           PERCENTAGE BY TENURE         % Frivate 70%         % S R         % AR         % In 1         % In 2           STIT SIZE (IM)         0%         0.74         12%         0%           STIT SIZE (IM)         0%         0.74         12%         0%           Affordable Housing Revenue Open Market Housing Revenue         £ 1.715.196         22%         1           Affordable Housing Revenue Open Market Housing Revenue         £ 2.76.986         1         1           PERDENTIAL BUILDING, MARKETING & SIOG COSTS         £ 1.02.57.696         1         1           Statianable Design & Construction Costs / Lifetime Homes / EPCs         £ 206.330         1         1           Statianable Design & Construction Costs / Lifetime Homes / EPCs         £ 4.431.610         1         1           Statianable Design & Construction Costs / Lifetime Homes / EPCs         £ 2.06.350         1         1           Total Paule Costs         £ 4.01.250         £ 3.05.23         1         1           Statianable Design & Costs & Legal Fees         £ 2.34.03.20         1         1           Total Buil		50 Flats £125 (	CIL 30% AH			
TOTAL NUMBER OF UNITS         Total 50 33 53 53 53 53 53 53 53 53 53 53 53 53						
33         33         13         30%           PERCENTAGE BY TENURE         % Drive % SR         % SR         18%         12%         0%           STE STE GNA VALUE / AREA         0.74         11         9%         11         11         11           REVENUE         11 </td <td></td> <td></td> <td>Private</td> <td>Affordable</td> <td>% AH</td> <td></td>			Private	Affordable	% AH	
PERENTATION REPT DEVOUGE     70%     0%     18%     12%     0%       STE SIZE (MA)     11     11       Miordable Housing Revenue     11,715,196     12%     0%       Open Market Housing Revenue     12,527,696     11       Affordable Housing Revenue     12,0257,696     11       Developen Market Housing Revenue     12,0257,696     11       Build Costs     13,463,922     1761,338       Pees, Contingencies, Planning Costs etc     12,0257,696     11       Sustainable Design & Construction Costs / Lifetime Homes / FPCs     12,003,530     11       Voids / EPCs / Renvables etc     12,003,530     11       Section 106 / CE Costs     14,010     11       Marketing Costs & Legal Fees     12,432,231     11       Total slide & Marketing Costs     12,432     11       Open Market Housing Profit     11,715,196     11       Open Market Housing Profit     11,715,138     11       Open Market Housing Profit     11,715,138     11       Open Market Housing Profit     11,715,138     11       Open Market Housing Profit     11,811,412     11       Open Market Housing Profit     11,811,412     11       GROSS RESIDUALIAND VALUE     11,817,768     122,618       Open Market Housing Profit     11,8	TUTAL NUMBER OF UNITS	50	35	15	30%	
70%0%18%12%0%NTE SDE (0A) VALUE/ AREA11NEYEDUE11Affordable Housing Revenue£1,715,196Open Market Housing Revenue£1,257,696Total Value of Scheme£10,257,696RESDENTIAL BUILDING, MARKETING & \$106 COSTSBuild Costs£3,463,922Fees, Contingencies, Planning Costs etc£266,350Sustainable Design & Construction Costs / Lifetime Homes / EPCs£206,350Voids / EPCs / Renvables etc£206,350Section 106 / CIL Costs£44,431,610Section 106 / CIL Costs£1,708,500Marketing Costs & Legal Fees£345,231Total Suide Costs£252,432TOTAL DEVELOPMENT COSTS£5,430,523DEVELOPMENT FOR RISK AND PROFIT11,811,412Open Market Housing Profit£1,708,500Affordable Housing Profit£1,811,412GROSS RESTDUALLAND VAILUE£2,238Legal Fees£2,2618Stamp Duty£120,630Interest on Land Purchase£43,592Total ENDING Costs£22,518Stamp Duty£12,030Interest on Land Purchase£22,530Total Singer finance & Acquisition Costs£22,530NET RESIDUALLAND VALUE£22,530NET RESIDUALLAND VALUE£22,530NET RESIDUALLAND VALUE£22,530Stam		% Private	% SR	%AR	% Int 1	% Int 2
VAILE / ÅREÅ11Affordable Housing Revenue£1,715,196Open Market Housing Revenue£8,542,500Total Value of Scheme£10,257,696EXENDENTIAL BUILDENG, MARKETING & \$106 COSTSBuild Costs£3,463,922Fees, Contingencies, Planning Costs etc£761,338Sustandable Design & Construction Costs / Lifetime Homes / EPCs£206,350Yoids / EPCs / Renvables etc£206,350Sustandable Design & Construction Costs / Lifetime Homes / EPCs£206,350Yoids / EPCs / Renvables etc£401,250Sustandable Design & Construction Costs / Lifetime Homes / EPCs£206,350Yoids / EPCs / Renvables etc£401,250Sustandable Design & Construction Costs / Lifetime Homes / EPCs£206,350Yoids / EPCs / Renvables etc£401,250Statistable Design & Construction Costs / Lifetime Homes / EPCs£206,350Yoida / EPCs / Renvables etc£401,250Statistable Design & Construction Costs / Lifetime Homes / EPCs£206,350Total stloß & Marketing Costs£44,811Finance on Build Costs£44,813Direating Posit£1,708,500Affordable Housing Profit£1,811,412CROSS ERSIDUAL LAND YALUE£3,015,761EVELOPER'S RESTENT COSTS£138,786Arrangement Fee / Misc Fees (Surveyors etc)£138,786Agents Fees£22,618Ergal Fees£22,618Stamp Duty£12,6306Interest on Land Purchase£761,845NET RESIDUAL LAND VALUE£22,530,61Stamp Duty£12,600 (Bi	PERCENTAGE BY TENURE	70%	0%	18%	12%	0%
FEVENUE         Affordable Housing Revenue       \$1,715,196         Open Market Housing Revenue       \$10,257,696         Total Value of Scheme       \$10,257,696         HINDENTIAL BUILDING, MARKETING & \$100 COSTS       \$20,63,092         Prees, Contingencies, Planning Costs etc       \$761,338         Sustainable Design & Construction Costs / Lifetime Homes / FPCs       \$206,350         Total Build Costs       \$20,63,50         Total Subdi Costs       \$4,431,610         Section 106 / CLL Costs       \$4,431,610         Section 106 / CLL Costs       \$20,63,30         Total Sub6 & Marketing Costs       \$21,720         Marketing Costs & Legal Fees       \$1,716,810         Section 106 / CLL Costs       \$25,432         Total Sub6 & Marketing Costs       \$25,430,523         Diotal Sub6 & Marketing Costs       \$25,430,523         Diotal Sub Costs       \$5,430,523         Diotal Sub Costs       \$5,430,523         Diotal DevelopPENT COSTS       \$5,430,523         Diotal Sub Costs       \$1,708,500         \$10,029,112       \$1,014,120         GROSS RESIDUALIAND VALUE       \$3,015,761         FUNCE & ACQUISTION COSTS       \$138,708         Ageents Fees       \$25,226         Stad	SITE SIZE (HA)			0.74		
Affordable Housing Revenue Affordable Housing Revenue 17 total Value of Scheme EXENDENTIAL BUILDING, MARKETING & SLOG COSTS Heistine Kontingencies, Planning Costs ete Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables ete 12 06,330 Total Build Costs Section 106 / CIL Costs Marketing Costs & 44,431.610 Section 106 / CIL Costs Marketing Costs & 44,431.610 Section 106 / CIL Costs Marketing Costs & 44,431.610 Section 106 / CIL Costs Marketing Costs & 12 06,330 Total Sloß & Marketing Costs 12 05 38 13 05 48 14 431.610 Section 106 / CIL Costs Marketing Costs & 12 52,432 Total Sloß & Marketing Costs 15 05,430,523 DEVELOPTERS RETURN FOR RISK AND PROFIT Open Market Housing Profit 11 07 41. DEVELOPTERS RETURN FOR RISK AND PROFIT Open Market Housing Profit 11 07 41. DEVELOPTERS RETURN FOR RISK AND PROFIT Open Market Housing Profit 11 07 41. DEVELOPTERS RETURN FOR RISK AND PROFIT Open Market Housing Profit 11 07 41. DEVELOPTERS RETURN FOR RISK AND PROFIT Open Market Housing Profit 11 07 41 00 erating Profit 12 07 41 00 erating Profit 13 07 76 1 13 07	VALUE / AREA			11		
Open Market Housing Revenue£8,542,500Total Value of Scheme£10,257,696ENSIDENTIAL BUILDING, MARKETING & \$106 COSTSBuild CostsFees, Contingencies, Planning Costs etcSustainable Design & Construction Costs / Lifetime Homes / EPCSVoids / EPCs / Renwables etcSocial Build CostsSection 106 / CIL CostsSection 106 / CIL CostsSection 106 / CIL CostsMarketing Costs & Legal FeesSocial Build CostsSocial Build CostsSection 106 / CIL CostsMarketing Costs & Legal FeesSocial Build CostsSocial Build CostsSocial Build CostsSocial Build CostsDevelopPrex RetruenceSocial Build CostsSocial Social CostsSocial Build CostsSocial Build CostsSocial Build CostsSocial Cost RestruenceSocial Cost RestruenceSocial Social CostSocial Social Social CostSocial Social Social Social CostSocial Social Social Social CostSocial Social Social Social CostSocial Social Social CostSocial Social CostSocial Social Social CostSocial Social CostSocial Social CostSocial Social CostSocial Social CostSocial Social CostSocia	REVENUE					
Open Market Housing Revenue£8,542,500Total Value of Scheme£10,257,696ENSIDENTIAL BUILDING, MARKETING & \$106 COSTSBuild CostsFees, Contingencies, Planning Costs etcSustainable Design & Construction Costs / Lifetime Homes / EPCSVoids / EPCs / Renwables etcSocial Build CostsSection 106 / CIL CostsSection 106 / CIL CostsSection 106 / CIL CostsMarketing Costs & Legal FeesSocial Build CostsSocial Build CostsSection 106 / CIL CostsMarketing Costs & Legal FeesSocial Build CostsSocial Build CostsSocial Build CostsSocial Build CostsDevelopPrex RetruenceSocial Build CostsSocial Social CostsSocial Build CostsSocial Build CostsSocial Build CostsSocial Cost RestruenceSocial Cost RestruenceSocial Social CostSocial Social Social CostSocial Social Social Social CostSocial Social Social Social CostSocial Social Social Social CostSocial Social Social CostSocial Social CostSocial Social Social CostSocial Social CostSocial Social CostSocial Social CostSocial Social CostSocial Social CostSocia						
Total Value of Scheme       £10,257,696         PESIDENTIAL BUIRDING, MARKETING & \$106 COSTS         Build Costs       £3,463,922         Fees, Contingencies, Planning Costs etc       \$761,338         Sustainable besign & Construction Costs / Elfetime Homes / EPCs       \$206,350         Yoids / EPCs / Renwables etc       £206,350         Section 106 / CIL Costs       \$4,431,610         Section 106 / CIL Costs       \$1401,250         Marketing Costs & Legal Fees       \$2345,231         Total S106 & Marketing Costs       \$252,432         TOTAL DEVELOPMENT COSTS       \$5,430,523         DEVELOPMENT COSTS       \$5,430,523         DEVELOPMENT COSTS       \$5,430,523         DEVELOPMENT COSTS       \$1,708,500         Affordable Housing Profit       \$1,811,412         GROSS RESEDUAL LAND VALUE       \$3,015,761         EVANCE & ACQUISITION COSTS       \$2,523,616         Argants Fees       \$2,523,616         Legal Fees       \$2,226,818         Somp Duty       \$120,630         Interest on Land Purchase       \$718,455         Cotal Finance & Acquisition Costs       \$711,845         NET RESEDUAL LAND VALUE       \$2,223,916 (momentance & acquisition Costs         Interest on Land Purchase       \$711,845 </td <td>Affordable Housing Revenue</td> <td></td> <td></td> <td>£1,715,196</td> <td></td> <td></td>	Affordable Housing Revenue			£1,715,196		
RESIDENTIAL BUILDING, MARKETING & \$106 COSTS         Build Costs Fees, Contingencies, Planning Costs et c Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables et c       £3,463,922 £761,338         Total Build Costs Voids / EPCs / Renwables et c       £206,350         Total Build Costs       £4,431,610         Section 106 / CIL Costs Marketing Costs & Legal Fees       £401,250         Costs & Legal Fees       £345,231         Total \$106 & Marketing Costs       £746,481         Finance on Build Costs       £252,432         TOTAL DEVELOPMENT COSTS       £5,430,523         DEVELOPMENT COSTS       £5,430,523         DEVELOPMENT FOR RISK AND PROFIT       1102,912         Open Market Housing Profit Affordable Housing Profit       £1,708,500         Affordable Housing Profit       £1,811,412         GROSS RISIDUAL LAND VALUE       £3,015,761         EVELOPMENT ES FUEND COSTS       £45,236         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £45,236         Legal Fees       £22,53,916         Samp Dufy       £120,630         Interest on Land Purchase       £741,845         NET RESIDUAL LAND VALUE       £2,253,916         KIV (E per Ha)       £2,253,916	<b>Open Market Housing Revenue</b>			£8,542,500		
RESIDENTIAL BUILDING, MARKETING & \$106 COSTS         Build Costs Fees, Contingencies, Planning Costs et c Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables et c       £3,463,922 £761,338         Total Build Costs Voids / EPCs / Renwables et c       £206,350         Total Build Costs       £4,431,610         Section 106 / CIL Costs Marketing Costs & Legal Fees       £401,250         Costs & Legal Fees       £345,231         Total \$106 & Marketing Costs       £746,481         Finance on Build Costs       £252,432         TOTAL DEVELOPMENT COSTS       £5,430,523         DEVELOPMENT COSTS       £5,430,523         DEVELOPMENT FOR RISK AND PROFIT       1102,912         Open Market Housing Profit Affordable Housing Profit       £1,708,500         Affordable Housing Profit       £1,811,412         GROSS RISIDUAL LAND VALUE       £3,015,761         EVELOPMENT ES FUEND COSTS       £45,236         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £45,236         Legal Fees       £22,53,916         Samp Dufy       £120,630         Interest on Land Purchase       £741,845         NET RESIDUAL LAND VALUE       £2,253,916         KIV (E per Ha)       £2,253,916						
Build CostsFrees, Contingencies, Planning Costs etc \$206,350Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£206,350Total Build Costs£4,431,610Section 106 / CLL Costs Marketing Costs & Legal Fees£401,250Costs & Legal Fees£345,231Total s106 & Marketing Costs£746,481Finance on Build Costs£252,432TOTAL DEVELOPMENT COSTS£5,430,523DEVELOPER'S RETURN FOR RISK AND PROFIT11,708,500Open Market Housing Profit£1,708,500Affordable Housing Profit£1,811,412GROSS RESIDUAL LAND VALUE£3,015,761FINANCE & ACQUISITION COSTS£45,236Arrangement Fee / Misc Fees (Surveyors etc)£138,768Agent Fees£45,236Legal Fees£22,613Stamp Duty£120,630Interest on Land Purchase£434,592Total Finance & Acquisition Costs£761,845	Total Value of Scheme			£10,257,696		
Build CostsFrees, Contingencies, Planning Costs etc \$206,350Sustainable Design & Construction Costs / Lifetime Homes / EPCs Voids / EPCs / Renwables etc£206,350Total Build Costs£4,431,610Section 106 / CLL Costs Marketing Costs & Legal Fees£401,250Costs & Legal Fees£345,231Total s106 & Marketing Costs£746,481Finance on Build Costs£252,432TOTAL DEVELOPMENT COSTS£5,430,523DEVELOPER'S RETURN FOR RISK AND PROFIT11,708,500Open Market Housing Profit£1,708,500Affordable Housing Profit£1,811,412GROSS RESIDUAL LAND VALUE£3,015,761FINANCE & ACQUISITION COSTS£45,236Arrangement Fee / Misc Fees (Surveyors etc)£138,768Agent Fees£45,236Legal Fees£22,613Stamp Duty£120,630Interest on Land Purchase£434,592Total Finance & Acquisition Costs£761,845						
Fees, Contingencies, Planning Costs etc       £761,338         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £206,350         Yoids / EPCs / Renwables etc       £206,350         Total Build Costs       £4431,610         Section 106 / CLL Costs       £401,250         Marketing Costs & Legal Fees       £345,231         Total S106 & Marketing Costs       £746,481         Finance on Build Costs       £252,432         TOTAL DEVELOPMENT COSTS       £5,430,523         DEVELOPTER'S RETURN FOR RISK AND PROFIT       \$1,708,500         Open Market Housing Profit       £1,811,412         GROSS RESIDUALIAND VALUE       £3,015,761         FINANCE & ACQUISITION COSTS       £22,638         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £22,630         Legal Fees       £22,630         Stamp Duty       £120,630         Interest on Land Purchase       £34,592         Total Finance & Acquisition Costs       £761,845	<b>RESIDENTIAL BUILDING, MARKETING &amp; S106</b>	COSTS				
Fees, Contingencies, Planning Costs etc       £761,338         Sustainable Design & Construction Costs / Lifetime Homes / EPCs       £206,350         Yoids / EPCs / Renwables etc       £206,350         Total Build Costs       £4431,610         Section 106 / CLL Costs       £401,250         Marketing Costs & Legal Fees       £345,231         Total S106 & Marketing Costs       £746,481         Finance on Build Costs       £252,432         TOTAL DEVELOPMENT COSTS       £5,430,523         DEVELOPTER'S RETURN FOR RISK AND PROFIT       \$1,708,500         Open Market Housing Profit       £1,811,412         GROSS RESIDUALIAND VALUE       £3,015,761         FINANCE & ACQUISITION COSTS       £22,638         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £22,630         Legal Fees       £22,630         Stamp Duty       £120,630         Interest on Land Purchase       £34,592         Total Finance & Acquisition Costs       £761,845						
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Section 106 / CIL Costs Marketing Costs & Legal Fees £401,250 £345,231 <u>Total s106 &amp; Marketing Costs</u> £746,481 <u>Finance on Build Costs</u> £746,481 <u>Finance on Build Costs</u> £522,432 <u>TOTAL DEVELOPMENT COSTS</u> £5,430,523 <u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u> Open Market Housing Profit £1,708,500 Affordable Housing Profit £1,708,500 Affordable Housing Profit £1,811,412 <u>GROSS RESIDUAL LAND VALUE</u> £3,015,761 <u>FINANCE &amp; ACQUISITION COSTS</u> Arrangement Fee / Misc Fees (Surveyors etc) Arrangement Fee / Misc F	Voids / EPCs / Renwables etc			£206,350		
Section 106 / CIL Costs Marketing Costs & Legal Fees £401,250 £345,231 <u>Total s106 &amp; Marketing Costs</u> £746,481 <u>Finance on Build Costs</u> £746,481 <u>Finance on Build Costs</u> £522,432 <u>TOTAL DEVELOPMENT COSTS</u> £5,430,523 <u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u> Open Market Housing Profit £1,708,500 Affordable Housing Profit £1,708,500 Affordable Housing Profit £1,811,412 GROSS RESIDUAL LAND VALUE £3,015,761 <u>FINANCE &amp; ACQUISITION COSTS</u> Arrangement Fee / Misc Fees (Surveyors etc) Arrangement Fee / Misc Fee						
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TOTAL DEVELOPMENT COSTS£5,430,523DEVELOPER'S RETURN FOR RISK AND PROFITOpen Market Housing Profit£1,708,500 £102,912Total Operating Profit£1,811,412GROSS RESIDUAL LAND VALUE£3,015,761FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£138,768 £45,236 £22,618Legal Fees£45,236 £45,236Legal Fees£120,630 £120,630 Interest on Land PurchaseTotal Finance & Acquisition Costs£761,845NET RESIDUAL LAND VALUE RUV (£ per Ha)£2,253,916 £3,042,787 costs if CRUV Negative)	Finance on Puild Costs			£959 499		
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Open Market Housing Profit£1,708,500 £102,912Total Operating Profit£1,811,412GROSS RESIDUAL LAND VALUE£3,015,761FINANCE & ACQUISITION COSTS£138,768Arrangement Fee / Misc Fees (Surveyors etc)£138,768Agents Fees£22,618Legal Fees£120,630Interest on Land Purchase£761,845NET RESIDUAL LAND VALUE£2,253,916 (tgnores finance & acquisition £3,042,787 costs if GRUV Negative)	TOTAL DEVELOPMENT COSTS			13,430,323		
Open Market Housing Profit£1,708,500 £102,912Total Operating Profit£1,811,412GROSS RESIDUAL LAND VALUE£3,015,761FINANCE & ACQUISITION COSTS£138,768Arrangement Fee / Misc Fees (Surveyors etc)£138,768Agents Fees£22,618Legal Fees£120,630Interest on Land Purchase£761,845NET RESIDUAL LAND VALUE£2,253,916 (tgnores finance & acquisition £3,042,787 costs if GRUV Negative)	DEVELOPED'S DETIION FOD DISK AND DOGET					
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Total Operating Profit£1,811,412GROSS RESIDUAL IAND VALUE£3,015,761FINANCE & ACQUISITION COSTSArrangement Fee / Misc Fees (Surveyors etc)£138,768Agents Fees£45,236Legal Fees£22,618Stamp Duty£120,630Interest on Land Purchase£434,592Total Finance & Acquisition Costs£761,845NET RESIDUAL LIAND VALUE£2,253,916 (gnores finance & acquisitionRLV (£ per Ha)£3,042,787 costs if GRUV Negative)						
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FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £45,236         Legal Fees       £22,618         Stamp Duty       £120,630         Interest on Land Purchase       £434,592         Total Finance & Acquisition Costs       £761,845         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £2,253,916 (ignores finance & acquisition £3,042,787 costs if GRUV Negative)	<u></u>					
FINANCE & ACQUISITION COSTS         Arrangement Fee / Misc Fees (Surveyors etc)       £138,768         Agents Fees       £45,236         Legal Fees       £22,618         Stamp Duty       £120,630         Interest on Land Purchase       £434,592         Total Finance & Acquisition Costs       £761,845         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £2,253,916 (ignores finance & acquisition £3,042,787 costs if GRUV Negative)	GROSS RESIDUAL LAND VALUE			£3,015,761		
Arrangement Fee / Misc Fees (Surveyors etc)£138,768Agents Fees£45,236Legal Fees£22,618Stamp Duty£120,630Interest on Land Purchase£434,592Total Finance & Acquisition Costs£761,845NET RESIDUAL LAND VALUE£2,253,916RLV (f. per Ha)£3,042,787costs if GRLV Negative)						
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Agents Fees£45,236Legal Fees£22,618Stamp Duty£120,630Interest on Land Purchase£434,592Total Finance & Acquisition Costs£761,845NET RESIDUAL LIAND VALUE£2,253,916 (ignores finance & acquisition figures figur						
Legal Fees       £22,618         Stamp Duty       £120,630         Interest on Land Purchase       £434,592         Total Finance & Acquisition Costs       £761,845         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £2,253,916 (ignores finance & acquisition £3,042,787 costs if GRLV Negative)	Arrangement Fee / Misc Fees (Surveyors etc)			£138,768		
Stamp Duty       £120,630         Interest on Land Purchase       £434,592         Total Finance & Acquisition Costs       £761,845         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £2,253,916 (ignores finance & acquisition £3,042,787 costs if GRLV Negative)	Agents Fees			£45,236		
Interest on Land Purchase       £434,592         Total Finance & Acquisition Costs       £761,845         NET RESIDUAL LAND VALUE RLV (£ per Ha)       £2,253,916 (ignores finance & acquisition £3,042,787 costs if GRLV Negative)	Legal Fees			£22,618		
Total Finance & Acquisition Costs£761,845NET RESIDUAL LAND VALUE RLV (£ per Ha)£2,253,916 (ignores finance & acquisition £3,042,787 costs if GRLV Negative)				£120,630		
NET RESIDUAL IAND VALUE£2,253,916 (ignores finance & acquisitionRLV (£ per Ha)£3,042,787 costs if GRLV Negative)	Interest on Land Purchase			£434,592		
NET RESIDUAL IAND VALUE£2,253,916 (ignores finance & acquisition £3,042,787 costs if GRLV Negative)						
RLV (£ per Ha)     £3,042,787 costs if GRLV Negative)	Total Finance & Acquisition Costs			£761,845		
RLV (£ per Ha)     £3,042,787 costs if GRLV Negative)						
						sition
NRLV as % of GDV         22.0%	-				sts if GRLV Negative)	
	NRLV as % of GDV			22.0%		

				Net RLV:	£202,532
Residua	l Land Value D	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £0 CII	30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	3,999				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOIALNOWIDER OF UNITS	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE DI TENURE	70%	0%	18%	12%	0%
SITE SIZE (HA)			1.01		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£1,421,010		
<b>Open Market Housing Revenue</b>			£6,095,250		
Total Value of Scheme			£7,516,260		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£4,055,918		
Fees, Contingencies, Planning Costs etc			£850,138		
Sustainable Design & Construction Costs / Life	time Homes / EPCs				
Voids / EPCs / Renwables etc			£206,350		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£150,000		
Marketing Costs & Legal Fees			£262,988		
Total s106 & Marketing Costs			£412,988		
Finance on Build Costs			£269,363		
TOTAL DEVELOPMENT COSTS			£5,794,756		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
Open Market Housing Profit			£1,219,050		
Affordable Housing Profit			£85,261		
Total Operating Profit			£1,304,311		
GROSS RESIDUAL IAND VALUE			£417,193		
FINANCE & ACQUISITION COSTS					
			0100 007		
Arrangement Fee / Misc Fees (Surveyors etc)			£120,067		
Agents Fees			£6,258		
Legal Fees			£3,129		
Stamp Duty			£12,516		
Interest on Land Purchase			£72,691		
Total Empres 0 A			0014 001		
Total Finance & Acquisition Costs			£214,661		
NET DECIDITAT LAND VALUE			COUO 200 %	G	
NET RESIDUAL IAND VALUE				ores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			2.7%		

				Net RLV:	£639,068
Residua		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £50 C	LL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	3,999 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	50	35	15	30%	
	% Private	% SR	%AR	% Int 1	% <b>Int 2</b>
PERCENTAGE BY TENURE	70%	0%	18%	12%	0%
SITE SIZE (HA)			1.01		
VALUE / AREA			4		
REVENUE					
Affordable Housing Douonus			01 407 070		
Affordable Housing Revenue Open Market Housing Revenue			£1,487,070 £6,945,750		
Open Market nousing kevenue			10,343,730		
Total Value of Scheme			£8,432,820		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£4,055,918		
Fees, Contingencies, Planning Costs etc	······································		£850,138		
Sustainable Design & Construction Costs / Life Voids / EPCs / Renwables etc	time Homes / EPCs		£206,350		
Volus / El Cs / Reliwables etc			1200,330		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£291,750		
Marketing Costs & Legal Fees			£290,485		
Total s106 & Marketing Costs			£582,235		
Finance on Build Costs			£277,614		
			2211,011		
TOTAL DEVELOPMENT COSTS			£5,972,254		
<b>DEVELOPER'S RETURN FOR RISK AND PROFIT</b>					
Open Market Housing Profit			£1,389,150		
Affordable Housing Profit			£89,224		
Total Operating Profit			£1,478,374		
<u>Total o portang Total</u>			21,110,011		
GROSS RESIDUAL IAND VALUE			£982,192		
FINANCE & ACQUISITION COSTS					
			0100 007		
Arrangement Fee / Misc Fees (Surveyors etc) Agents Fees			£129,267 £14,733		
Legal Fees			£7,366		
Stamp Duty			£39,288		
Interest on Land Purchase			£152,470		
			- ,		
Total Finance & Acquisition Costs			£343,124		
NET RESIDUAL IAND VALUE				ores finance & acquisiti	on
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			7.6%		

				Net RLV:	£1,642,083
Residua		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £100	CIL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	3,999			0/ 17	
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50 % Private	35 % SR	15 %AR	30% % Int 1	% <b>Int 2</b>
PERCENTAGE BY TENURE	70%	0%	18%	12%	0%
SITE SIZE (HA)	1070	070	1.01	10/0	070
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£1,619,190		
Open Market Housing Revenue			£8,646,750		
Total Value of Scheme			C10 965 040		
Total value of Scheme			£10,265,940		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
,					
Build Costs			£4,055,918		
Fees, Contingencies, Planning Costs etc			£850,138		
Sustainable Design & Construction Costs / Life	time Homes / EPCs	5			
Voids / EPCs / Renwables etc			£206,350		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£433,500		
Marketing Costs & Legal Fees			£345,478		
marketing costs a legar rees			2010,110		
Total s106 & Marketing Costs			£778,978		
Finance on Build Costs			£287,205		
TOTAL DEVELOPMENT COSTS			£6,178,589		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
DEVELOPER S REFORM FOR RISK AND FROFII					
Open Market Housing Profit			£1,729,350		
Affordable Housing Profit			£97,151		
0					
Total Operating Profit			£1,826,501		
GROSS RESIDUAL LAND VALUE			£2,260,850		
THIANOP & ACOMPUTION COCING					
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£146,180		
Agents Fees			£33,913		
Legal Fees			£16,956		
Stamp Duty			£90,434		
Interest on Land Purchase			£331,283		
<b>Total Finance &amp; Acquisition Costs</b>			£618,767		
			04 0 40 000		
NET RESIDUAL IAND VALUE				ores finance & acquisit	ion
RLV (£ per Ha)				sts if GRLV Negative)	
NRLV as % of GDV			16.0%		

				Net RLV:	£3,267,121
Residual	I and Value D	ata Sum <del>n</del>	nary & Results	net KLV:	13,207,121
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	50 Mixed £125	сп 900/ ли			
		) СШ ЗО% АП			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	3,999 Tatal	D	A (C] . ] . ] .	0/ 411	
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	50	35	15	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	18%	12%	0%
SITE SIZE (HA)			1.01		
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£1,817,370		
Open Market Housing Revenue			£11,198,250		
open market nousing we tende			211,100,200		
Total Value of Scheme			£13,015,620		
RESIDENTIAL BUILDING, MARKETING & S106	CUSIS				
Build Costs			C/ 055 010		
			£4,055,918		
Fees, Contingencies, Planning Costs etc		a	£850,138		
Sustainable Design & Construction Costs / Life	etime Homes / EP	US .			
Voids / EPCs / Renwables etc			£206,350		
Total Build Costs			£5,112,406		
Section 106 / CIL Costs			£504,375		
Marketing Costs & Legal Fees			£427,969		
0 0					
Total s106 & Marketing Costs			£932,344		
Finance on Build Costs			£294,682		
			220 1,002		
TOTAL DEVELOPMENT COSTS			£6,339,431		
			20,000,101		
DEVELOPER'S RETURN FOR RISK AND PROFIT					
DEVELOPER 5 REFORM FOR RISK AND FROFIL					
On an Market Hander & Des Ca			CO 000 070		
Open Market Housing Profit			£2,239,650		
Affordable Housing Profit			£109,042		
Total Operating Profit			$\pounds 2,348,692$		
GROSS RESIDUAL IAND VALUE			£4,327,497		
FINANCE & ACQUISITION COSTS					
Arrangement Fee / Misc Fees (Surveyors etc)			£170,064		
Agents Fees			£64,912		
Legal Fees			£32,456		
Stamp Duty			£173,100		
Interest on Land Purchase			£619,844		
and the same i dividit			2010,011		
Total Finance & Acquisition Costs			£1,060,376		
<b>_</b>			, ,		
NET RESIDUAL IAND VALUE			£3,267,121 (ig	nores finance & acqui	sition
RLV (£ per Ha)			£3,234,450 co	sts if GRLV Negative)	
NRLV as % of GDV			25.1%		

	_		_	Net RLV:	09 071 057
Residual	Iand Value D	ata Sumn	nary & Results	Net RLV:	-£2,971,957
	Residential	ata Sum	nary & Mesults		
DEVELOPMENT TYPE		900/ ATT			
DEVELOPMENT DESCRIPTION	100 Flats £0 CIL	30% AH			
DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514	<b>D</b> • 4	ACC 111	0/ 4 11	
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100	70	30	30%	0/ 7 . 0
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			2		
REVENUE					
Affordable Housing Devenue			00 000 000		
Affordable Housing Revenue			£2,308,803		
Open Market Housing Revenue			£7,901,250		
Total Value of Salarma			010 010 059		
Total Value of Scheme			£10,210,053		
DECIDENTIAL DUIDDING MADURING 9 C100	COCTC				
RESIDENTIAL BUILDING, MARKETING & S106					
Duild Costs			00.014.900		
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc	Here II		£1,781,717		
Sustainable Design & Construction Costs / Life	time Homes / EPUs		0000 700		
Voids / EPCs / Renwables etc			£232,700		
Total Duild Costs			010 090 717		
Total Build Costs			£10,928,717		
			000 000		
Section 106 / CIL Costs			£300,000		
Marketing Costs & Legal Fees			£288,788		
Total of 06 9 Markating Costs			CE00 700		
Total s106 & Marketing Costs			£588,788		
TOTAL DEVELOPMENT COSTS			£11 517 50 <i>4</i>		
TOTAL DEVELOPMENT COSTS			£11,517,504		
DEVELODED'S DETLIDN EOD DISK AND DDOEFT			£1,767,552		
DEVELOPER'S RETURN FOR RISK AND PROFIT			11,707,332		
Total Operating Profit			£1,767,552		
			11,707,332		
FINANCE & ACQUISITION COSTS					
<u>FINANCE &amp; ACQUBILION COSIS</u>					
Agents Fees			£55,000		
Legal Fees			£0		
Stamp Duty			-£118,878		
Interest			-£39,168		
Total Financo & Acquisition Costs			£102 046		
Total Finance & Acquisition Costs			-£103,046		
NET DESIDIAT FAND VALUE			£9 071 0E7 -		·
NET RESIDUAL IAND VALUE				ores finance & acquisit	ion
RLV (£ per Ha)			-14,302,303 (0	osts if GRLV Negative)	
NRLV as % of GDV			-29.1%		
			-~J.1/0		

				Net RLV:	-£2,322,917
Residual	I and Value N	ata Sumn	nary & Results	net KLV:	-12,322,917
	Residential	ata Summ	nary & nesuns		
DEVELOPMENT TYPE	100 Flats £50 Cl	T 900/ ATT			
DEVELOPMENT DESCRIPTION DEVELOPMENT SIZE (TOTAL m²) - GIA	5,514	L 30% AH			
DEVELOTIVIENT SIZE (TOTALIII ) - GIA	J,J14 Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	100	70	30	<b>30%</b>	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			4		
REVENUE					
Affordable Housing Revenue			£2,443,353		
<b>Open Market Housing Revenue</b>			£9,003,750		
Total Value of Scheme			£11,447,103		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc	time Homes / FDCs		£1,781,717		
Sustainable Design & Construction Costs / Life Voids / EPCs / Renwables etc	line Homes / EPCs		6999 700		
Volus / EPCS / Rehwables etc			£232,700		
Total Build Costs			£10,928,717		
			210,020,717		
Section 106 / CIL Costs			£504,167		
Marketing Costs & Legal Fees			£321,863		
0 0			,		
Total s106 & Marketing Costs			£826,029		
TOTAL DEVELOPMENT COSTS			£11,754,746		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£1,988,052		
			01 000 050		
Total Operating Profit			£1,988,052		
FINANCE & ACQUISITION COSTS					
<u>FINANCE &amp; ACQUBILION COSIS</u>					
Agents Fees			£55,000		
Legal Fees			£0		
Stamp Duty			-£92,917		
Interest			£65,138		
Total Finance & Acquisition Costs			£27,222		
NET RESIDUAL IAND VALUE			-£2,322,917 (ig	nores finance & acquisit	ion
RLV (£ per Ha)			-£3,519,571 c	osts if GRLV Negative)	
NRLV as % of GDV			-20.3%		

				Net RLV:	-£834,607
Residua	l Land Value Da	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Flats £100 C	IL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	5,514				
TOTAL MULLIPER OF TRUES	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	100	70	30	30%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)			0.66		
VALUE / AREA			8		
REVENUE					
Affordable Housing Revenue			£2,712,453		
Open Market Housing Revenue			£11,208,750		
open market nousing we rende			211,200,100		
Total Value of Scheme			£13,921,203		
			210,021,200		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
	00010				
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc			£1,781,717		
Sustainable Design & Construction Costs / Life	time Homes / FDCs		1,701,717		
Voids / EPCs / Renwables etc	cuille fioniles / ErCs		6999 700		
Volus / EPCS / Reliwables etc			£232,700		
Total Build Costs			£10,928,717		
			110,520,717		
Section 106 / CIL Costs			£708,333		
Marketing Costs & Legal Fees			£388,013		
Marketing Costs & Legar rees			1300,013		
Total s106 & Marketing Costs			£1,096,346		
Total STOD & Marketing Costs			21,000,010		
TOTAL DEVELOPMENT COSTS			£12,025,062		
			212,023,002		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£2,429,052		
			20,100,000		
Total Operating Profit			£2,429,052		
			16,160,006		
FINANCE & ACQUISITION COSTS					
HIVANCE & ACQUBINON COSTS					
Agents Fees			£55,000		
Legal Fees			£35,000 £0		
Stamp Duty			-£33,384		
Interest					
Interest			£280,080		
Total Finance & Acquisition Costs			£201 605		
Total Finance & Acquisition Costs			£301,695		
NET RESIDUAL LAND VALUE			CO94 CO7 .		
RLV (£ per Ha)				ores finance & acquisiti	UII
nra (r hei 119)			-£1,264,556 cos	us ii GRLV Negative)	
NRLV as % of GDV			-6.0%		
TARTA 42 \0 AT AT A			-0.070		

				Net RLV:	£1,554,457
Residua	al Land Value Da	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential		0		
DEVELOPMENT DESCRIPTION	100 Flats £125 C	IL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	5,514				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	100	70	30	30%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)	1070	070	0.66	12/0	070
VALUE / AREA			11		
REVENUE			11		
Affordable Housing Revenue			£3,116,103		
Open Market Housing Revenue			£14,516,250		
open market nousing ite venue			214,010,200		
Total Value of Scheme			£17,632,353		
Total value of Scheme			217,052,555		
RESIDENTIAL BUILDING, MARKETING & S106	27203				
MODELLIAL DOLLATIO, MAMELING & STO	00015				
Build Costs			£8,914,300		
Fees, Contingencies, Planning Costs etc			£1,781,717		
Sustainable Design & Construction Costs / Life	atima Uamas / FDCs		11,701,717		
Voids / EPCs / Renwables etc	etime nomes / Ercs		C999 700		
Volus / EPCS / Reliwables etc			£232,700		
Total Build Costs			£10,928,717		
			110,520,717		
Section 106 / CIL Costs			£810,417		
			£487,238		
Marketing Costs & Legal Fees			1407,230		
Total s106 & Marketing Costs			£1,297,654		
Total STOD & Marketing Costs			11,237,034		
TOTAL DEVELOPMENT COSTS			£12,226,371		
TOTAL DEVELOPMENT COSTS			112,220,371		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£3,090,552		
DEVELOPER 5 REFORM FOR RISK AND FROFIL			13,030,332		
Total Operating Profit			62 000 559		
Total Operating Front			£3,090,552		
EINANCE & ACOURTION COSTS					
FINANCE & ACQUISITION COSTS					
Aganta Food			670 917		
Agents Fees			£78,317		
Legal Fees			£11,658		
Stamp Duty			£62,178		
Interest			£608,820		
Total Finance 9 Acquisition Costs			6760 079		
Total Finance & Acquisition Costs			£760,973		
			01 224 427		
NET RESIDUAL LAND VALUE				ores finance & acquisit	on
RLV (£ per Ha)			12,333,238 co	sts if GRLV Negative)	
NDIV of 0/ of CDV			0.00/		
NRLV as % of GDV			8.8%		

				Net RLV:	£854,683
Residua	l Land Value Da	ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential		Ū		
DEVELOPMENT DESCRIPTION	100 Mixed £0 CI	L 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	8,615				
TOTAL STUDENTS OF TIMES	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	100	70	30	30%	
	% Private	% <b>SR</b>	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)			2.50		
VALUE / AREA			2		
REVENUE					
Affordable Housing Revenue			£3,073,091		
Open Market Housing Revenue			£13,061,250		
· · · · · · · · · · · · · · · · · · ·					
Total Value of Scheme			£16,134,341		
			210,101,011		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£9,130,053		
Fees, Contingencies, Planning Costs etc			£1,815,158		
Sustainable Design & Construction Costs / Life	time Homes / EPCs				
Voids / EPCs / Renwables etc			£232,700		
volus / Li os / Kenwabies etc			22002,100		
Total Build Costs			£11,177,912		
			211,111,012		
Section 106 / CIL Costs			£300,000		
Marketing Costs & Legal Fees			£443,588		
maneting costs a legar rees			2110,000		
Total s106 & Marketing Costs			£743,588		
TOTAL DEVELOPMENT COSTS			£11,921,499		
			, , , , , , , , , , , , , , , , , , , ,		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£2,783,287		
			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
Total Operating Profit			£2,783,287		
			,		
FINANCE & ACQUISITION COSTS					
vv					
Agents Fees			£52,820		
Legal Fees			£6,410		
Stamp Duty			£34,187		
Interest			£481,454		
			~ 10 1, 10 1		
Total Finance & Acquisition Costs			£574,872		
Obt			201 1,012		
NET RESIDUAL IAND VALUE			<b>FR54 683</b> (im	ores finance & acquisitio	n
RLV (£ per Ha)				sts if GRLV Negative)	
(~ <b>F</b> ~~ <b>*</b> ~ <b>*</b>			2011,010 (0	a dally regative)	
NRLV as % of GDV			5.3%		
			J.J/U		

				Net RLV:	£1,864,309
Residual	I Jand Value D	ata Sumn	nary & Results		11,004,303
DEVELOPMENT TYPE	Residential	ata Summ	hary & Mesults		
DEVELOPMENT DESCRIPTION	100 Mixed £50	CIL 30% AH			
DEVELOPMENT SIZE (TOTAL m <sup>2</sup> ) - GIA	8,615				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
IOIAL NUMIDER OF UNITS	100	70	30	30%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	70%	0%	13%	12%	0%
SITE SIZE (HA) VALUE / AREA			2.50		
VALUE / AREA REVENUE			4		
MITING					
Affordable Housing Revenue			£3,216,416		
Open Market Housing Revenue			£14,883,750		
Total Value of Scheme			£18,100,166		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			CO 190 059		
Fees, Contingencies, Planning Costs etc			£9,130,053 £1,815,158		
Sustainable Design & Construction Costs / Lifet	time Homes / EPCs		21,013,130		
Voids / EPCs / Renwables etc			£232,700		
			, , , ,		
Total Build Costs			£11,177,912		
Section 106 / CIL Costs			£608,833		
Marketing Costs & Legal Fees			£498,263		
Total s106 & Marketing Costs			£1,107,096		
Total STOD & Marketing Costs			21,107,050		
TOTAL DEVELOPMENT COSTS			£12,285,007		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£3,147,787		
			00 147 707		
Total Operating Profit			£3,147,787		
FINANCE & ACQUISITION COSTS					
Agents Fees			£67,965		
Legal Fees			£13,982		
Stamp Duty			£74,572		
Interest			£646,543		
Total Emanage 9 Accusications Contra			0000 000		
Total Finance & Acquisition Costs			£803,062		
NET RESIDUAL IAND VALUE			<b>F1 864 300</b> a	gnores finance & acquisit	ion
RLV (£ per Ha)				osts if GRLV Negative)	
` <b>I</b> `			-,	0	
NRLV as % of GDV			10.3%		

				Net RLV:	£4,165,218
Residua	Land Value D	ata Sumn	nary & Results	Net MLv.	14,100,210
DEVELOPMENT TYPE	Residential		J		
DEVELOPMENT DESCRIPTION	100 Mixed £100	СП. 30% АН			
DEVELOPMENT SIZE (TOTALm <sup>2</sup> ) - GIA	8,615				
	Total	Private	Affordable	% AH	
TOTAL NUMBER OF UNITS	100	70	30	30%	
	% Private	% SR	%AR	% Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)	10/0	070	2.50	16/0	070
VALUE / AREA			8		
REVENUE			0		
Affordable Housing Revenue			£3,503,066		
Open Market Housing Revenue			£18,528,750		
Open Market Housing Revenue			110,520,750		
Total Value of Scheme			£22,031,816		
Total value of Scheme			222,001,010		
RESIDENTIAL BUILDING, MARKETING & S106	2 <b>72</b> 01				
MSIDENTIAL DOLLDING, MARKETING & 5100	00010				
Build Costs			£9,130,053		
Fees, Contingencies, Planning Costs etc			£1,815,158		
Sustainable Design & Construction Costs / Life	time Homes / EPCs		0000 700		
Voids / EPCs / Renwables etc			£232,700		
Total Build Costs			£11,177,912		
			0017 007		
Section 106 / CIL Costs			£917,667		
Marketing Costs & Legal Fees			£607,613		
			01 505 070		
Total s106 & Marketing Costs			£1,525,279		
TOTAL DEVELOBATING COOMS			010 700 101		
TOTAL DEVELOPMENT COSTS			£12,703,191		
DEVELOPEDIC DEVELOPEDIC TO DECIZAND DECEMI			00.070.707		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£3,876,787		
Total Operating Profit			£3,876,787		
FINANCE & ACQUISITION COSTS					
Agents Fees			£102,478		
Legal Fees			£31,239		
Stamp Duty			£166,609		
Interest			£986,294		
Total Finance & Acquisition Costs			£1,286,620		
NET RESIDUAL IAND VALUE				ores finance & acquisit	ion
RLV (£ per Ha)			£1,666,087 co	sts if GRLV Negative)	
NRLV as % of GDV			18.9%		

					07 000 000
n •1 1				Net RLV:	£7,898,238
		ata Sumn	nary & Results		
DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	100 Mixed £125	6 CIL 30% AH			
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,615 Tatal	D	A (C J - l. l -	0/ 411	
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	100 % Private	70 % SR	30 %AR	30% % Int 1	% Int 2
PERCENTAGE BY TENURE	70%	0%	13%	12%	0%
SITE SIZE (HA)	7070	070	2.50	12/0	070
VALUE / AREA			11		
REVENUE					
Affordable Housing Revenue			£3,933,041		
Open Market Housing Revenue			£23,996,250		
Total Value of Scheme			£27,929,291		
RESIDENTIAL BUILDING, MARKETING & S106	COSTS				
Build Costs			£9,130,053		
Fees, Contingencies, Planning Costs etc			£1,815,158		
Sustainable Design & Construction Costs / Lifet	time Homes / EPCs		0000 700		
Voids / EPCs / Renwables etc			£232,700		
Total Build Costs			£11,177,912		
			211,177,512		
Section 106 / CIL Costs			£1,072,083		
Marketing Costs & Legal Fees			£771,638		
0 0			,		
Total s106 & Marketing Costs			£1,843,721		
TOTAL DEVELOPMENT COSTS			£13,021,632		
DEVELOPER'S RETURN FOR RISK AND PROFIT			£4,970,287		
Total On easting Dealit			C4 070 997		
Total Operating Profit			£4,970,287		
FINANCE & ACQUISITION COSTS					
INANCE & ACQUBINON COSTS					
Agents Fees			£158,474		
Legal Fees			£59,237		
Stamp Duty			£315,930		
Interest			£1,505,493		
<b>Total Finance &amp; Acquisition Costs</b>			£2,039,133		
NET RESIDUAL IAND VALUE				gnores finance & acquisit	ion
RLV (£ per Ha)			£3,159,295 c	osts if GRLV Negative)	
NDIV or 0/ of CDV			00.00/		
NRLV as % of GDV			28.3%		



# Appendix IIc Commercial Appraisal Results Summary

## Table 2 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate 5.5% Yield

			1																					
								R	esidual Land Value (	£)									Residual Lan	d Value (£/Ha)				
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m <sup>2</sup> CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m² CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land Value - £105/m² Cl	Residual Land L Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m <sup>2</sup> CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £80/m <sup>2</sup> CIL	Residual Land Value - £100/m² Cl	Residual Land L Value - £120/m <sup>2</sup> CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m <sup>2</sup> CIL
		L.	0.63	£1,198,858	£1,163,352	£1,127,847	£1,092,342	£1,056,837	£1,021,332	£985,827	£950,321	£914,816	£879,311	£843,806	£1,902,949	£1,846,590	£1,790,233	£1,733,876	£1,677,519	£1,621,162	£1,564,805	£1,508,446	£1,452,089	£1,339,375
A1 Large Format Retail	Supermarket	м	0.63	£2,445,044	£2,409,539	£2,374,034	£2,338,529	£2,303,023	£2,267,518	£2,232,013	£2,196,508	£2,161,003	£2,125,498	£2,089,993	£3,881,022	£3,824,665	£3,768,308	£3,711,951	£3,655,592	£3,599,235	£3,542,878	£3,486,521	£3,430,163	£3,317,449
		н	0.63	£3,691,231	£3,655,726	£3,620,220	£3,584,715	£3,549,210	£3,513,705	£3,478,200	£3,442,695	£3,407,189	£3,371,684	£3,336,179	£5,859,097	£5,802,740	£5,746,381	£5,690,024	£5,633,667	£5,577,310	£5,520,952	£5,464,595	£5,408,237	£5,295,522
		L	0.60																					
A1 Large Format Retail	Retail Warehousing	м	0.60																					
		L	0.06																					
A1 - A5 Town Centre Retail	Convenience	м	0.06																					
		н	0.06																					
		L	0.04																					
A1 - A5 Town Centre Retail	Other Retail	м	0.04																					
		н	0.04																					
A1 - A5 Out of Town	Farm Shop	L M	0.05																					
AI-AS OUL OF IOWIT	Parmishop	н	0.05																					
			0.08																					
B1(a) Offices	Town Centre	м	0.08																					
		н	0.08																					
		L	0.63																					
B1(a) Offices	Out of Town / Business Park	м	0.63						Not Applicable										Not Ap	plicable				
		L	0.06																					
B1(a) Offices	Rural / Farm Diversification	M	0.06																					
		н	0.06																					
		L	0.13																					
B8 Industrial Warehousing	g Start-up / Move-on	м	0.13																					
		н	0.13																					
B8 Industrial Warehousing	g Larger	M	0.50																					
bo industrial wateriousing	g Laigei	н	0.50																					
		L	0.35																					
C1 Hotel	Budget	м	0.35																					
		н	0.35																					
C2 Residential Institution	Nursing Home	L M H	0.50 0.50 0.50																					
Key:		Negative RLV	/																					
			beneath Viability Te																					
			ng Viability Test 1 (F ng Viability Test 2 (F																					

RLV exceeding Viability Test 2 (RLV £500,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £750,000/ha) RLV exceeding Viability Test 3 (RLV £750,000 - £1,000,000/ha) RLV exceeding Viability Test 4 (RLV >£1,000,000/ha)

Source: Dixon Searle LLP (May 2014)

Appendix IIc - SDC Commercial Results v2.xlsx

#### Table 3 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate 6% Yield

								R	esidual Land Value (	£)									Residual La	nd Value (£/Ha)				
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £15/m <sup>2</sup> CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m <sup>2</sup> CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land L Value - £100/m <sup>2</sup> CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m <sup>2</sup> CIL	Residual Land Value - £180/m <sup>2</sup> CIL
		L	0.63	£758,037	£722,532	£687,027	£651,522	£616,017	£580,511	£545,006	£509,501	£473,996	£438,491	£402,986	£1,203,233	£1,146,876	£1,090,519	£1,034,162	£977,805	£921,446	£865,089	£808,732	£752,375	£639,660
A1 Large Format Retail	Supermarket	м	0.63	£1,894,019	£1,858,514	£1,823,008	£1,787,503	£1,751,998	£1,716,493	£1,680,988	£1,645,483	£1,609,978	£1,574,472	£1,538,967	£3,006,379	£2,950,022	£2,893,663	£2,837,306	£2,780,949	£2,724,592	£2,668,235	£2,611,878	£2,555,521	£2,442,805
		н	0.63	£3,030,000	£2,994,495	£2,958,990	£2,923,485	£2,887,980	£2,852,474	£2,816,969	£2,781,464	£2,745,959	£2,710,454	£2,674,949	£4,809,524	£4,753,167	£4,696,810	£4,640,452	£4,584,095	£4,527,737	£4,471,379	£4,415,022	£4,358,665	£4,245,951
A1 Large Format Retail	Retail Warehousing	L M	0.60	£758,037 £1,894,019	£722,532 £1.858.514	£687,027 £1,823,008	£651,522 £1,787,503	£616,017 £1,751,998	£580,511 £1,716,493	£545,006 £1,680,988	£509,501 £1,645,483	£473,996 £1,609,978	£438,491 £1,574,472	£402,986 £1,538,967	£1,263,395 £3,156,698	£1,204,220 £3,097,523	£1,145,045 £3,038,347	£1,085,870	£1,026,695 £2,919,997	£967,518 £2,860,822	£908,343	£849,168 £2,742,472	£789,993	£671,643 £2,564,945
AI Large Format Ketan	Ketali walenousilig	H	0.60	£3.030.000	£2,994,495	£2,958,990	£2,923,485	£2,887,980	£2,852,474	£2,816,969	£2,781,464	£2,745,959	£2,710,454	£2,674,949	£5.050.000	£4,990,825	£4,931,650	£2,979,172 £4.872.475	£4.813.300	£4,754,123	£2,801,647 £4,694,948	£4,635,773	£2,683,297 £4,576,598	£4,458,248
		L	0.06												25,050,000	24,550,025	24,552,650	24,072,475	24,013,500	24,754,125	24,034,540	24,033,113	24,570,550	24,430,240
A1 - A5 Town Centre Retail	Convenience	м	0.06																					
		н	0.06																					
		L	0.04																					
A1 - A5 Town Centre Retail	Other Retail	м	0.04																					
		L	0.05																					
A1 - A5 Out of Town	Farm Shop	м	0.05																					
		н	0.05																					
		L	0.08																					
B1(a) Offices	Town Centre	м	0.08																					
		H L	0.08																					
B1(a) Offices	Out of Town / Business Park	M	0.63																					
(-)	,,	н	0.63																					
		L	0.06						Not Applicable										NOT A	Applicable				
B1(a) Offices	Rural / Farm Diversification	м	0.06																					
		н	0.06																					
B8 Industrial Warehousin	ng Start-up / Move-on	L M	0.13																					
bo industrial wateriousing	is State-up / Wove-on	н	0.13																					
		L	0.50																					
B8 Industrial Warehousing	ng Larger	м	0.50																					
		н	0.50																					
		L	0.35																					
C1 Hotel	Budget	M	0.35																					
		L	0.50																					
C2 Residential Institution	Nursing Home	м	0.50																					
		н	0.50																					
Kor		Negative RL\																						
ncy.			v beneath Viability Te	est 1 (RLV <£250,0	00/ha)																			
			ng Viability Test 1 (F																					
			ng Viability Test 2 (F ng Viability Test 3 (F																					
			ng Viability Test 4 (F																				Appendix IIC - SDC	Commercial Results v2.xlsx
Source: Dixon Searle LLP (	(May 2014)																						appendix ne * 3DC	

Source: Dixon Searle LLP (May 2014)

#### Table 4 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate 6.5% Yield

								F	tesidual Land Value (	E)									Residual Lan	d Value (£/Ha)				
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value - £0/m² CIL	Residual Land Value - £15/m <sup>2</sup> CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m <sup>2</sup> CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land Value - £105/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land /alue - £135/m² CIL	Residual Land Value - £150/m <sup>2</sup> CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m <sup>2</sup> CIL	Residual Land Value - £40/m <sup>2</sup> CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m <sup>2</sup> CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land L Value - £180/m <sup>2</sup>
		L	0.63	£385,224	£349,719	£314,214	£278,708	£243,203	£207,698	£2,816,969	£172,193		Negative RLV		£611,467	£555,110	£498,752	£442,394	£386,037	£329,679		Negati		
A1 Large Format Retail	Supermarket	м	0.63	£1,428,002	£1,392,497	£1,356,992	£1,321,487	£1,285,982	£1,250,476	£1,214,971	£1,179,466	£1,143,961	£1,108,456	£1,072,951	£2,266,670	£2,210,313	£2,153,956	£2,097,598	£2,041,241	£1,984,883	£1,928,525	£1,872,168	£1,815,811	£1,703,097
		н	0.63	£2,470,780 £385,224	£2,435,275	£2,399,770 £314,214	£2,364,265	£2,328,760 £243,203	£2,293,255 £207,698	£2,257,749 £2,816,969	£2,222,244 £172,193	£2,186,739	£2,151,234 Negative RLV	£2,115,729	£3,921,873	£3,865,516	£3,809,159	£3,752,802	£3,696,444	£3,640,087	£3,583,729	£3,527,371	£3,471,014	£3,358,300
A1 Large Format Retail	Retail Warehousing	M	0.60	£385,224 £1.428.002	£349,719 £1,392,497	£314,214 £1,356,992	£278,708 £1,321,487	£1,285,982	£1,250,476	£1,214,971	£1,179,466	£1,143,961	£1,108,456	£1,072,951	£642,040 £2,380.003	£582,865 £2,320,828	£523,690 £2,261,653	£464,513 £2,202,478	£405,338 £2,143,303	£346,163 £2,084,127	£2,024,952	£1.965.777	£1,906,602	£1.847.427
	Netali Wateriousing	н	0.60	£2,470,780	£2.435.275	£2,399,770	£2,364,265	£2,328,760	£2,293,255	£2.257.749	£2.222.244	£2.186.739	£2.151.234	£2,115,729	£4,117,967	£4.058.792	£3.999.617	£3,940,442	£3,881,267	£3,822,092	£3,762,915	£3,703,740	£3,644,565	£3,585,390
		L	0.06		22, 100,210				,,						24,117,507	24,030,732	23,333,017	23,340,442	23,001,207	23,022,032	23,702,513	23,703,740	23,044,505	
A1 - A5 Town Centre Retail	Convenience	м	0.06						Not Applicable										Not Ap	oplicable				
		н	0.06																					
		L	0.04						Negative RLV										Negat	tive RLV				
A1 - A5 Town Centre Retail	Other Retail	м	0.04						Negative RLV										Negat	and the first				
		н	0.04	£121,690	£117,429	£113,168	£108,908	£104,647	£100,387	£96,126	£91,865	£87,605	£83,344	£79,084	£3,042,250	£2,935,725	£2,829,200	£2,722,700	£2,616,175	£2,509,675	£2,403,150	£2,296,625	£2,190,125	£1,977,100
A1 - A5 Out of Town	Farm Shop	L M	0.05																					
A1 - A5 Out of Town	Farm Shop	н	0.05																					
B1(a) Offices	Town Centre	L M H	0.08 0.08																					
B1(a) Offices	Out of Town / Business Park	L M H	0.63																					
B1(a) Offices	Rural / Farm Diversification	L M H	0.06																					
B8 Industrial Warehousing	; Start-up / Move-on	L M H	0.13 0.13 0.13						Not Applicable										Not Ap	oplicable				
B8 Industrial Warehousing	Larger	L M H	0.50 0.50 0.50																					
C1 Hotel	Budget	L M H	0.35 0.35 0.35																					
C2 Residential Institution	Nursing Home	L M H	0.50 0.50 0.50																					
Key:		RLV exceedi RLV exceedi	/ beneath Viability To ing Viability Test 1 (I ing Viability Test 2 (I	RLV £250,000 - £50 RLV £500,000 - £75	0,000/ha) 0,000/ha)																			
Source: Dixon Searle LLP (M	1ay 2014)		ing Viability Test 3 (I ing Viability Test 4 (I																				Appendix IIc - SDC (	Commercial Results v

#### Table 5 Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate 7.5% Yield

								R	tesidual Land Value	(£)									Residual Lar	id Value (£/Ha)				
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £15/m <sup>2</sup> CIL	Residual Land Value - £30/m <sup>2</sup> CIL	Residual Land Value - £45/m <sup>2</sup> CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £75/m² CIL	Residual Land Value - £90/m <sup>2</sup> CIL	Residual Land . Value - £105/m² CII	Residual Land . Value - £120/m <sup>2</sup> CIL	Residual Land Value - £135/m² CIL	Residual Land Value - £150/m² CIL	Residual Land Value - £0/m <sup>2</sup> CIL	Residual Land Value - £20/m <sup>2</sup> CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m <sup>2</sup> CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m <sup>2</sup> CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual La Value - £180/n
		L	0.63						Negative RLV										Nega	tive RLV				
A1 Large Format Retail	Supermarket	м	0.63	£682,977	£647,472	£611,966	£576,461	£540,956	£505,451	£469,946	£434,441	£398,935	£363,430	£327,925	£1,084,090	£1,027,733	£971,375	£915,017	£858,660	£802,303	£745,946	£689,589	£633,230	£520,516
		H	0.63	£1,576,750	£1,541,245	£1,505,739	£1,470,234	£1,434,729	£1,399,224 Negative RLV	£1,363,719	£1,328,214	£1,292,708	£1,257,203	£1,221,698	£2,502,778	£2,446,421	£2,390,062	£2,333,705	£2,277,348	£2,220,990	£2,164,633	£2,108,276	£2,051,917	£1,939,2
1 Large Format Retail	Retail Warehousing	M	0.60	£682,977	£647,472	£611,966	£576,461	£540,956	£505,451	£469,946	£434,441	£398,935	£363,430	£327,925	£1,138,295	£1,079,120	£1,019,943	£960,768	£901,593	£842,418	£783,243	£724,068	£664.892	£546,54
		н	0.60	£1,576,750		£1,505,739	£1,470,234	£1,434,729	£1,399,224	£1,363,719		£1,292,708	£1,257,203	£1,221,698	£2,627,917	£2,568,742	£2,509,565	£2,450,390	£2,391,215	£2,332,040	£2,272,865	£2,213,690	£2,154,513	£2,036,1
		L	0.06																					
45 Town Centre Retail	Convenience	м	0.06						Not Applicable										Not A	pplicable				
		н	0.06						Negative RLV															
45 Town Centre Retail	Other Retail	M	0.04						Negative RLV											tive RLV				
		н	0.04	£58,893	£54,632	£50,372	£46,111	£41,850	£37,590	£33,329	£29,069	£24,808	£20,547	£16,287	£1,472,325	£1,365,800	£1,259,300	£1,152,775	£1,046,250	£939,750	£833,225	£726,725	£620,200	£407,17
		L	0.05																					
A5 Out of Town	Farm Shop	м	0.05																					
		H	0.05																					
a) Offices	Town Centre	M	0.08																					
		н	0.08																					
		L	0.63																					
a) Offices	Out of Town / Business Park	м	0.63																					
		н	0.63																					
a) Offices	Rural / Farm Diversification	M	0.06																					
		н	0.06																					
		L	0.13						Not Applicable										NOT A	pplicable				
B8 Industrial Warehousing	Start-up / Move-on	м	0.13																					
		н	0.13																					
B8 Industrial Warehousing	Larger	M	0.50																					
	8	н	0.50																					
		L	0.35																					
C1 Hotel	Budget	м	0.35																					
		н	0.35																					
C2 Residential Institution	Nursing Home	L	0.50																					
		н	0.50																					
		No. of the DIA	,																					
		Negative RLV Positive RLV		est 1 (RLV <£250,00	00/ha)																			
		RLV exceedir	ng Viability Test 1 (I	RLV £250,000 - £50	0,000/ha)																			
				RLV £500,000 - £75																				
			ng Viability Test 3 (I																					



# Appendix IIc Commercial Appraisal Summaries

# Dixon Searle Partnership

**Development Appraisal** 

A1 - Retail Warehousing (1500sqm) - Medium Value

£100/m<sup>2</sup> CIL Shepway DC CIL Viability

Report Date: 21 July 2014

#### APPRAISAL SUMMARY

#### A1 - Retail Warehousing (1500sqm) - Medium Value

Summary Appraisal for Phase 1

Currency in £

#### REVENUE

Rental Area Summary	Units	m²	Rate m <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Retail Warehouse (1500 sqm)	1	1,350.00	175.00	236,250	236,250	236,250
Investment Valuation Retail Warehouse (1500 sqm)						
Market Rent (1yr Rent Free)	236,250	YP @ PV 1yr @	6.0000% 6.0000%	16.6667 0.9434	3,714,623	
GROSS DEVELOPMENT VALUE				3,714,623		
Purchaser's Costs		5.75%	(213,591)	(213,591)		
NET DEVELOPMENT VALUE				3,501,032		
NET REALISATION				3,501,032		
OUTLAY						
ACQUISITION COSTS	069 72 pl loot)		000 584			
Residualised Price (0.60 Ha 1,500, Agent Fee	966.73 priect)	1.50%	900,581 13,509			
Legal Fee Site Prep & s106 Costs	0.60 ha	0.75% 200,000.00 /ha	6,754 120,000			
Sile Flep & STUD CUSIS	0.00 Ha	200,000.00 /ila	120,000	1,040,844		
CONSTRUCTION COSTS		_				
Construction Retail Warehouse (1500 sqm)	<b>m²</b> 1,500.00 m²	<b>Rate m<sup>2</sup></b> 629.00 pm <sup>2</sup>	<b>Cost</b> 943,500	943,500		
Contingency		5.00%	47,175			
CIL	1,500.00 m <sup>2</sup>	100.00 pm <sup>2</sup>	150,000	407 475		
Other Construction				197,175		
Site Works		20.00%	188,700	188,700		
				,		
PROFESSIONAL FEES All Professional		10.00%	113,220			
		10.0070		113,220		
MARKETING & LETTING Letting Agent Fee		10.00%	23,625			
This appraisal report does not cons	stitute a formal v	aluation.				

Date: 21/07/2014

### APPRAISAL SUMMARY

A1 - Retail Warehousing (1500sqm) - Medium Value						
Letting Legal Fee	1.00%	2.363				
	1.0070	2,000	25,988			
			- ,			
MISCELLANEOUS FEES						
Planning / Insurances	2.00%	18,870				
BREEAM	8.00%	75,480				
Arrangement Fee	2.00%	56,347				
			150,697			
FINANCE						
Debit Rate 6.500% Credit Rate 0.500% (Nominal) Land		61,671				
Construction		36,312				
Total Finance Cost		30,312	97,983			
			01,000			
TOTAL COSTS			2,758,107			
TOTAL COSTS PROFIT			2,758,107			
			2,758,107 742,925			
PROFIT	26.94%					
PROFIT Performance Measures Profit on Cost% Profit on GDV%	20.00%					
PROFIT Performance Measures Profit on Cost% Profit on GDV% Development Yield% (on Rent)	20.00% 8.57%					
PROFIT Performance Measures Profit on Cost% Profit on GDV% Development Yield% (on Rent) Equivalent Yield% (Nominal)	20.00% 8.57% 6.00%					
PROFIT Performance Measures Profit on Cost% Profit on GDV% Development Yield% (on Rent)	20.00% 8.57%					
PROFIT Performance Measures Profit on Cost% Profit on GDV% Development Yield% (on Rent) Equivalent Yield% (Nominal)	20.00% 8.57% 6.00%					

#### This appraisal report does not constitute a formal valuation.

#### **DIXON SEARLE PARTNERSHIP**

# Dixon Searle Partnership

**Development Appraisal** 

A1 Retail - Supermarket (2,500sqm) - Medium Value

£100/m<sup>2</sup> CIL Shepway DC - CIL Viability

Report Date: 21 July 2014

#### APPRAISAL SUMMARY

#### A1 Retail - Supermarket (2,500sqm) - Medium Value

Summary Appraisal for Phase 1

Currency in £

REVENUE

Rental Area Summary	Units	m²	Rate m <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Supermarket (2500 sqm)	1	2,250.00	250.00	562,500	562,500	562,500
Investment Valuation Supermarket (2500 sqm)						
Market Rent	562,500	YP @	5.5000%	18.1818		
(1yr Rent Free)		PV 1yr @	5.5000%	0.9479	9,694,097	
GROSS DEVELOPMENT VALU	JE			9,694,097		
Purchaser's Costs		5.75%	(557,411)			
				(557,411)		
NET DEVELOPMENT VALUE				9,136,687		
NET REALISATION				9,136,687		
OUTLAY						
ACQUISITION COSTS						
Residualised Price (0.63 Ha	3,505,306.45 pHe		2,208,343			
Agent Fee		1.50%	33,125			
Legal Fee Site Prep & s106 Costs	0.63 ha	0.75% 200,000.00 /ha	16,563 126,000			
Sile Flep & STOD Cosis	0.05 Ha	200,000.00 /ila	120,000	2,384,031		
CONSTRUCTION COSTS				_,,		
Construction	m²	Rate m <sup>2</sup>	Cost			
Supermarket (2500 sqm)	2,500.00 m <sup>2</sup>	1,086.00 pm <sup>2</sup>	2,715,000	2,715,000		
Contingency		5.00%	135,750			
CIL	2,500.00 m <sup>2</sup>	100.00 pm <sup>2</sup>	250,000			
Other Construction				385,750		
Site Works		20.00%	543,000			
		20.0070	010,000	543,000		
PROFESSIONAL FEES						
All Professional		10.00%	325,800	325,800		
MARKETING & LETTING				323,000		
Letting Agent Fee		10.00%	56,250			
This appraisal report does not	constitute a for	mal valuation.				

## APPRAISAL SUMMARY

A1 Retail - Supermarket (2,500sqm) - Medium Value					
Letting Legal Fee	1.00%	5,625	61,875		
MISCELLANEOUS FEES					
Planning / Insurances	2.00%	54,300			
BREFAM	8.00%	217,200			
Arrangement Fee	2.00%	144,887			
		,	416,387		
FINANCE					
Debit Rate 6.500% Credit Rate 0.500% (Nominal)					
Land		217,186			
Construction		148,838			
Total Finance Cost			366,024		
TOTAL COSTS			7,197,867		
PROFIT					
			1,938,819		
Performance Measures					
Profit on Cost%	26.94%				
Profit on GDV%	20.00%				
Development Yield% (on Rent)	7.81%				
Equivalent Yield% (Nominal)	5.50%				
Equivalent Yield% (True)	5.69%				
IRR	37.16%				
Land Cost pHect	3,505,306				

**DIXON SEARLE PARTNERSHIP** 

#### This appraisal report does not constitute a formal valuation.



# Appendix III Market and Values Research

# For: Shepway District Council Whole Plan & CIL Viability Assessment

**Final** 

Dixon Searle LLP The Old Hayloft 28C Headley Road Grayshott Hindhead GU26 6LD

www.dixonsearle.co.uk

## **Contents**

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DSP New-build housing research	38
Other property information (market context and trends,	
House price trends etc.)	44
Residential values summary (value levels)	56
Commercial & other property information	58
Stakeholder Consultation	129
Land values	132

EGi property resource extracts for research base follow the above.

### Introduction

As noted within the main report, this Appendix III document acts as a market report and provides comprehensive research analysis into property values (commercial and residential), land values, general market commentary and wider economic conditions. Collectively, this research aims to help inform assumption setting for the residential and commercial appraisals stage and underpins the whole basis of the study by building a picture of values patterns and levels in the Shepway District.

This report will also enable the Council to review and monitor the source data and update where necessary in the future if required.

Note: It should be acknowledged that this is high level work and a great deal of variance is seen in practice from scheme to scheme.

## **Residential Market Review – May 2014**

#### Source: www.rightmove.co.uk

Overall market (re-sales based) residential research was carried out across the district based on settlement areas (22 in total) which were informed by the settlement hierarchy (as described in the Council's Local Plan) comprising the four main settlements and a number of smaller settlements, in summary as follows: -

- Folkestone by ward area to provide a more detailed values analysis
- Hythe
- New Romney Town incorporating Littlestone-on-sea
- Lydd
- Hawkinge
- 17 smaller settlements including Sellindge, Densole, Burmarsh etc.

This analysis provides the basis for the values range, represented by what we refer to as Value Levels (see page 55 of this report together with section 2.3.6 - 2.3.8 (pages 23 - 25) of the main report. We note there was limited available data in respect of loychurch and Newchurch.

# Re-sale Rightmove Research by Ward, Settlement and Parish areas – May 2014

Source: www.rightmove.co.uk

The tables below show sales data collected from RightMove at May 2014 (based on the settlement hierarchy noted previously) for a range of different housing types from detached 4- bed properties to 1-bed flats.

## Folkestone (all wards)

#### (692 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£187,321	£246,250	£335,206	£431,110
Semi-Detached	£139,176	£187,321	£197,890	£247,499
Terraced	£167,553	£139,176	£174,171	£207,236
Flats	£101,177	£167,553	£139,176	£187,321
Bungalows	n/a	£189,937	£304,490	£450,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£101,177	£50,000	£79,995	£100,000	£124,249	£160,995
2-Bed Flats	£167,553	£65,000	£125,000	£149,475	£185,000	£450,000
2-Bed Houses	£151,424	£90,000	£124,995	£135,000	£164,871	£450,000
3-Bed Houses	£206,308	£120,000	£149,999	£185,000	£230,000	£699,950
4-Bed Houses	£297,429	£135,000	£193,125	£250,000	£350,000	£950,000
2-Bed Bungalows	£189,937	£150,000	£168,750	£184,998	£202,500	£275,000
3-Bed Bungalows	£304,490	£190,000	£226,238	£239,975	£313,750	£800,000
4-Bed Bungalows	£450,000	£450,000	£450,000	£450,000	£450,000	£450,000

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£335,000	£510,624	£511,409
Semi-Detached	175990	n/a	£212,749	£290,000
Terraced	£259,253	£175,990	£271,250	£338,825
Flats	£128,750	£259,253	£175,990	n/a
Bungalows	n/a	£208,999	£289,667	£287,000

### (104 properties)

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£128,750	£120,000	£125,000	£127,500	£135,000	£135,000
2-Bed Flats	£259,253	£120,000	£144,975	£240,000	£352,500	£450,000
2-Bed Houses	£255,495	£170,000	£172,500	£214,975	£310,000	£450,000
3-Bed Houses	£347,659	£160,000	£215,250	£262,498	£446,250	£800,000
4-Bed Houses	£459,038	£287,500	£350,000	£424,975	£567,500	£950,000
2-Bed Bungalows	£208,999	£170,000	£199,995	£200,000	£225,000	£250,000
3-Bed Bungalows	£289,667	£235,000	£267,000	£299,000	£317,000	£335,000
4-Bed Bungalows	£287,000	£287,000	£287,000	£287,000	£287,000	£287,000

# Folkestone Cheriton Ward

### (60 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£163,687	n/a	£207,500	£265,000
Semi-Detached	£145,893	£163,687	£182,413	£215,000
Terraced	n/a	£145,893	£185,453	£202,495
Flats	£119,975	n/a	£145,893	£163,687
Bungalows	n/a	£180,000	£250,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£119,975	£110,000	£114,988	£119,975	£124,963	£129,950
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£152,363	£102,500	£148,499	£155,000	£165,000	£175,000
3-Bed Houses	£185,746	£125,000	£169,995	£186,250	£200,000	£239,950
4-Bed Houses	£225,713	£185,000	£202,495	£225,000	£242,500	£280,000
2-Bed Bungalows	£180,000	£150,000	£165,000	£180,000	£195,000	£210,000
3-Bed Bungalows	£250,000	£250,000	£250,000	£250,000	£250,000	£250,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

(42 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£260,000	£337,500
Semi-Detached	£146,979	#DIV/0!	£222,486	£235,000
Terraced	£109,857	£146,979	£191,944	£201,250
Flats	n/a	£109,857	£146,979	n/a
Bungalows	n/a	£199,375	£340,000	n/a

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£109,857	£90,000	£95,000	£109,000	£117,500	£145,000
2-Bed Houses	£146,979	£109,950	£150,000	£150,000	£154,995	£169,950
3-Bed Houses	£205,531	£165,000	£176,250	£189,998	£229,963	£300,000
4-Bed Houses	£229,091	£180,000	£195,000	£200,000	£237,500	£350,000
2-Bed Bungalows	£199,375	£140,000	£157,625	£204,250	£246,000	£249,000
3-Bed Bungalows	£340,000	£340,000	£340,000	£340,000	£340,000	£340,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

# Folkestone Harvey West Ward

## (124 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£375,000	£529,800
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	£310,000
Flats	£120,580	£167,146	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£120,580	£90,000	£101,249	£124,975	£130,000	£160,000
2-Bed Flats	£167,146	£100,000	£144,450	£150,000	£185,000	£300,000
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£375,000	£265,000	£320,000	£375,000	£430,000	£485,000
4-Bed Houses	£447,375	£300,000	£315,000	£447,000	£577,500	£595,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## Folkestone Park Ward

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£193,333	n/a	£260,000	£289,369
Semi-Detached	£145,000	£193,333	£221,816	£244,374
Terraced	£151,992	£145,000	£184,000	£186,362
Flats	£103,722	£151,992	£145,000	£193,333
Bungalows	n/a	£189,999	£221,996	n/a

#### (86 properties)

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£103,722	£75,000	£87,973	£110,000	£117,500	£130,000
2-Bed Flats	£151,992	£115,000	£135,000	£140,000	£157,500	£225,000
2-Bed Houses	£174,000	£125,000	£165,000	£190,000	£195,000	£195,000
3-Bed Houses	£216,799	£147,000	£192,500	£230,000	£247,498	£260,000
4-Bed Houses	£234,071	£135,000	£189,998	£225,000	£272,498	£350,000
2-Bed Bungalows	£189,999	£165,000	£173,746	£184,998	£191,250	£245,000
3-Bed Bungalows	£221,996	£190,000	£229,995	£229,995	£229,995	£229,995
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## Folkestone Harvey Central Ward

### (188 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£530,000
Semi-Detached	£230,000	n/a	n/a	£329,643
Terraced	£140,188	£230,000	£200,177	£313,745
Flats	£115,172	£140,188	£230,000	n/a
Bungalows	n/a	£135,000	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£115,172	£89,995	£99,999	£105,000	£127,250	£200,000
2-Bed Flats	£140,188	£65,000	£116,875	£134,998	£159,996	£300,000
2-Bed Houses	£230,000	£230,000	£230,000	£230,000	£230,000	£230,000
3-Bed Houses	£200,177	£125,000	£149,998	£185,000	£271,000	£279,950
4-Bed Houses	£342,366	£155,000	£312,500	£345,000	£347,500	£735,000
2-Bed Bungalows	£135,000	£135,000	£135,000	£135,000	£135,000	£135,000
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## Folkestone Foord Ward

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£250,000
Semi-Detached	£122,535	n/a	£197,498	£199,998
Terraced	n/a	£122,535	£137,997	£172,290
Flats	£84,999	#DIV/0!	£122,535	n/a
Bungalows	n/a	£199,995	n/a	n/a

#### (72 properties)

	Overall	N.C	1st	M . J	3rd	N/
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£84,999	£64,995	£64,999	£82,500	£102,500	£110,000
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£122,535	£90,000	£119,995	£123,748	£125,000	£140,000
3-Bed Houses	£142,247	£15,000	£130,000	£137,500	£157,500	£215,000
4-Bed Houses	£182,530	£135,000	£155,000	£189,950	£198,000	£250,000
2-Bed Bungalows	£199,995	£199,995	£199,995	£199,995	£199,995	£199,995
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## Folkestone East Ward

### (37 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£162,500	n/a	£272,500	£475,000
Semi-Detached	£138,399	£162,500	£166,664	£220,000
Terraced	£97,429	£138,399	£135,987	n/a
Flats	£79,995	£97,429	£138,399	£162,500
Bungalows	n/a	£183,330	£195,000	n/a

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£79,995	£79,995	£79,995	£79,995	£79,995	£79,995
2-Bed Flats	£97,429	£77,000	£92,500	£95,000	£105,000	£115,000
2-Bed Houses	£145,285	£115,000	£142,498	£145,000	£151,000	£170,000
3-Bed Houses	£170,307	£124,995	£128,749	£157,498	£176,875	£295,000
4-Bed Houses	£347,500	£220,000	£283,750	£347,500	£411,250	£475,000
2-Bed Bungalows	£183,330	£179,995	£182,495	£184,995	£184,998	£185,000
3-Bed Bungalows	£195,000	£195,000	£195,000	£195,000	£195,000	£195,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

### (65 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£140,000	n/a	£285,624	£410,000
Semi-Detached	£124,613	£140,000	£222,500	£184,995
Terraced	£122,777	£124,613	£184,848	£174,998
Flats	£77,700	£122,777	£124,613	£140,000
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£77,700	£55,000	£70,500	£75,000	£80,000	£129,995
2-Bed Flats	£122,777	£90,000	£94,995	£100,000	£125,000	£225,000
2-Bed Houses	£125,713	£99,995	£119,995	£129,000	£135,000	£140,000
3-Bed Houses	£221,578	£134,950	£154,999	£197,475	£250,000	£400,000
4-Bed Houses	£205,623	£155,000	£168,746	£182,495	£188,750	£410,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

# Hythe

## (160 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£189,000	n/a	£399,988	£444,198
Semi-Detached	£184,093	£189,000	£253,025	£285,624
Terraced	£197,856	£184,093	£229,764	£328,431
Flats	£124,499	£197,856	£184,093	£189,000
Bungalows	n/a	£214,988	£217,500	£381,666

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£124,499	£89,995	£108,748	£114,000	£142,500	£165,000
2-Bed Flats	£197,856	£114,995	£165,000	£189,000	£227,500	£349,950
2-Bed Houses	£185,536	£125,000	£174,996	£183,750	£199,988	£250,000
3-Bed Houses	£298,374	£149,950	£215,000	£240,000	£395,000	£745,000
4-Bed Houses	£402,024	£242,500	£320,000	£385,000	£475,000	£699,950
2-Bed Bungalows	£214,988	£159,950	£189,950	£195,000	£235,000	£315,000
3-Bed Bungalows	£217,500	£217,500	£217,500	£217,500	£217,500	£217,500
4-Bed Bungalows	£381,666	£225,000	£277,500	£374,998	£446,249	£600,000

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£178,475	£235,000	£296,429	£337,389
Semi-Detached	£142,599	£178,475	£220,833	£235,000
Terraced	£128,855	£142,599	£166,109	n/a
Flats	£102,000	£128,855	£142,599	£178,475
Bungalows	n/a	£234,999	£244,999	£345,000

## New Romney Town (incorporating Littestone-on-sea) (82 properties)

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£102,000	£80,000	£80,000	£81,500	£103,500	£165,000
2-Bed Flats	£128,855	£110,000	£117,475	£125,000	£137,500	£152,500
2-Bed Houses	£163,118	£130,000	£137,500	£156,498	£171,713	£235,000
3-Bed Houses	£222,499	£130,000	£175,000	£203,998	£235,000	£475,000
4-Bed Houses	£327,150	£220,000	£276,750	£295,000	£403,750	£420,000
2-Bed Bungalows	£234,999	£200,000	£209,998	£225,000	£255,000	£290,000
3-Bed Bungalows	£244,999	£199,995	£240,000	£250,000	£265,000	£275,000
4-Bed Bungalows	£345,000	£345,000	£345,000	£345,000	£345,000	£345,000

## Lydd Town

### (42 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£175,000	n/a	£228,772	£249,498
Semi-Detached	£137,500	£175,000	£164,993	£199,983
Terraced	n/a	£137,500	£142,181	n/a
Flats	n/a	n/a	£137,500	£175,000
Bungalows	n/a	£176,488	£172,498	£192,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£145,000	£130,000	£135,000	£140,000	£145,000	£175,000
3-Bed Houses	£181,306	£119,950	£141,875	£184,998	£196,238	£299,000
4-Bed Houses	£219,789	£159,950	£190,000	£199,995	£250,000	£299,000
2-Bed Bungalows	£176,488	£164,995	£174,950	£174,995	£182,500	£185,000
3-Bed Bungalows	£172,498	£165,000	£168,749	£172,498	£176,246	£179,995
4-Bed Bungalows	£192,000	£192,000	£192,000	£192,000	£192,000	£192,000

## Hawkinge

### (88 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£185,000	n/a	£234,998	£302,044
Semi-Detached	£150,703	£185,000	£189,993	£234,992
Terraced	£136,988	£150,703	£182,498	£268,124
Flats	£99,995	£136,988	£150,703	£185,000
Bungalows	n/a	£220,000	£324,999	£374,500

	Overall		1st		3rd	
	Average	Minimum	Quartile	Median	Quartile	Maximum
1-Bed Flats	£99,995	£99,995	£99,995	£99,995	£99,995	£99,995
2-Bed Flats	£136,988	£129,995	£135,000	£135,000	£139,995	£144,950
2-Bed Houses	£152,608	£70,000	£149,995	£156,000	£159,999	£185,000
3-Bed Houses	£207,496	£139,995	£183,749	£207,500	£234,996	£245,000
4-Bed Houses	£285,232	£190,000	£250,000	£267,500	£295,000	£450,000
2-Bed Bungalows	£220,000	£215,000	£217,500	£220,000	£222,500	£225,000
3-Bed Bungalows	£324,999	£250,000	£253,750	£312,498	£383,746	£425,000
4-Bed Bungalows	£374,500	£299,000	£336,750	£374,500	£412,250	£450,000

# Dymchurch

### (43 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£263,330	£278,167
Semi-Detached	£165,000	n/a	£199,975	£210,000
Terraced	n/a	£165,000	n/a	£179,995
Flats	n/a	n/a	£165,000	n/a
Bungalows	n/a	£188,272	£224,862	£270,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£165,000	£165,000	£165,000	£165,000	£165,000	£165,000
3-Bed Houses	£237,988	£149,950	£240,000	£249,995	£250,000	£299,995
4-Bed Houses	£244,899	£179,995	£210,000	£240,000	£297,000	£297,500
2-Bed Bungalows	£188,272	£120,000	£174,998	£190,000	£211,000	£219,995
3-Bed Bungalows	£224,862	£140,000	£201,250	£225,000	£242,475	£295,000
4-Bed Bungalows	£270,000	£220,000	£245,000	£270,000	£295,000	£320,000

## Elham

### (16 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£379,598	£521,333
Semi-Detached	£279,500	n/a	£259,000	£389,000
Terraced	n/a	£279,500	£299,950	£430,000
Flats	£164,950	n/a	£279,500	n/a
Bungalows	n/a	£210,000	£285,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	£164,950	£164,950	£164,950	£164,950	£164,950	£164,950
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£279,500	£279,500	£279,500	£279,500	£279,500	£279,500
3-Bed Houses	£350,991	£259,000	£299,973	£329,995	£384,500	£499,000
4-Bed Houses	£476,600	£349,000	£389,000	£430,000	£440,000	£775,000
2-Bed Bungalows	£210,000	£210,000	£210,000	£210,000	£210,000	£210,000
3-Bed Bungalows	£285,000	£285,000	£285,000	£285,000	£285,000	£285,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

# Lyminge

(27 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£343,333
Semi-Detached	£177,750	n/a	n/a	£359,817
Terraced	£129,950	£177,750	£214,815	n/a
Flats	n/a	£129,950	£177,750	n/a
Bungalows	n/a	£245,623	£244,350	£390,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£129,950	£129,950	£129,950	£129,950	£129,950	£129,950
2-Bed Houses	£177,750	£177,750	£177,750	£177,750	£177,750	£177,750
3-Bed Houses	£214,815	£199,950	£207,973	£215,995	£222,248	£228,500
4-Bed Houses	£351,575	£245,000	£284,625	£332,500	£406,250	£499,950
2-Bed Bungalows	£245,623	£205,000	£221,249	£239,995	£250,000	£325,000
3-Bed Bungalows	£244,350	£185,000	£230,000	£246,950	£254,250	£310,000
4-Bed Bungalows	£390,000	£390,000	£390,000	£390,000	£390,000	£390,000

## Sellindge

(9 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£275,000	£349,950	£545,000	£641,667
Semi-Detached	n/a	£275,000	n/a	n/a
Terraced	n/a	n/a	£340,000	n/a
Flats	n/a	n/a	n/a	£275,000
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£312,475	£275,000	£293,738	£312,475	£331,213	£349,950
3-Bed Houses	£391,250	£340,000	£340,000	£340,000	£391,250	£545,000
4-Bed Houses	£641,667	£575,000	£612,500	£650,000	£675,000	£700,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## St Mary's Bay

### (31 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	£234,998	£227,498	£332,833
Semi-Detached	n/a	n/a	£175,000	n/a
Terraced	£110,000	n/a	£174,995	n/a
Flats	n/a	£110,000	n/a	n/a
Bungalows	n/a	£176,090	£196,778	£249,983

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£110,000	£110,000	£110,000	£110,000	£110,000	£110,000
2-Bed Houses	£234,998	£220,000	£227,499	£234,998	£242,496	£249,995
3-Bed Houses	£201,248	£174,995	£174,999	£195,000	£221,249	£239,995
4-Bed Houses	£332,833	£325,000	£325,000	£325,000	£336,750	£348,500
2-Bed Bungalows	£176,090	£125,000	£163,500	£182,500	£190,000	£210,000
3-Bed Bungalows	£196,778	£149,950	£186,250	£200,000	£217,498	£220,000
4-Bed Bungalows	£249,983	£235,000	£242,475	£249,950	£257,475	£265,000

## Greatstone-on-Sea

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£179,998	£350,000	£262,000	£276,063
Semi-Detached	n/a	£179,998	£220,000	£219,998
Terraced	n/a	n/a	£162,900	n/a
Flats	n/a	n/a	n/a	£179,998
Bungalows	n/a	£188,194	£218,470	£257,500

### (45 properties)

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£236,665	£179,995	£179,998	£180,000	£265,000	£350,000
3-Bed Houses	£233,780	£162,900	£220,000	£220,000	£236,000	£330,000
4-Bed Houses	£263,604	£189,995	£249,950	£250,000	£280,000	£337,500
2-Bed Bungalows	£188,194	£165,000	£165,000	£179,000	£210,000	£240,000
3-Bed Bungalows	£218,470	£170,000	£215,000	£225,000	£235,000	£250,000
4-Bed Bungalows	£257,500	£250,000	£253,750	£257,500	£261,250	£265,000

## Brookland

## (4 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£467,500	£425,000
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	£215,000
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£467,500	£395,000	£431,250	£467,500	£503,750	£540,000
4-Bed Houses	£320,000	£215,000	£267,500	£320,000	£372,500	£425,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## Benzett

(8 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£309,665	£364,950
Semi-Detached	n/a	n/a	£199,950	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£237,000	£270,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£282,236	£199,950	£221,738	£289,498	£349,996	£350,000
4-Bed Houses	£364,950	£364,950	£364,950	£364,950	£364,950	£364,950
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£237,000	£237,000	£237,000	£237,000	£237,000	£237,000
4-Bed Bungalows	£270,000	£270,000	£270,000	£270,000	£270,000	£270,000

## Lympne

## (20 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£179,950	n/a	£294,000	£414,999
Semi-Detached	£165,000	£179,950	n/a	n/a
Terraced	n/a	£165,000	£212,500	n/a
Flats	n/a	#DIV/0!	£165,000	£179,950
Bungalows	n/a	£250,000	£312,500	£367,500

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£172,475	£165,000	£168,738	£172,475	£176,213	£179,950
3-Bed Houses	£253,250	£205,000	£216,250	£234,000	£271,000	£340,000
4-Bed Houses	£414,999	£300,000	£332,500	£340,000	£452,498	£695,000
2-Bed Bungalows	£250,000	£250,000	£250,000	£250,000	£250,000	£250,000
3-Bed Bungalows	£312,500	£310,000	£311,250	£312,500	£313,750	£315,000
4-Bed Bungalows	£367,500	£275,000	£293,750	£300,000	£373,750	£595,000

## Saltwood

(7 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£399,950	£474,998
Semi-Detached	£134,950	n/a	n/a	n/a
Terraced	£235,000	£134,950	n/a	n/a
Flats	n/a	£235,000	£134,950	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	£235,000	£235,000	£235,000	£235,000	£235,000	£235,000
2-Bed Houses	£134,950	£134,950	£134,950	£134,950	£134,950	£134,950
3-Bed Houses	£399,950	£399,950	£399,950	£399,950	£399,950	£399,950
4-Bed Houses	£474,998	£450,000	£467,500	£485,000	£487,498	£489,995
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## **Stanford & Westenhanger**

### (6 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£420,000	£533,333
Semi-Detached	n/a	n/a	n/a	£349,995
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£345,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£420,000	£420,000	£420,000	£420,000	£420,000	£420,000
4-Bed Houses	£487,499	£349,995	£357,499	£467,500	£597,500	£665,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£345,000	£345,000	£345,000	£345,000	£345,000	£345,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

## **Ivychurch**

(2 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£560,000
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Houses	£560,000	£525,000	£542,500	£560,000	£577,500	£595,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

### Newchurch

#### (3 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£439,973
Semi-Detached	n/a	n/a	n/a	n/a
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	£510,000	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Houses	£439,973	£379,995	£409,984	£439,973	£469,961	£499,950
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	£510,000	£510,000	£510,000	£510,000	£510,000	£510,000
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

#### Burmarsh

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£249,950	n/a
Semi-Detached	n/a	n/a	£225,000	£210,000
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	£165,667	£216,421	£320,000

#### (14 properties)

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£237,475	£225,000	£231,238	£237,475	£243,713	£249,950
4-Bed Houses	£210,000	£210,000	£210,000	£210,000	£210,000	£210,000
2-Bed Bungalows	£165,667	£120,000	£142,500	£165,000	£188,500	£212,000
3-Bed Bungalows	£216,421	£140,000	£194,975	£225,000	£235,000	£289,995
4-Bed Bungalows	£320,000	£320,000	£320,000	£320,000	£320,000	£320,000

#### **Stelling Minnis**

#### (7 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	n/a	£582,500
Semi-Detached	n/a	n/a	£299,950	£300,000
Terraced	n/a	n/a	£279,995	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	n/a	n/a	£595,000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£293,298	£199,950	£239,973	£279,995	£339,973	£399,950
4-Bed Houses	£488,333	£300,000	£437,500	£575,000	£582,500	£590,000
2-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a
4-Bed Bungalows	£595,000	£595,000	£595,000	£595,000	£595,000	£595,000

(16 properties)

#### Densole

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	n/a	n/a	£255,000	£347,900
Semi-Detached	n/a	n/a	£242,500	£239,000
Terraced	n/a	n/a	n/a	n/a
Flats	n/a	n/a	n/a	n/a
Bungalows	n/a	£205,000	£249,995	£246,667

2 Bed	3 Bed	4 Bed
n/a	£255,000	£347,900
m/a	C949 500	000 000

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	n/a	n/a	n/a	n/a	n/a	n/a
3-Bed Houses	£246,667	£240,000	£242,500	£245,000	£250,000	£255,000
4-Bed Houses	£329,750	£239,000	£274,625	£355,000	£378,750	£395,000
2-Bed Bungalows	£205,000	£195,000	£200,000	£205,000	£210,000	£215,000
3-Bed Bungalows	£249,995	£249,995	£249,995	£249,995	£249,995	£249,995
4-Bed Bungalows	£246,667	£180,000	£185,000	£190,000	£280,000	£370,000

## Etchinghill

#### (11 properties)

	1 Bed	2 Bed	3 Bed	4 Bed
Detached	£159,995	n/a	£279,998	£300,000
Semi-Detached	£155,000	£159,995	£237,475	n/a
Terraced	n/a	£155,000	n/a	n/a
Flats	n/a	n/a	£155,000	£159,995
Bungalows	n/a	£230,000	£243,500	n/a

	Overall Average	Minimum	1st Quartile	Median	3rd Quartile	Maximum
1-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Flats	n/a	n/a	n/a	n/a	n/a	n/a
2-Bed Houses	£157,498	£155,000	£156,249	£157,498	£158,746	£159,995
3-Bed Houses	£258,736	£225,000	£243,713	£264,973	£279,996	£280,000
4-Bed Houses	£300,000	£300,000	£300,000	£300,000	£300,000	£300,000
2-Bed Bungalows	£230,000	£225,000	£227,500	£230,000	£232,500	£235,000
3-Bed Bungalows	£243,500	£237,500	£240,500	£243,500	£246,500	£249,500
4-Bed Bungalows	n/a	n/a	n/a	n/a	n/a	n/a

#### **Overall market - Re-sale Values Analysis Summary**

We have converted those sales figures collected in the previous tables into  $\pounds$  per sq. m. rates using estimated approximate floor sizes typical for each respective type of property. These rates have then been sorted highest to lowest demonstrating those most valuable and least valuable settlements within the Shepway District.

Average Ask	Average Asking Prices Analysis - Flats and Houses (£ per sq. m*)							
Settlement	1 Bed Flats	2 Bed Flats	2 Bed Houses	3 Bed Houses	4 Bed Houses	All types		
Sellindge			£4,166	£4,118	£5,133	£4,561		
Ivychurch					£4,480	£4,480		
Stanford amd Westenhanger				£4,421	£3,900	£4,125		
Elham	£3,666		£3,727	£3,695	£3,813	£3,741		
Folkestone Sandgate Ward	£2,861	£4,321	£3,407	£3,660	£3,672	£3,625		
Brookland				£4,921	£2,560	£3,580		
Stelling Minnis				£3,087	£3,907	£3,553		
Newchurch					£3,520	£3,520		
Saltwood		£3,917	£1,799	£4,210	£3,800	£3,507		
Folkestone Harvey West Ward	£2,680	£2,786		£3,947	£3,579	£3,416		
Hythe	£2,767	£3,298	£2,474	£3,141	£3,216	£3,021		
Brenzett				£2,971	£2,920	£2,942		
Lympne			£2,300	£2,666	£3,320	£2,850		
Densole				£2,596	£2,638	£2,620		
Folkestone Harvey Central Ward	£2,559	£2,336	£3,067	£2,107	£2,739	£2,570		
Greatstone-on-sea			£3,156	£2,461	£2,109	£2,488		
St Mary's Bay		£1,833	£3,133.30	£2,118	£2,662.67	£2,476		
Lyminge		£2,166	£2,370	£2,261	£2,813	£2,462		
Etchinghill		,	£2,100	£2,724	£2,400	£2,428		
New Romney and Littlestone	£2,267	£2,148	£2,175	£2,342	£2,617	£2,359		
Folkestone (All Wards)	£2,248	£2,793	£2,019	£2,172	£2,379	£2,310		
Hawkinge	£2,222	£2,283	£2,035	£2,184	£2,282	£2,206		
Folkestone Park Ward	£2,305	£2,533	£2,320	£2,282	£1,873	£2,201		
Dymchurch			£2,200	£2,505	£1,959	£2,196		
Folkestone East Ward	£1,778	£1,624	£1,937	£1,793	£2,780	£2,101		
Burmarsh				£2,500	£1,680	£2,034		
Folkestone Cheriton Ward	£2,666		£2,032	£1,955	£1,806	£2,011		
Folkestone Morehall Ward		£1,831	£1,960	£2,163	£1,833	£1,948		
Folkestone Harbour Ward	£1,727	£2,046	£1,676	£2,332	£1,645	£1,883		
Lydd Town			£1,933	£1,908	£1,758	£1,851		
Folkestone Foord Ward	£1,889		£1,634	£1,497	£1,460	£1,566		
Overall	£2,297	£2,810	£2,191	£2,425	£2,656	£2,497		

\* assuming properties as per DSP sizes used for modelling purposes.

As identified within the Council's emerging Local Plan, the rows highlighted yellow represent 'sub regional town' which will accommodate substantial residential, commercial and social development, the rows highlighted blue represent strategic towns' which will accommodate significant development' and the rows highlighted green represent service centres' which will 'accommodate development appropriate for Shepway and their own needs'<sup>1</sup>

The further two tables below provide the average asking prices for flats, houses and bungalows taken from the research as carried out and displayed within the previous tables.

Average Asking Price Analysis - Flats and Houses					
1 Bed Flat	-	£103,360			
2 Bed Flat	-	£168,570			
	Terraced	£151,102			
2 Bed House	Semi-Detached	£188,012			
	Detached	£265,549			
	Terraced	£183,374			
3 Bed House	Semi-Detached	£209,358			
	Detached	£318,017			
	Terraced	£230,456			
4 Bed House	Semi-Detached	£255,596			
	Detached	£395,797			

Average Asking Price Analysis - Bungalows				
2 Bed Bungalow	-	£200,403		
3 Bed Bungalow	-	£243,985		
4 Bed Bungalow	-	£335,532		

<sup>&</sup>lt;sup>1</sup> Shepway District Council Local Plan Core Strategy 2013 (4.61)

#### Folkestone - Overall market - Re-sale Values Analysis Summary – by ward

This table provides a more detailed look at Folkestone values as research by Ward area. Again as per the table on page 20, we have converted those sales figures collected in the previous tables into £ per sq. m. rates using estimated approximate floor sizes typical for each respective type of property. These rates have then been sorted highest to lowest demonstrating those most valuable and least valuable ward areas within Folkestone.

Average Asking Frices Analysis - Flats and houses (2 per sq. m. )						
Settlement	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties
Folkestone Sandgate Ward	£2,861	£4,321	£3,407	£3,660	£3,672	£3,625
Folkestone Harvey West Ward	£2,680	£2,786		£3,947	£3,579	£3,416
Folkestone Harvey Central Ward	£2,559	£2,336	£3,067	£2,107	£2,739	£2,570
Folkestone (All)	£2,248	£2,793	£2,019	£2,172	£2,379	£2,310
Folkestone Park Ward	£2,305	£2,533	£2,320	£2,282	£1,873	£2,201
Folkestone East Ward	£1,778	£1,624	£1,937	£1,793	£2,780	£2,101
Folkestone Cheriton Ward	£2,666		£2,032	£1,955	£1,806	£2,011
Folkestone Morehall Ward		£1,831	£1,960	£2,163	£1,833	£1,948
Folkestone Harbour Ward	£1,727	£2,046	£1,676	£2,332	£1,645	£1,883
Folkestone Foord Ward	£1,889		£1,634	£1,497	£1,460	£1,566

Average Asking Prices Analysis - Flats and Houses (£ per sq. m\*)

\*assuming properties as per DSP sizes used for modelling purposes.

# Zoopla sourced average values data (sourced by settlement / locality names) follows:

(Source of information in tables on this and following pages: www.zoopla.co.uk - May 2014)

#### **Heat Map**

The heat maps below provide an indication as to the strength of residential values in the Shepway District. Map 1 covers the overall area, Map 2 provides a more detailed look at Folkestone and its surrounds and Map 3 provides a detailed look at the strength of values specifically in relation to Folkestone.

#### Map 1



#### Map 2



#### Map 3



The data collected below is again taken from Zoopla and provides average current values of the varying types of property (e.g. detached, semi-detached etc.), of particular importance is the rate per sq. ft. which we also convert to a rate per sq. m. for direct comparison with our own research (see page 38).

#### **Folkestone**

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£329,399	£225	3.8	£299,544
Semi-detached	£213,180	£200	3.2	£201,955
Terraced	£166,030	£180	2.9	£158,466
Flats	£137,771	£187	1.9	£130,634

Period	Average Price Paid (£)	No. of Sales
Last year	£189,739	904
Last 3 years	£183,744	2,573
Last 5 years	£184,258	4,335
Last 7 years	£186,401	6,424

Average current value estimate: £202,383

Average current asking price: £230,454

#### Hythe

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£390,043	£260	3.7	£367,653
Semi-detached	£241,144	£241	3	£216,577
Terraced	£206,710	£253	2.8	£195,187
Flats	£185,847	£301	2	£175,529

Period	Average Price Paid (£)	No. of Sales
Last year	£249,146	340
Last 3 years	£244,981	912
Last 5 years	£245,07	1,502
Last 7 years	£244,683	2,120

Average current value estimate: £276,133

Average current asking price: £314,564

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£284,157	£200	3.6	£262,331
Semi-detached	£204,718	£219	3	£196,725
Terraced	£171,964	£185	2.7	£149,620
Flats	£127,492	£193	1.8	£122,143

#### New Romney Town (incorporating Littlestone-on-Sea)

Period	Average Price Paid (£)	No. of Sales
Last year	£211,573	154
Last 3 years	£211,070	424
Last 5 years	£207,615	704
Last 7 years	£2012,526	999

Average current value estimate: £236,244 Average current asking price: £217,952

#### Lydd

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£245,548	£178	3.3	£218,500
Semi-detached	£168,394	£176	3	£175,944
Terraced	£153,227	£154	2.7	£124,194
Flats	£94,721	-	1.9	£85,000

Period	Average Price Paid (£)	No. of Sales
Last year	£164,396	48
Last 3 years	£157,226	136
Last 5 years	£154,658	216
Last 7 years	£160,010	347

Average current value estimate: £179,361 Average current asking price: £202,444

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£295,387	£205	3.9	£270,243
Semi-detached	£201,131	£189	3	£196,139
Terraced	£180,168	£192	2.5	£169,685
Flats	£135,901	-	1.9	£134,178

#### Hawkinge

Period	Average Price Paid (£)	No. of Sales
Last year	£208,170	154
Last 3 years	£209,777	445
Last 5 years	£212,855	776
Last 7 years	£215,954	1,226

Average current value estimate: £239,039 Average current asking price: £276,215

#### Dymchurch

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£248,353	£194	3.4	£225,859
Semi-detached	£191,902	£256	2.9	£176,769
Terraced	£183,497	-	2.9	£133,556
Flats	£163,347	-	1.9	-

Period	Average Price Paid (£)	No. of Sales
Last year	£196,854	61
Last 3 years	£201,823	158
Last 5 years	£204,442	274
Last 7 years	£204,589	393

Average current value estimate: £222,907 Average current asking price: £288,527

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£444,224	£288	3.6	£343,556
Semi-detached	£298,999	£240	3.1	£215,000
Terraced	£285,135	£253	2.8	£359,500
Flats	£119,953	-	-	£87,000

#### Elham

Period	Average Price Paid (£)	No. of Sales
Last year	£281,375	16
Last 3 years	£309,036	57
Last 5 years	£296,665	92
Last 7 years	£286,000	127

Average current value estimate: £362,445 Average current asking price: £529,635

#### Lyminge

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£337,339	£263	3.5	£260,600
Semi-detached	£222,053	£248	3.1	£201,800
Terraced	£192,934	£194	2.3	£229,833
Flats	£112,108	-	2	£89,500

Period	Average Price Paid (£)	No. of Sales
Last year	£216,717	30
Last 3 years	£220,197	96
Last 5 years	£235,042	147
Last 7 years	£234,429	219

Average current value estimate: £264,659 Average current asking price: £295,658

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£542,775	£360	3.9	£469,286
Semi-detached	£273,902	£344	3	£270,000
Terraced	£287,956	£265	2.8	£340,667
Flats	-	-	-	-

#### Sellindge

Period	Average Price Paid (£)	No. of Sales
Last year	£403,917	12
Last 3 years	£362,593	30
Last 5 years	£337,975	49
Last 7 years	£340,599	69

Average current value estimate: £421,206 Average current asking price: £686,875

#### St Mary's Bay

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£211,993	£193	3.1	£203,789
Semi-detached	£173,451	£222	2.7	£158,054
Terraced	£170,134	£212	3	£157,500
Flats	£127,673	-	2	£117,880

Period	Average Price Paid (£)	No. of Sales
Last year	£171,222	51
Last 3 years	£170,108	135
Last 5 years	£166,520	230
Last 7 years	£171,636	332

Average current value estimate: £187,510

Average current asking price: £231,736

#### **Greatstone-on-Sea**

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£244,703	£210	3.3	£220,593
Semi-detached	£196,443	£199	2.9	£168,666
Terraced	£206,034	-	2.9	£150,000
Flats	£110,895	£166	1.8	-

Period	Average Price Paid (£)	No. of Sales
Last year	£203,471	37
Last 3 years	£203,829	133
Last 5 years	£201,674	235
Last 7 years	£204,436	340

Average current value estimate: £228,531 Average current asking price: £184,215

#### Brookland

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£482,771	£244	3.6	£325,000
Semi-detached	£201,268	-	3	£173,333
Terraced	£297,857	£161	4.2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£234,000	5
Last 3 years	£265,000	11
Last 5 years	£262,178	18
Last 7 years	£287,719	26

Average current value estimate: £371,581 Average current asking price: £837,143

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£339,645	£239	3.5	-
Semi-detached	£200,251	-	2.9	£179,000
Terraced	£152,940	-	2.4	£175,000
Flats	-	-	-	-

#### **Brenzett**

Period	Average Price Paid (£)	No. of Sales
Last year	£178,000	4
Last 3 years	£237,823	17
Last 5 years	£218,249	24
Last 7 years	£214,321	28

Average current value estimate: £257,975 Average current asking price: £303,370

#### Lympne

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£336,160	£239	3.7	£404,500
Semi-detached	£261,189	£216	2.9	£250,250
Terraced	£194,064	-	2.9	£150,000
Flats	£224,644	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£358,631	19
Last 3 years	£291,161	60
Last 5 years	£274,297	108
Last 7 years	£269,319	133

Average current value estimate: £312,241 Average current asking price: £436,091

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£479,500	£306	4.1	£443,750
Semi-detached	£294,842	£167	3	-
Terraced	£218,025	£205	2.7	£207,667
Flats	-	-	3	-

#### Saltwood

Period	Average Price Paid (£)	No. of Sales
Last year	£342,571	7
Last 3 years	£329,498	26
Last 5 years	£339,008	47
Last 7 years	£319,931	61

Average current value estimate: £354,403 Average current asking price: £399,950

#### Stanford

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£376,579	£205	3.8	£373,083
Semi-detached	£287,793	-	3.6	-
Terraced	£200,389	-	2.6	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£294,972	10,471
Last 3 years	£288,457	29,887
Last 5 years	£285,904	48,991
Last 7 years	£281,358	70,037

Average current value estimate: £327,964 Average current asking price: £468,008

#### Westenhanger

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£356,969	£242	3.6	£320,000
Semi-detached	£278,611	-	3.2	-
Terraced	£190,566	-	2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£320,000	1
Last 3 years	£301,875	4
Last 5 years	£299,278	7
Last 7 years	£318,118	8

Average current value estimate: £311,935 Average current asking price: £665,000

#### **Ivychurch**

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£426,921	£221	3.8	£311,667
Semi-detached	£338,071	-	3.4	£293,000
Terraced	-	-	-	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£307,000	4
Last 3 years	£291,600	5
Last 5 years	£319,667	6
Last 7 years	£330,000	7

Average current value estimate: £415,538 Average current asking price: £646,667

#### Newchurch

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£468,141	£292	4.2	-
Semi-detached	£223,970	-	2.9	£205,000
Terraced	£176,197	-	2	-
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£205,000	1
Last 3 years	£291,159	11
Last 5 years	£312,250	17
Last 7 years	£302,970	25

Average current value estimate: £348,886 Average current asking price: £463,315

#### Burmarsh

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£354,280	-	4	£295,000
Semi-detached	£189,024	£183	3	£187,000
Terraced	£201,671	-	3	£153,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£211,667	3
Last 3 years	£197,214	7
Last 5 years	£199,083	12
Last 7 years	£220,692	18

Average current value estimate: £276,978 Average current asking price: £135,333

#### **Stelling Minnis**

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£504,923	£286	4	£374,000
Semi-detached	£277,706	-	3.2	£282,000
Terraced	£267,930	-	3	£225,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£313,750	4
Last 3 years	£362,000	10
Last 5 years	£350,224	17
Last 7 years	£350,762	24

Average current value estimate: £454,752 Average current asking price: £534,992

#### Densole

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£289,668	£231	3.3	£289,167
Semi-detached	£193,806	£218	2.6	£222,497
Terraced	£202,027	-	3	£240,000
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£268,888	9
Last 3 years	£265,732	28
Last 5 years	£249,344	45
Last 7 years	£234,750	70

Average current value estimate: £248,725 Average current asking price: £363,125

#### Etchinghill

Property type	Avg. current value	Avg. £ per sq. ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£354,475	£223	3.5	£280,000
Semi-detached	£236,128	-	3.1	£275,000
Terraced	£200,371	-	3	£200,667
Flats	-	-	-	-

Period	Average Price Paid (£)	No. of Sales
Last year	£259,750	12
Last 3 years	£258,500	23
Last 5 years	£268,731	41
Last 7 years	£272,506	56

Average current value estimate: £324,628

Average current asking price: £371,181

### **Quick Zoopla Analysis**

The table below is a quick analysis of the Zoopla 'Average Current Values Estimate' data above, which has been sorted to represent an overall values hierarchy for settlements within the District.

Settlement	Average £ per sq. ft.	Average £ per sq. m.
Sellindge	£323	£3,475
Newchurch	£292	£3,142
Stelling Minnis	£286	£3,077
Elham	£260	£2,798
Hythe	£251	£2,701
Westenhanger	£242	£2,604
Brenzett	£239	£2,572
Lyminge	£235	£2,529
Lympne	£228	£2,453
Saltwood	£226	£2,432
Dymchurch	£225	£2,421
Densole	£225	£2,421
Etchinghill	£223	£2,399
Ivychurch	£221	£2,378
St Mary's Bay	£209	£2,249
Greatstone-on-Sea	£205	£2,206
Stanford	£205	£2,206
Brookland	£203	£2,184
Folkestone	£202	£2,174
New Romney Town	£201	£2,163
Hawkinge	£195	£2,098
Burmarsh	£183	£1,969
Lydd	£169	£1,818

\*Houses Only

As noted previously, the rows highlighted yellow represent sub regional town' which will 'accommodate substantial residential, commercial and social development', the rows highlighted blue represent 'strategic towns' which will 'accommodate significant development' and the rows highlighted green represent 'service centres' which will "accommodate development appropriate for Shepway and their own needs'<sup>2</sup>

<sup>&</sup>lt;sup>2</sup> Shepway District Council Local Plan Core Strategy 2013 (4.61)

#### New Build Properties for Sale – May - June 2014

Source: DSP research - www.rightmove.co.uk; various house builders' & estate agents' websites

The tables below provide information, so far as found through web-searching and enquiries, on new build properties for sale - between May and June 2014. As noted above, the data has been collected from RightMove and based on the main settlement areas. Property sizes are as supplied with details or, where those were not stated, estimated – e.g. from agents' or other floor plans

Note: Research based on sub-regional towns, strategic towns and service centres as identified within the Council's emerging Local Plan. Smaller towns and villages were excluded due to limited data. No available data for Lydd.

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
		F	olkes	stone				
			Fla	ts				
Seascape, Sandgate	3 Bed Flat	£555,000	72.3	£7,677	£7,294	£6,910	£8,445	C R Child & Partners
Seascape, Sandgate	3 Bed Flat	£450,000	76.2	£5,908	£5,612	£5,317	£6,499	C R Child & Partners
Seascape, Sandgate	3 Bed Flat	£430,000	72.3	£5,947	£5,650	£5,353	£6,542	C R Child & Partners
Seascape, Sandgate	2 Bed Flat	£365,000	62.2	£5,871	£5,577	£5,284	£6,458	C R Child & Partners
Seascape, Sandgate	2 Bed Flat	£340,000	62.2	£5,469	£5,195	£4,922	£6,016	C R Child & Partners
Marten Road	2 Bed Flat	£145,000	60.2	£2,409	£2,288	£2,168	£2,650	Bairstow Eves
Marten Road	2 Bed Flat	£125,000	52.6	£2,376	£2,258	£2,139	£2,614	Bairstow Eves
Average		£344,286	65.4	£5,094	£4,839	£4,585	£5,603	
			Hou	ses				
Eversley Road (Sandgate Ward)	4 Bed Detached	£579,995	135.7	£4,274	£4,060	£3,847	£4,702	RPC New Homes

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent		
Eversley Road (Sandgate Ward)	4 Bed Semi	£464,995	95.0	£4,895	£4,650	£4,405	£5,384	RPC New Homes		
Eversley Road (Sandgate Ward)	4 Bed Detached	£589,995	131.1	£4,500	£4,275	£4,050	£4,950	RPC New Homes		
Eversley Road (Sandgate Ward)	4 Bed Detached	£609,995	135.7	£4,495	£4,270	£4,046	£4,945	RPC New Homes		
Eversley Road (Sandgate Ward)	4 Bed Semi	£415,995	93.9	£4,430	£4,209	£3,987	£4,873	RPC New Homes		
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£350,000	139.8	£2,504	£2,378	£2,253	£2,754	Your Move		
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£340,000	135.4	£2,511	£2,386	£2,260	£2,762	Your Move		
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£325,000	123.2	£2,638	£2,506	£2,374	£2,902	Your Move		
Cherry Garden Avenue (Folkestone Park Ward)	4 Bed Semi	£320,000	118.4	£2,703	£2,568	£2,432	£2,973	Your Move		
Limes Road (Morehall Ward)	3 Bed Detached	£265,000	83.8	£3,162	£3,004	£2,846	£3,479	Stephen Alleyene		
Average		£501,829	118.3	£4,519	£4,293	£4,067	£4,971			
Hythe										
	Flats									
Dental Street	2 Bed Flat	£455,000	106.5	£4,272	£4,059	£3,845	£4,700	C R Child & Partners		
Dental Street	2 Bed Flat	£345,000	88.9	£3,881	£3,687	£3,493	£4,269	C R Child & Partners		
Dental Street	2 Bed Flat	£330,000	88.9	£3,712	£3,526	£3,341	£4,083	C R Child & Partners		

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Dental Street	2 Bed Flat	£320,000	77.6	£4,124	£3,918	£3,711	£4,536	C R Child & Partners
Moncrieff Gardens	2 Bed Flat	£310,000	77.6	£3,995	£3,795	£3,595	£4,394	Strutt & Parker
Seabrook Road	2 Bed Flat	£305,000	61.7	£4,943	£4,696	£4,449	£5,438	C R Child & Partners
Moncrieff Gardens	2 Bed Flat	£305,000	75.4	£4,045	£3,843	£3,641	£4,450	Strutt & Parker
Moncrieff Gardens	2 Bed Flat	£300,000	70.1	£4,280	£4,066	£3,852	£4,708	Strutt & Parker
Dental Street	2 Bed Flat	£299,995	77.6	£3,866	£3,673	£3,479	£4,253	C R Child & Partners
Dental Street	2 Bed Flat	£275,000	72.2	£3,809	£3,618	£3,428	£4,190	C R Child & Partners
Average		£324,500	<b>79.7</b>	£4,093	£3,888	£3,683	£4,502	
			Hou	ses				
Moncrieff Gardens	4 Bed Semi	£425,000	103.7	£4,098	£3,893	£3,689	£4,508	Champion & Co
Moncrieff Gardens	3 Bed Semi	£385,000	92.4	£4,167	£3,958	£3,750	£4,583	Champion & Co
Moncrieff Gardens	3 Bed Semi	£370,000	92.4	£4,004	£3,804	£3,604	£4,405	Champion & Co
Seabrook Road	3 Bed Detached	£275,000	80.0	£3,438	£3,266	£3,094	£3,781	C R Child & Partners
Average		£363,750	92.1	£3,927	£3,730	£3,534	£4,319	
	New	Romney	2 & Li	ttlest	one-o	n-Sea		
New Romney & Littlestone-on-Sea								

	Houses									
Church Lane	4 Bed Detached	£290,000	115.0	£2,522	£2,396	£2,270	£2,774	Ward & Partners		
Church Lane	4 Bed Detached	£280,000	107.9	£2,595	£2,465	£2,335	£2,854	Ward & Partners		
Church Lane	4 Bed Detached	£275,000	107.9	£2,549	£2,421	£2,294	£2,804	Ward & Partners		
Average		£281,667	110.3	£2,555	£2,427	£2,300	£2,811			
			T]	•						

	Hawkinge									
	Houses									
Lancaster         3 Bed Terrace         £245,000         104.2         £2,351         £2,234         £2,116         £2,586         Browns										

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Developer / Agent
Drive								
Lancaster Drive	4 Bed Semi	£245,000	123.6	£1,982	£1,883	£1,784	£2,180	Browns
Lancaster Drive	3 Bed Terrace	£215,000	92.4	£2,327	£2,210	£2,094	£2,560	Browns
Lancaster Drive	3 Bed Terrace	£210,000	92.4	£2,273	£2,159	£2,045	£2,500	Browns
Average		£228,750	103.2	£2,233	£2,122	£2,010	£2,457	

#### **Re-sale Vs New Build Analysis**

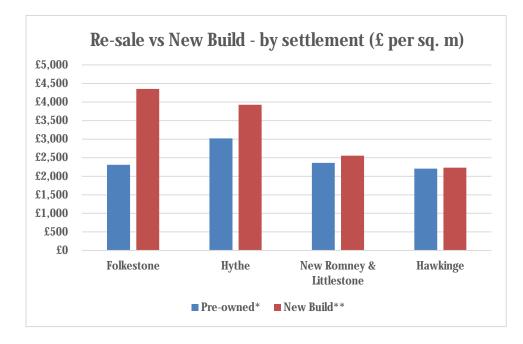
The following table shows the comparison between the pre-owned Rightmove research and the above noted new build values indications, so far as available. *Note: New build values are only compared with the corresponding settlements in the Rightmove pre-owned research.* 

# Re-sale vs New Build - by settlement (£ per sq. m)

Settlement	Re-sale*	New Build**		
Folkestone	£2,310	£4,352		
Hythe	£3,021	£3,927		
New Romney & Littlestone	£2,359	£2,555		
Hawkinge	£2,206	£2,233		
Average:	£2,474	£3,267		

\*'All properties'

\*\* Asking price - Average of houses only



#### Sheltered Housing Research (April 2014)

The following table indicates available new build sheltered housing (recent/new-builds) within and close to the Shepway District – based on searching for available information. We also noted a new retirement development by McCarthy & Stone currently under construction at Ingles Road, Folkestone, where the sales values are not expected to be available until autumn 2014.

Address	Description	Price (£) From	Price (£) To
Stanley Road, Cheriton, Folkestone	1 Bed Flat	£99,950	£171,950
Manley Close, Whitfield	1 Bed Flat	£150,950	£189,950
Manley Close, Whitfield	2 Bed Flat	n/a	£245,950
Roper Road, Canterbury	1 Bed Flat	n/a	£214,950
Roper Road, Canterbury	2 Bed Flat	n/a	£309,950

#### **Economic Context**

#### **Bank of England**

The current official Bank Rate (Base Rate) has remained at 0.5% - since being reduced to that level in March 2009.

The Agent's Summary of Business Conditions (March 2014) stated:

- Annual growth in retail sales values had been little changed and growth in consumer services turnover had edged higher.
- Housing market transactions had risen strongly on a year earlier, though some contacts reported that the implementation of new rules resulting from the Mortgage Market Review appeared to have been associated with a slowing in mortgage approvals.
- Investment intentions had increased, reflecting growing confidence in the strength of demand and, for some contacts, an improvement in the availability of finance.
- Growth in business services turnover had remained strong, especially for professional and financial services
- Manufacturing output for the domestic market and for export had continued to grow at a steady pace.
- Construction output had continued to grow strongly, driven by house building.
- Corporate credit conditions had continued to improve.
- Employment intentions had increased further, particularly in business services. Recruitment difficulties had remained slightly above normal.
- Capacity utilisation had remained close to normal, though had risen a little further above that level in manufacturing.
- Growth in total labour costs per employee had edged up further, remaining moderate.
- Materials costs and imported finished goods prices had been little changed on a year earlier.
- Output prices and profitability had continued to increase modestly.
- Consumer price inflation had remained moderate, with services inflation having edged lower.

#### Bank of England (Update June 2014)

The Agent's Summary of Business Conditions (May 2014) stated:

- Annual growth in retail sales values had been little changed and growth in consumer services turnover had edged higher.
- Housing market transactions had risen strongly on a year earlier, though some contacts reported that the implementation of new rules resulting from the Mortgage

Market Review appeared to have been associated with a slowing in mortgage approvals.

- Investment intentions had increased, reflecting growing confidence in the strength of demand and, for some contacts, an improvement in the availability of finance.
- Growth in business services turnover had remained strong, especially for professional and financial services.
- Manufacturing output for the domestic market and for export had continued to grow at a steady pace.
- Construction output had continued to grow strongly, driven by house building.
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- Materials costs and imported finished goods prices had been little changed on a year earlier.
- Output prices and profitability had continued to increase modestly.

Consumer price inflation had remained moderate, with services inflation having edged lower.

#### **Housing Market Context**

#### Land Registry

The March 2014 Land Registry House Price Index Report (released 30<sup>th</sup> April 2014) provided the following information, in summary, in terms of market trends:

#### Sales Volumes

- *"The March data shows a monthly price change of -0.4 per cent."*
- The annual price change now stands at 5.6 per cent, bringing the average house price in England and Wales to £169,124.
- The number of property transactions has increased over the last year. From October 2012 to January 2013 there was an average of 55,824 sales per month. In the same months a year later, the figure was 74,941"

The March 2014 report stated: -

For England Wales overall:

- Annual change in average house prices 5.6% (positive)
- Monthly change in average house prices -0.4% (decrease)
- Average price £169,124

For South East overall:

- Annual change in average house prices 6.1% (positive)
- Monthly change in average house prices -0.7% (decrease)
- Average price £221,189

For Kent overall:

- Annual change in average house prices 6.3% (positive)
- Monthly change in average house prices 0.7% (increase)
- Average price £191,137

Source: www.landregistry.gov.uk

#### Average price





# Land Registry (Update July 2014)

The May 2014 Land Registry House Price Index Report (released 27<sup>th</sup> June 2014) provided the following information, in summary, in terms of market trends:

- The May data shows a monthly price change of 0.4 per cent.
- The annual price change now stands at 6.7 per cent, bringing the average house price in England and Wales to £172,035.

• The number of property transactions has increased over the last year. From December 2012 to March 2013 there was an average of 50,016 sales per month. In the same months a year later, the figure was 67,969.

The May 2014 report stated: -

For England Wales overall:

- Annual change in average house prices 6.7% (positive)
- Monthly change in average house prices 0.4% (positive)
- Average price £172,035

For South East overall:

- Annual change in average house prices 8.4% (positive)
- Monthly change in average house prices 0.6% (positive)
- Average price £226,334

For Kent overall:

- Annual change in average house prices 7.5% (positive)
- Monthly change in average house prices 0.6% (increase)
- Average price £193,979

Source: www.landregistry.gov.uk

Month	Index	Month	Index
Jan-07	289.36	Sep-10	282.18
Feb-07	292.27	Oct-10	282.56
Mar-07	294.9	Nov-10	281.43
Apr-07	296.89	Dec-10	278.62
May-07	297.81	Jan-11	277.55
Jun-07	299.46	Feb-11	276.25
Jul-07	300.99	Mar-11	275.09
Aug-07	303.04	Apr-11	273.9
Sep-07	304.32	May-11	272.51
Oct-07	306.35	Jun-11	273.54
Nov-07	307.98	Jul-11	273.62
Dec-07	309.31	Aug-11	274.39
Jan-08	310.69	Sep-11	273.86
Feb-08	310.73	Oct-11	272.86
Mar-08	309.63	Nov-11	272.42
Apr-08	309.34	Dec-11	272.22
May-08	307.1	Jan-12	272.38
Jun-08	305.25	Feb-12	271.9
Jul-08	303.01	Mar-12	272.16
Aug-08	298.79	Apr-12	271.72
Sep-08	294.4	May-12	272.25
Oct-08	288.09	Jun-12	273.4
Nov-08	283.58	Jul-12	274.58
Dec-08	276.4	Aug-12	276.92
Jan-09	270.47	Sep-12	276.72
Feb-09	264.04	Oct-12	276.01
Mar-09	258.43	Nov-12	275.57
Apr-09	255.61	Dec-12	273.98
May-09	255.35	Jan-13	274.26
Jun-09	256.84	Feb-13	274.55
Jul-09	258.3	Mar-13	274.88
Aug-09	260.59	Apr-13	275.12
Sep-09	263.76	May-13	276.05
Oct-09	266.05	Jun-13	277.46
Nov-09	268.76	Jul-13	279.45
Dec-09	270.72	Aug-13	281.49
Jan-10	271.37	Sep-13	284.03
Feb-10	274.03	Oct-13	284.9
Mar-10	276.08	Nov-13	285.28
Apr-10	278.4	Dec-13	286.55
May-10	279.86	Jan-14	287.38
Jun-10	278.91	Feb-14	290.16
Jul-10	280.34	Mar-14	292.19
Aug-10	281.85	Apr-14	294.87
		May-14	296.52

Key:

Yellow = Market Peak Blue = Market Trough Green = Current position Red = Date of previous study research by Adams Integra

This HPI data shows a 16% increase in values since the market trough in May 2009 and is currently 4.5% below the market peak in February 2008. There has also been a 6.3% increase in values since the AI viability study in June 2010.

# Office for National Statistics (ONS) – House Price Index (April 2014)

NOTE: Previously published by the Department for Communities and Local Government (DCLG)

The latest UK house price index statistics (mix-adjusted) produced by the Office for National Statistics (ONS) were released on 15<sup>th</sup> April 2014

The key points from the release were:

- UK house prices increased by 9.1% in the year to February 2014, up from 6.8% in the year to January 2014.
- House price annual inflation grew by 9.7% in England, 5.3% in Wales, 2.4% in Scotland and 2.8% in Northern Ireland.
- House price growth is increasing strongly across most parts of the UK, with prices in London again showing the highest growth.
- Annual house price increases in England were driven by rises in London (17.7%), the South East (8.0%) and the East of England (7.7%).
- Excluding London and the South East, UK house prices increased by 5.8% in the 12 months to February 2014.
- On a seasonally adjusted basis, average house prices increased by 1.9% between January and February 2014.
- In February 2014, prices paid by first-time buyers were 10.5% higher on average than in February 2013. For owner-occupiers (existing owners), prices increased by 8.6% for the same period.

<u>NOTE:</u> The index is calculated using mortgage financed transactions that are collected via the Regulated Mortgage Survey by the Council of Mortgage Lenders.

Source: www.ons.gov.uk

#### **Other Property Market Reporting**

Overall the residential property market is currently relatively buoyant with average house prices growing by 10.5% nationally in the year to May (20.1% London and 9.6% in the South East (excluding London) according to the Office for National Statistics and Bank of England<sup>3</sup>.

Data published by Savills<sup>4</sup> indicates that house prices increased by 4.4% in the first four months of 2014. The Halifax<sup>5</sup> also reported similarly, indicating a 3.9% rise in house prices in May 2014 alone (overall, 2.0% up on the previous quarter).

In terms of current forecasts, recent house price reporting indicates a likely continued trend of increasing prices – with residential property values looking set to increase significantly over the coming years. Savills forecast potentially a 20-30%, or in some cases potentially greater, increase over the period to 2018 in the South East.

<sup>&</sup>lt;sup>3</sup> http://www.bbc.co.uk/news/business-28296536

<sup>&</sup>lt;sup>4</sup> Savills – Residential Property Focus Q2 2014

<sup>&</sup>lt;sup>5</sup> Halifax House Price Index May 2014 (Released 5<sup>th</sup> June 2014)

#### **RICS Residential Market Report (April 2014)**

Headline reads: "Demand supply imbalance continues to push prices higher"

- "Supply contracted again in April as demand continued to grow
- Prices expectations remain firm in all parts of the UK
- Instructions to let property remain broadly flat for the third consecutive quarter, supporting rental expectations"

'The April 2014 RICS Residential Market Survey shows a continuation of the broad pattern established in the second half of 2013 with house prices remaining on a firmly upward trend. The imbalance between demand and supply continues to be a key driver of price appreciation with growth in new buyer enquiries remaining firmly positive at the headline level while new instructions contracted slightly for the fourth consecutive month.

This dearth of new instructions appears quite widespread with nine of the twelve regions that we monitor seeing a decline in the number of new sellers coming to market over the course of the month. Growth in new buyer enquiries remains firmly positive across all parts of the UK and price growth is correspondingly diffuse. While prices are now rising across all regions, East Anglia and the South East are reported to have experienced the broadest rises over the last 3 months.

This trend in price growth looks set to be sustained with surveyors expecting prices to continue rising across all regions over the coming 12 months. Indeed, both the 3 and 12 month price expectations series remain broadly unchanged from their March level at 48 and 72 respectively. Longer term price expectations also remain almost unchanged with respondents envisaging average price growth of 6% per annum over the coming 5 years.

Agreed sales continue to rise steadily with a net balance of 26% more respondents reporting increasing sales volumes. As would be expected, this is also a trend that is common to all regions and respondents remain confident in further growth in activity levels with the 3 and 12 month sales expectations series standing at 33 and 60 respectively.

The growth in demand that is feeding this stronger market is being supported by the more favourable credit conditions that have increased the supply of mortgage finance. This more accommodative lending environment is benefiting all buyer types with surveyors reporting 'perceived' LTV ratios to be rising across the spectrum of borrowers with first time buyers experiencing the largest increase in LTV's over the year to April (from 82% to 86% on a three month average basis). LTV's for existing owner occupiers and buy to let borrowers, on the other hand, have increased by between 1-2% over the year and stand at 78% and 74% respectively.

The average number of sales per surveyor crept up marginally in April to a post-crisis high while the average number of stocks on surveyors books decreased slightly. This led the salesto-stock ratio (measuring the degree of the market slack) to tick up marginally to 38%; the second highest post-crisis reading.

Tenant demand has grown more slowly over the last three quarters as the sales market has rebounded. However, growth is still positive in all but the North West and East Anglia regions. New landlord instructions have remained flat at the headline level since mid-2013 and this has kept the rent expectations series in positive territory. Respondents now expect growth in rental prices of just under 2% over the coming 12 months."

The extracts below provide views from surveyors as to market conditions from the South East region.

*"No let-up in activity and tenants with good track records relocating due to sales being offered on properties before they are marketed by unconnected Landlords."* **Canterbury** 

"Demand continues to outstrip supply." Canterbury

"Market activity has increased dramatically in the last two weeks, particularly with enquiry levels from London - is this a sign that the bubble has reached its peak in London?" Ashford

*"Easter holiday was particularly quiet. Sales are slower due to lack of available stock."* Ashford

"School holidays have a strong influence on activity levels in the Sevenoaks area" Sevenoaks

"Easter activity was slow. Housing stock level still remains low." Folkestone

# RICS Residential Market Report (Update - April 2014 – Released May 2014)

Headline reads: "Demand Supply Imbalance Continues to Push Prices Higher"

- Supply contracted again in April as demand continued to grow
- Prices expectations remain firm in all parts of the UK
- Instructions to let property remain broadly flat for the third consecutive quarter, supporting rental expectations"

"The April 2014 RICS Residential Market Survey shows a continuation of the broad pattern established in the second half of 2013 with house prices remaining on a firmly upward trend. The imbalance between demand and supply continues to be a key driver of price appreciation with growth in new buyer enquiries remaining firmly positive at the headline level while new instructions contracted slightly for the fourth consecutive month.

This dearth of new instructions appears quite widespread with nine of the twelve regions that we monitor seeing a decline in the number of new sellers coming to market over the course of the month. Growth in new buyer enquiries remains firmly positive across all parts of the UK and price growth is correspondingly diffuse. While prices are now rising across all regions, East Anglia and the South East are reported to have experienced the broadest rises over the last 3 months.

This trend in price growth looks set to be sustained with surveyors expecting prices to continue rising across all regions over the coming 12 months. Indeed, both the 3 and 12 month price expectations series remain broadly unchanged from their March level at 48 and 72 respectively. Longer term price expectations also remain almost unchanged with respondents envisaging average price growth of 6% per annum over the coming 5 years.

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The growth in demand that is feeding this stronger market is being supported by the more favourable credit conditions that have increased the supply of mortgage finance. This more accommodative lending environment is benefiting all buyer types with surveyors reporting perceived' LTV ratios to be rising across the spectrum of borrowers with first time buyers experiencing the largest increase in LTV's over the year to April (from 82% to 86% on a three month average basis). LTV's for existing owner occupiers and buy to let borrowers, on the other hand, have increased by between 1-2% over the year and stand at 78% and 74% respectively.

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#### **Residential Values Summary**

Overall, for the purposes of this strategic overview of development viability for CIL, we decided to focus our appraisals around the following values range - represented by what we refer to as Values Levels 1 to 12 (1 being the lowest level trialled; 12 the highest). These were aligned to the areas in which these value levels are typically found or expected to be found for new-build property – see below.

Value (£/m <sup>2</sup> )		Example Location (see fo	otnotes below)
VL1	£2,000	Lydd, Folkestone (1)	
VL2	£2,150		Folkestone 2,Dymchurch,
VL3	£2,300	New Romney &	Burmarsh, Hawkinge
VI4	£2,450	<ul> <li>Littlestone</li> </ul>	Rural 1, Folkestone 3
VL5	£2,600	Rural 2	
VL6	£2,750		
VL7	£2,900	Rural 3, Hythe	
VL8	£3,050		
VL9	£3,350	Rural 4, Folkestone 4	
VL10	£3,650		
VL11	£3,950		Rural 5
VL12	£4,250		

Folkestone 1 = Ford, Harbour, Morehall, Cheriton Wards

Folkestone 2 = East & Park Wards

Folkestone 3 = Harvey Central Ward

Folkestone 4 = Harvey West, Sandgate Wards

Rural 1 = Etchinghill, Lyminge, St Mary's Bay, Greatstone-on-Sea

Rural 2 = Densole

- Rural 3 = Lympne, Brenzett
- Rural 4 = Saltwood, Newchurch, Stelling Minnis, Brookland
- Rural 5 = Elham, Stanford & Westenhanger, Ivychurch, Sellindge

As in all areas, values are always mixed to some extent within particular localities and for particular sites.

### Commercial Market, Rents & Yields (information as available)

Sources used:

- EGi (Estates Gazette Interactive) based on searches for (TBC) EGi reporting extracts follow these sections all detail not quoted here (Source: EGi www.egi.co.uk subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms).
- Valuation Office Agency (VOA) Rating List
- Others RICS market information; property advertised; web-based research
- Any available local soundings indications / examples

## Commercial Property Data sourced from the Valuation Office Agency (VOA) Rating List – Rental indications

VOA research based on main settlement areas of Folkestone (Sub Regional Town), Hythe and New Romney (Strategic Towns) and Lydd and Hawkinge (Service Centres).

The following types of commercial property were researched, only on properties of >100m<sup>2</sup>:

- Shops / premises
- Offices
- Retail Warehousing
- Industrial Warehousing
- Supermarkets
- Convenience stores

*Note: Other non-residential property types are considered within the report text.* 

## **Shops and Premises**

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
	Fo	olkesto	ne		
48-66, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DN	SHOP AND PREMISES	7773.1	37	£287,500	£36.99
24-26, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	3735.2	64.5	£240,000	£64.25
11-12, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	3360.84	92.5	£310,000	£92.24
9-17, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	3238.6	70.75	£226,000	£69.78
LIDL, HAVEN DRIVE, HAWKINGE, FOLKESTONE, KENT, CT18 7PB	SUPERMARKET AND PREMSIES	1812.15	150	£270,000	£148.99
17-18, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1747.85	103	£180,000	£102.98

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
7-9, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1463.22	650	£160,000	£109.35
14, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	1356.05	120	£158,000	£116.51
LIDL SUPERMARKET, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BP	SUPERMARKET AND PREMISES	1167.32	175	£204,000	£174.76
1-5, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	1020.4	300	£61,000	£59.78
46, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	855.33	550	£51,500	£60.21
UNIT 3, SANDGATE LANES, FOLKESTONE, KENT, CT20 2AF	SUPERMARKET AND PREMSIES	827.9	90	£74,500	£89.99
1-2, BOUVERIE PIACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	826.09	650	£132,000	£159.79

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
6, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	815.77	162.5	£98,500	£120.74
57-59, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	740.3	550	£96,000	£129.68
42-44, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	697.8	550	£82,500	£118.23
7-9, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	644.19	250	£38,500	£59.76
86, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	620.57	395	£40,000	£64.46
GND FLR 64-68, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HB	SHOP AND PREMISES	614.7	80	£36,500	£59.38
21, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	598.3	120	£16,500	£27.58

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
15-16, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	584.76	650	£110,000	£188.11
8, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	558.74	600	£105,000	£187.92
51-53, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	SHOP AND PREMISES	554.57	550	£90,000	£162.29
UNIT 2-4, SHAKESPEARE CENTRE 145/147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	SHOP AND PREMISES	554.15	175	£29,750	£53.69
2-4, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	516.1	400	£65,000	£125.94
28-30, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP & PREMISES	515.6	550	£66,000	£128.01
40, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	490.34	550	£58,000	£118.29

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
141-143, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	486.3	225	£40,750	£83.80
19-21, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	469.3	120	£15,250	£32.50
114, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	468.8	250	£32,000	£68.26
16-18, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	462.2	190	£19,000	£41.11
28, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2TG	SHOP AND PREMISES	456.5	170	£8,000	£17.52
23-25, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICE AND PREMISES	448.6	75	£9,700	£21.62
5, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	439.01	650	£83,500	£190.20
129, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	438.4	225	£23,500	£53.60

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
362-364, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	430.89	150	£23,250	£53.96
GRD FLR 27, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	415.7	550	£49,750	£119.68
100, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	383.9	250	£31,250	£81.40
12, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	378.9	500	£50,000	£131.96
GND FLR BUSINESS PREMISES AT 209, DOVER ROAD, FOLKESTONE, KENT, CT19 6NH	SHOP AND PREMISES	378.43	110	£39,750	£105.04
100, FOORD ROAD, FOLKESTONE, KENT, CT19 5AB	SHOP AND PREMISES	365.73	110	£39,250	£107.32
12-14, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EZ	SHOP AND PREMISES	360.6	150	£14,250	£39.52
100-102, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	357.78	130	£12,500	£34.94

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNITS 1-3 CASTLE HOUSE, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2TA	SHOP AND PREMISES	344	110	£38,250	£111.19
111, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	339.74	250	£19,250	£56.66
73, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	321.6	160	£7,200	£22.39
18, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	320.62	550	£39,000	£121.64
137-139, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	317.8	225	£31,250	£98.33
24-26, DOVER ROAD, FOLKESTONE, KENT, CT20 1JQ	SHOP AND PREMISES	315	75	£7,400	£23.49
107, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	305.3	100	£24,750	£81.07
16, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	300.1	550	£56,500	£188.27

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
23-25, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	296.7	550	£57,500	£193.80
37, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	278.89	550	£46,000	£164.94
8, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	271.4	120	£10,750	£39.61
1-3, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1AL	SHOP AND PREMISES	270.12	320	£32,500	£120.32
38, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4ET	SHOP AND PREMISES	268.1	190	£27,250	£101.64
29-33, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	266.2	550	£49,000	£184.07
61, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	263.8	550	£43,000	£163.00
38, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	261.5	550	£36,750	£140.54
233, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AX	SHOP AND PREMISES	261.36	250	£44,500	£170.26

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
68, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	260.82	480	£35,750	£137.07
21, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EY	SHOP AND PREMISES	259.7	160	£10,750	£41.39
3-7, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	258.91	100	£17,000	£65.66
63, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RY	SHOP AND PREMISES	247.69	550	£43,750	£176.63
89, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	247.49	395	£16,250	£65.66
23, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EY	SHOP AND PREMISES	246.9	160	£10,500	£42.53
1, FISHMARKET, FOLKESTONE, KENT, CT19 6AA	SHOP AND PREMISES	242.1	125	£6,700	£27.67
5, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	232.9	200	£9,400	£40.36
119, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	232.5	250	£18,250	£78.49
UNIT 2, SANDGATE LANES, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	227.21	295	£18,750	£82.52

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
310-312, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DP	SHOP AND PREMISES	227.04	60	£14,750	£64.97
W H SMITH, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	223.1	600	£133,000	£596.15
133, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	223	225	£12,500	£56.05
90, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BE	SHOP AND PREMISES	221.7	350	£21,000	£94.72
27, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	217.82	120	£14,250	£65.42
10, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	217.7	230	£12,000	£55.12
100-102, CHERITON ROAD, FOLKESTONE, KENT, CT20 2QN	SHOP AND PREMISES	217.6	125	£21,500	£98.81
314-316, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DP	SHOP AND PREMISES	217.27	60	£12,750	£58.68

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT RT12, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	217.1	600	£130,000	£598.80
THE GALLERY THE WEDGE 75-81, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	GALLERY AND PREMISES	216.59	75	£9,500	£43.86
34, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	216.3	185	£8,900	£41.15
36, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	208.73	550	£34,250	£164.09
319-321, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BQ	SHOP AND PREMISES	207.72	65	£12,250	£58.97
108, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	203	250	£19,000	£93.60
26-28, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EZ	SHOP AND PREMISES	201.2	120	£9,600	£47.71
106, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	199	250	£19,750	£99.25

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
79-81, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	193.39	160	£11,750	£60.76
34, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	190.5	550	£41,500	£217.85
380-382, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	186.1	150	£16,250	£87.32
17-17A, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	185.5	90	£3,800	£20.49
20, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	185.5	550	£38,500	£207.55
131-133, ENBROOK VALLEY, FOLKESTONE, KENT, CT20 3NE	SHOP AND PREMISES	185.3	130	£12,750	£68.81
132, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	SHOP AND PREMISES	181.7	225	£12,250	£67.42
41, CANTERBURY ROAD, FOLKESTONE, KENT, CT19 5NJ	SHOP AND PREMISES	180.81	100	£6,600	£36.50
293, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AZ	SHOP AND PREMISES	176.97	150	£7,600	£42.95

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
105, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BG	SHOP AND PREMISES	176.75	395	£21,000	£118.81
3, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	174.72	650	£56,000	£320.51
116, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	174.12	225	£16,750	£96.20
347-349, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BP	SHOP AND PREMISES	173.81	150	£13,750	£79.11
UNIT 1 SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	SHOP AND PREMISES	172.9	140	£8,900	£51.47
3, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	172.6	185	£7,500	£43.45
32, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	170.84	550	£32,000	£187.31
97, DOVER ROAD, FOLKESTONE, KENT, CT20 1JZ	SHOP AND PREMISES	168.1	100	£3,850	£22.90

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
130, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	167.59	225	£12,500	£74.59
69, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	167.56	475	£31,500	£187.99
5, TOWN WALK, FOLKESTONE, KENT, CT20 2AD	SHOP AND PREMISES	166.3	67	£11,000	£66.15
93, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	165.68	175	£12,250	£73.94
12-14, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4ER	SHOP AND PREMISES	165.44	135	£22,750	£137.51
16, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EX	SHOP AND PREMISES	165.24	150	£12,500	£75.65
8, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	163.7	175	£6,400	£39.10
5-7, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BW	OFFICE AND PREMISES	162.73	100	£6,900	£42.40
21, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	161.7	90	£3,400	£21.03
80, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	161.6	395	£19,500	£120.67

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
95, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HE	SHOP AND PREMISES	160.7	160	£8,600	£53.52
99, ENBROOK VALLEY, FOLKESTONE, KENT, CT20 3NE	SHOP & PREMISES	160.5	130	£19,000	£118.38
43, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	158.1	160	£10,250	£64.83
4A, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	156	160	£9,900	£63.46
10, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	SHOP AND PREMISES	155.2	475	£26,250	£169.14
9, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	154.98	75	£4,950	£31.94
53, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3AH	SHOP AND PREMISES	154.57	130	£6,700	£43.35
19A, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	154.5	90	£2,800	£18.12
39, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	152.08	120	£7,400	£48.66

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
14, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	151.38	650	£49,250	£325.34
122, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	150.7	225	£13,250	£87.92
8, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	149.5	240	£11,500	£76.92
55, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	SHOP AND PREMISES	148.9	550	£30,750	£206.51
12, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	147	210	£11,000	£74.83
110, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1ES	SHOP AND PREMISES	147	80	£4,150	£28.23
378, CHERITON ROAD, FOLKESTONE, KENT, CT19 4DX	SHOP AND PREMISES	143.9	150	£7,400	£51.42
59, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	143.1	160	£4,750	£33.19
26-28, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	SHOP & PREMISES	142.99	75	£7,200	£50.35

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
17, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	142.79	120	£7,000	£49.02
13, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	142.3	150	£8,000	£56.22
97, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BS	SHOP AND PREMISES	139.95	175	£12,750	£91.10
25-27, BLACK BULL ROAD, FOLKESTONE, KENT, CT19 5QN	SHOP AND PREMISES	136.6	100	£7,000	£51.24
56, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	136.47	120	£5,600	£41.03
360, CHERITON ROAD, FOLKESTONE, KENT, CT19 4BP	SHOP AND PREMISES	136.27	150	£13,500	£99.07
30, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	135.3	185	£7,500	£55.43
41-43, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	135	170	£10,250	£75.93
14, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	133.15	210	£9,600	£72.10

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT RT06, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	SHOP AND PREMISES	132.4	600	£79,000	£596.68
70, PAVILION ROAD, FOLKESTONE, KENT, CT19 5RL	SHOP AND PREMISES	132.29	125	£6,100	£46.11
31, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	131.31	120	£5,900	£44.93
124, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	131	225	£13,000	£99.24
118, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	130.52	225	£10,000	£76.62
145-147, DOVER ROAD, FOLKESTONE, KENT, CT20 1NS	SHOP AND PREMISES	129.7	100	£10,750	£82.88
91, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	129.64	130	£5,400	£41.65
15, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	129.3	150	£7,900	£61.10

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
1-3, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BD	SHOP AND PREMISES	128.6	130	£8,400	£65.32
6, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	128	600	£48,250	£376.95
26, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	127.58	185	£8,100	£63.49
14 & 15, FLEMING WAY, FOLKESTONE, KENT, CT19 6JX	SHOP AND PREMISES	127.5	115	£10,500	£82.35
7, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	SHOP AND PREMISES	126.9	150	£8,300	£65.41
73, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	126.7	395	£17,750	£140.09
90, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	125.79	130	£10,750	£85.46
29, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	125.4	75	£3,800	£30.30
126, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	SHOP AND PREMISES	125.02	225	£13,000	£103.98

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
105, DOVER ROAD, FOLKESTONE, KENT, CT20 1NL	SHOP AND PREMISES	124.8	100	£3,200	£25.64
83, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	SHOP AND PREMISES	124.44	395	£26,500	£212.95
1-3, RISBOROUGH LANE, FOLKESTONE, KENT, CT19 4JH	SHOP AND PREMISES	123.8	130	£6,500	£52.50
7, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	123.4	175	£9,000	£72.93
27, RISBOROUGH IANE, FOLKESTONE, KENT, CT19 4JH	SHOP AND PREMISES	123	35	£3,200	£26.02
2A, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	122.9	300	£14,750	£120.02
14, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	RESTURANT AND PREMISES	122.7	200	£22,750	£185.41
GND FLR 55-57, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	SHOP, WORKSHOP AND PREMISES	122.56	70	£8,000	£65.27
99, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	121.9	130	£6,300	£51.68

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
6, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	OFFICES AND PREMISES	121.9	150	£8,200	£67.27
7, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1SS	SHOP AND PREMISES	121.5	600	£48,250	£397.12
76, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	121.1	395	£21,250	£175.47
29, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	120.4	120	£6,000	£49.83
5, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	119.7	185	£6,300	£52.63
GROUND FLOOR SHOP 69, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	SHOP AND PREMISES	118.65	75	£3,650	£30.76
93-95, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	SHOP AND PREMISES	118.35	395	£26,250	£221.80
2, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	118.3	275	£15,750	£133.14
93, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	116.3	130	£5,500	£47.29

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
4, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	115.74	650	£45,250	£390.96
63, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3AH	SHOP AND PREMISES	115.13	130	£9,100	£79.04
4, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	SHOP AND PREMISES	115.1	225	£13,000	£112.95
53, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RN	SHOP AND PREMISES	114.8	120	£3,350	£29.18
2, INGOLDSBY ROAD, FOLKESTONE, KENT, CT19 6JJ	SHOP AND PREMISES	114.5	95	£6,200	£54.15
18, BOUVERIE PLACE, FOLKESTONE, KENT, CT20 1AU	SHOP AND PREMISES	113.73	300	£20,000	£175.86
22, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	113.1	185	£9,200	£81.34
9, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	112.5	175	£8,400	£74.67

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
6, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DZ	SHOP AND PREMISES	111.3	250	£8,500	£76.37
BST & GND FLRS 97, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BY	SHOP AND PREMISES	110.7	130	£6,100	£55.10
82, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	110.1	395	£18,500	£168.03
47, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	109.9	170	£6,600	£60.05
19, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	109.9	90	£2,650	£24.11
74, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	SHOP AND PREMISES	109.4	450	£18,500	£169.10
235, CHERITON ROAD, FOLKESTONE, KENT, CT19 4AX	SHOP AND PREMISES	109.39	250	£16,500	£150.84
3, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	SHOP AND PREMISES	107.03	200	£5,200	£48.58
37-39, BLACK BULL ROAD, FOLKESTONE, KENT, CT19 5QP	SHOP AND PREMISES	106.8	100	£7,900	£73.97

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
71, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4EZ	SHOP AND PREMISES	106.8	140	£6,700	£62.73
35, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1SB	SHOP AND PREMISES	105.57	550	£20,000	£189.45
36, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EE	SHOP AND PREMISES	104.51	185	£10,250	£98.08
69, BROCKMAN ROAD, FOLKESTONE, KENT, CT20 1DJ	SHOP AND PREMISES	104.1	135	£5,900	£56.68
94, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BE	SHOP AND PREMISES	103.9	350	£14,000	£134.74
5, RENDEZVOUS STREET, FOLKESTONE, KENT, CT20 1EY	SHOP AND PREMISES	103.78	175	£7,100	£68.41
33, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EB	SHOP AND PREMISES	102.9	120	£5,400	£52.48
91, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	SHOP AND PREMISES	102	395	£16,250	£159.31
41, THE OLD HIGH STREET, FOLKESTONE, KENT, CT20 1RL	SHOP AND PREMISES	101.49	120	£7,000	£68.97

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
THE BREWERY TAP 53, TONTINE STREET, FOLKESTONE, KENT, CT20 1JR	SHOP AND PREMISES	100.76	75	£4,850	£48.13
49, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	SHOP AND PREMISES	100.6	170	£6,400	£63.62
7, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	SHOP AND PREMISES	100.6	185	£6,100	£60.64
15, GRACE HILL, FOLKESTONE, KENT, CT20 1HA	SHOP AND PREMISES	100.5	90	£4,000	£39.80
	Average:	349.27	247	£32,265	£101
		Hythe			
70-72, HIGH STREET, HYTHE, KENT, CT21 5AL	SUPERMARKET AND PREMISES	1892.32	135	£255,000	£134.76
54-56, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	536.1	200	£25,250	£47.10
103, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	488.1	220	£25,250	£51.73
95-97, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	418.4	220	£28,500	£68.12
64-68, HIGH STREET, HYTHE, KENT, CT21 5AL	SHOP AND PREMISES	399.6	200	£29,250	£73.20
103A, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	253.7	220	£17,500	£68.98
31-33, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	248.81	200	£20,750	£83.40

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
114, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	234.5	220	£11,500	£49.04
87-89, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	215.4	220	£23,000	£106.78
27, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	204	180	£10,500	£51.47
69, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	198.2	200	£6,800	£34.31
106, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	188.4	220	£11,750	£62.37
65, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	188.3	200	£13,750	£73.02
44A, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	155	180	£12,250	£79.03
88, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	154	200	£14,750	£95.78
110, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	151.4	220	£11,000	£72.66
133-135, HIGH STREET, HYTHE, KENT, CT21 5JJ	SHOP AND PREMISES	150.3	160	£12,750	£84.83
61, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	139.57	200	£17,750	£127.18
92, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	137.2	220	£12,500	£91.11
82, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	126.9	200	£10,250	£80.77

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
78-80A, DYMCHURCH ROAD, HYTHE, KENT, CT21 6JX	SHOP AND PREMISES	123.2	125	£9,500	£77.11
112, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	119.92	220	£11,000	£91.73
244, SEABROOK ROAD, HYTHE, KENT, CT21 5RA	SHOP AND PREMISES	119.5	110	£4,650	£38.91
28, MARTELLO DRIVE, HYTHE, KENT, CT21 6PH	SHOP AND PREMISES	117.1	150	£8,700	£74.30
100, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	113.25	220	£13,000	£114.79
CHAMPION & CO, THE GREEN, SALTWOOD, HYTHE, KENT, CT21 4PS	OFFICES AND PREMISES	105.6	160	£3,650	£34.56
122, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102.3	220	£8,200	£80.16
57, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	102.2	200	£6,500	£63.60
116-118, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102	220	£16,000	£156.86
	Average:	258.11	194	£22,457	£78
	Ne	w Rom	ney		
1-3, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 ONG	SHOP AND PREMISES	274.4	110	£31,750	£115.71

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
34, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	210.7	100	£8,300	£39.39
84-86, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AN	SHOP AND PREMISES	203.9	100	£8,200	£40.22
50, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 ONL	SHOP AND PREMISES	187	125	£7,300	£39.04
41-43, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 ONH	SHOP AND PREMISES	186.9	125	£9,400	£50.29
IMPETTS CORNER, CORONATION SQUARE, LYDD, ROMNEY MARSH, KENT, TN29 9AT	SHOP AND PREMISES	176.4	100	£13,000	£73.70
12, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	141.96	100	£6,500	£45.79
32, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	135.1	100	£6,600	£48.85

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
31-33, JEFFERSTONE LANE, ST MARYS BAY, ROMNEY MARSH, KENT, TN29 OSA	SHOP AND PREMISES	124.2	100	£6,000	£48.31
25, HIGH STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AJ	SHOP AND PREMISES	121.1	100	£5,500	£45.42
THE FARM SHOP AT HAGUELANDS FARM, BURMARSH, ROMNEY MARSH, KENT, TN29 OJR	SHOP AND PREMISES	118.7	110	£12,500	£105.31
47, HIGH STREET, DYMCHURCH, ROMNEY MARSH, KENT, TN29 ONH	SHOP AND PREMISES	101.84	125	£6,200	£60.88
5-6, CORONATION SQUARE, LYDD, ROMNEY MARSH, KENT, TN29 9AT	SHOP AND PREMISES	101.6	100	£7,100	£69.88
	Average:	160.29	107	£9,873	£60
		Hythe			
70-72, HIGH STREET, HYTHE, KENT, CT21 5AL	SUPERMARKET AND PREMISES	1892.32	135	£255,000	£134.76
54-56, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	536.1	200	£25,250	£47.10
103, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	488.1	220	£25,250	£51.73

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
95-97, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	418.4	220	£28,500	£68.12
64-68, HIGH STREET, HYTHE, KENT, CT21 5AL	SHOP AND PREMISES	399.6	200	£29,250	£73.20
103A, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	253.7	220	£17,500	£68.98
31-33, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	248.81	200	£20,750	£83.40
114, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	234.5	220	£11,500	£49.04
87-89, HIGH STREET, HYTHE, KENT, CT21 5JH	SHOP AND PREMISES	215.4	220	£23,000	£106.78
27, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	204	180	£10,500	£51.47
69, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	198.2	200	£6,800	£34.31
106, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	188.4	220	£11,750	£62.37
65, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	188.3	200	£13,750	£73.02
44A, HIGH STREET, HYTHE, KENT, CT21 5AT	SHOP AND PREMISES	155	180	£12,250	£79.03
88, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	154	200	£14,750	£95.78
110, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	151.4	220	£11,000	£72.66

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
133-135, HIGH STREET, HYTHE, KENT, CT21 5JJ	SHOP AND PREMISES	150.3	160	£12,750	£84.83
61, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	139.57	200	£17,750	£127.18
92, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	137.2	220	£12,500	£91.11
82, HIGH STREET, HYTHE, KENT, CT21 5AJ	SHOP AND PREMISES	126.9	200	£10,250	£80.77
78-80A, DYMCHURCH ROAD, HYTHE, KENT, CT21 6JX	SHOP AND PREMISES	123.2	125	£9,500	£77.11
112, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	119.92	220	£11,000	£91.73
244, SEABROOK ROAD, HYTHE, KENT, CT21 5RA	SHOP AND PREMISES	119.5	110	£4,650	£38.91
28, MARTELLO DRIVE, HYTHE, KENT, CT21 6PH	SHOP AND PREMISES	117.1	150	£8,700	£74.30
100, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	113.25	220	£13,000	£114.79
CHAMPION & CO, THE GREEN, SALTWOOD, HYTHE, KENT, CT21 4PS	OFFICES AND PREMISES	105.6	160	£3,650	£34.56
122, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102.3	220	£8,200	£80.16
57, HIGH STREET, HYTHE, KENT, CT21 5AD	SHOP AND PREMISES	102.2	200	£6,500	£63.60

Address	Description	Size (m²)	£/m2 Zone A Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
116-118, HIGH STREET, HYTHE, KENT, CT21 5LE	SHOP AND PREMISES	102	220	£16,000	£156.86
	Average:	258.11	194	£22,457	£78

Note: No available data for Hawkinge and Lydd

# **Offices and Premises**

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
	Fo	lkeston	e	1	
ENBROOK PARK, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3SE	OFFICES AND PREMISES	9259.7	87	£870,000	£93.96
BOUVERIE HOUSE, MIDDLEBURG SQUARE, FOLKESTONE, KENT, CT20 1BL	OFFICES AND PREMISES	7477.6	65	£495,000	£66.20
PLOT A1, SHEARWAY BUSINESS PARK, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RR	OFFICES AND PREMISES	4758.73	123	£680,000	£142.90
PALTING HOUSE, TRINITY ROAD, FOLKESTONE, KENT, CT20 2TP	OFFICES AND PREMISES	3297.4	50	£161,000	£48.83
LOVE WORLD CONFERENCE CENTRE, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4QJ	OFFICES AND PREMISES	2869.7	91	£300,000	£104.54
2ND 3RD & 4TH FLRS, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2FT	OFFICES AND PREMISES	2664.2	71	£214,000	£80.32
CHERITON PARC HOUSE, CHERITON HIGH STREET, FOLKESTONE, KENT, CT18 8AN	OFFICES AND PREMISES	2243.84	88.5	£239,000	£106.51
LONDON PROCESSING CENTRE, TRINITY ROAD, FOLKESTONE, KENT, CT20 2TS	OFFICES AND PREMISES	2006.38	54	£118,000	£58.81

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
U DRIVE RENTAL, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 3PA	OFFICES AND PREMISES	1966.5	6.5	£14,750	£7.50
KENT REPORTING CENTRE 7, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 2SH	OFFICES AND PREMISES	1448.15	43	£44,250	£30.56
1ST & 2ND FLRS, QUEENS HOUSE, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	OFFICES AND PREMISES	1090.9	67	£82,000	£75.17
BST & 1ST FLR, ASPEN HOUSE, WEST TERRACE, FOLKESTONE, KENT, CT20 1TH	OFFICES AND PREMISES	991.7	54	£56,500	£56.97
PREMIER HOUSE, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	942.56	130	£118,000	£125.19
1ST FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2TN	OFFICES AND PREMISES	933.6	75	£77,000	£82.48
3RD & PT 4TH FLOOR EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	802.4	67	£54,500	£67.92
WALKER CONSTRUCTION (UK) LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DY	OFFICES AND PREMISES	742.2	59	£46,000	£61.98
11, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	OFFICES AND PREMISES	739.26	70	£50,500	£68.31

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
WEST CLIFF HOUSE, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SZ	OFFICES AND PREMISES	727.82	100	£80,000	£109.92
THE CUBE, TONTINE STREET, FOLKESTONE, KENT, CT20 1SD	OFFICES AND PREMISES	718.8	75	£60,500	£84.17
3-5, SHORNCLIFFE ROAD, FOLKESTONE, KENT, CT20 2SH	OFFICES AND PREMISES	714.9	45	£26,000	£36.37
1ST 2ND & 3RD FLRS 22, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1DP	OFFICES AND PREMISES	639.7	54	£32,750	£51.20
1-2, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1DY	OFFICES AND PREMISES	594.22	93	£41,000	£69.00
1, DOVER ROAD, FOLKESTONE, KENT, CT20 1JJ	OFFICES AND PREMISES	564.4	48	£18,500	£32.78
3RD FLR, QUEENS HOUSE, GUILDHALL STREET, FOLKESTONE, KENT, CT20 1EA	OFFICES AND PREMISES	563.35	67	£46,750	£82.99
69A, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	559.27	67	£35,750	£63.92
ROSS HOUSE, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	533.2	47.97	£28,000	£52.51
ROSS HOUSE REAR WING, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	502.2	47.79	£30,500	£60.73
32, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2UR	OFFICES AND PREMISES	490.4	59	£28,000	£57.10

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNITS 3RD & 4TH FLRS, THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	489	130	£68,000	£139.06
THE BLOCK 65-69, TONTINE STREET, FOLKESTONE, KENT, CT20 1JT	OFFICES AND PREMISES	417.3	44.41	£16,750	£40.14
27, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AR	OFFICES AND PREMISES	401.95	64	£27,000	£67.17
PT GND FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QT	OFFICES AND PREMISES	371.9	75	£31,750	£85.37
LIFE SKILLS CENTRE, COBBS MEWS, CHRISTCHURCH ROAD, FOLKESTONE, KENT, CT20 2SS	OFFICES AND PREMISES	369.03	54	£18,500	£50.13
29, MANOR ROAD, FOLKESTONE, KENT, CT20 2SE	OFFICES AND PREMISES	354.62	64	£23,000	£64.86
UNIT C, CONCEPT COURT, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	OFFICES AND PREMISES	337.4	100	£37,250	£110.40
MANOR OFFICES, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	331	64	£23,000	£69.49
REAR SUITE WEST CLIFF HOUSE, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SZ	OFFICES AND PREMISES	321.19	100	£25,250	£78.61

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
SECOND FLOOR UNIT THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	301.57	130	£42,000	£139.27
BRIGHTER HOMES FOLKESTONE LTD, FOLLY ROAD, FOLKESTONE, KENT, CT20 1PW	OFFICES AND PREMISES	291.12	59	£16,000	£54.96
UK TOURIST CONTROL BUILDING, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	OFFICES AND PREMISES	283.8	160	£45,750	£161.21
FOLKESTONE YOUTH PROJECT, FOLKESTONE HARBOUR, HARBOUR APPROACH ROAD, FOLKESTONE, KENT, CT20 1QH	YOUTH CENTRE AND PREMISES	275.9	40	£10,250	£37.15
28, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	264.3	64	£17,000	£64.32
ABBEY NATIONAL BUILDING SOCIETY 104, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	OFFICES AND PREMISES	257.6	250	£21,500	£83.46
106, CHERITON ROAD, FOLKESTONE, KENT, CT20 2QN	OFFICES AND PREMISES	247.5	64	£12,250	£49.49
EDMONTON HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DU	OFFICES AND PREMISES	241.64	64	£16,250	£67.25
77-79, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	241.3	395	£37,250	£154.37

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
151, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	239.6	64	£13,750	£57.39
8TH FLR CIVIC CENTRE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	218.92	75	£16,750	£76.51
18-20, CHURCH STREET, FOLKESTONE, KENT, CT20 1SE	OFFICES AND PREMISES	218.4	64	£11,000	£50.37
SOMERSET HOUSE, ASHLEY AVENUE, FOLKESTONE, KENT, CT19 4NP	OFFICES AND PREMISES	218.32	37	£6,100	£27.94
DRUG AND ALCOHOL CENTRE 2/4, SHELLONS STREET, FOLKESTONE, KENT, CT20 1BP	OFFICES AND PREMISES	215.1	64	£11,000	£51.14
125, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BZ	OFFICES AND PREMISES	209.2	64	£11,500	£54.97
THE COUNTRYSIDE MANAGEMENT CENTRE, CASTLE HILL, FOLKESTONE, KENT, CT19 4AJ	OFFICES AND PREMISES	204.1	75	£10,750	£52.67
KENT COUNTY COUNCIL, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BB	COMMUNITY OFFICES AND PREMISES	204.1	67	£14,000	£68.59
39, BOUVERIE SQUARE, FOLKESTONE, KENT, CT20 1BA	OFFICES AND PREMISES	202.1	80	£11,750	£58.14
78, SANDGATE HIGH STREET, SANDGATE, FOLKESTONE, KENT, CT20 3BB	OFFICES AND PREMISES	196.6	64	£10,500	£53.41

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
24, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	196.2	64	£10,500	£53.52
GND 1ST & 2ND FLRS 12, CHERITON PLACE, FOLKESTONE, KENT, CT20 2AZ	OFFICES AND PREMISES	195.8	64	£10,750	£54.90
4, WEST CLIFF GARDENS, FOLKESTONE, KENT, CT20 1SP	OFFICES AND PREMISES	194.9	64	£11,500	£59.00
97, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	OFFICES AND PREMISES	187.3	396	£26,000	£138.81
134A, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BW	OFFICES AND PREMISES	186.5	64	£9,700	£52.01
GND & 1ST FLRS 2, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2RX	OFFICES AND PREMISES	186.3	80	£15,500	£83.20
UNIT 1 CHANNEL COURT, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	184.6	54	£9,200	£49.84
8TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1TD	OFFICES AND PREMISES	180.9	67	£12,000	£66.33
6TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	180.4	67	£12,500	£69.29
7TH FLR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RX	OFFICES AND PREMISES	180.4	67	£12,500	£69.29
PT GND FLR, CASTLE HOUSE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QT	OFFICES AND PREMISES	177.5	75	£14,750	£83.10

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
101, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BQ	OFFICES AND PREMISES	175.9	395	£29,000	£164.87
PT 4TH FLR REAR, EUROPA HOUSE, SANDGATE ROAD, FOLKESTONE, KENT, CT20 1RQ	OFFICES AND PREMISES	172.4	67	£12,000	£69.61
UK TOURIST CONTROL BUILDING, CHANNEL TUNNEL TERMINAL, ASHFORD ROAD, NEWINGTON, FOLKESTONE, KENT, CT18 8XX	OFFICES AND PREMISES	171.84	160	£23,000	£133.85
1ST & 2ND FLRS 88, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AA	OFFICES AND PREMISES	171	65.79	£10,000	£58.48
OFFICES AT 1A, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	OFFICES AND PREMISES	168.6	70	£12,250	£72.66
UNIT 5 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	TRAINING CENTRE AND PREMISES	165.8	70.49	£8,100	£48.85
125, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BL	OFFICES AND PREMISES	165.3	225	£12,000	£72.60
CHURCH HOUSE 136, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BN	OFFICES AND PREMISES	163.6	73.43	£10,500	£64.18
JANEIL HOUSE, ST HILDA ROAD, FOLKESTONE, KENT, CT19 4BU	OFFICES AND PREMISES	160.47	64	£9,600	£59.82
2, WEST TERRACE, FOLKESTONE, KENT, CT20 1RR	OFFICES AND PREMISES	149.7	300	£15,500	£103.54

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
THE YARD, NORTH LANE, SANDGATE, FOLKESTONE, KENT, CT20 3AS	OFFICES AND PREMISES	144.02	54	£5,900	£40.97
SUITE C SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	143.63	75	£10,250	£71.36
GND & 1ST FLRS 22, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	140.2	75	£9,500	£67.76
1ST FLR UNIT F, CONCEPT COURT, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	OFFICES AND PREMISES	133.9	70	£11,500	£85.88
BUILDING B3, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	OFFICES AND PREMISES	130.3	70	£6,000	£46.05
UNIT 16, THE GLENMORE CENTRE, SHEARWAY BUSINESS PARK, PENT ROAD, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	123.98	100	£9,800	£79.05
UNIT 4 1ST FLR 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	123	130	£17,000	£138.21
34, CHERITON GARDENS, FOLKESTONE, KENT, CT20 2AS	OFFICES AND PREMISES	122.35	75	£7,900	£64.57
UNIT 11, THE GLENMORE CENTRE, SHEARWAY BUSINESS PARK, PENT ROAD, FOLKESTONE, KENT, CT19 4RJ	OFFICES AND PREMISES	119.43	100	£12,750	£106.76

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 2 CHANNEL COURT, ROSS MEWS, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	OFFICES AND PREMISES	117.81	54	£5,000	£42.44
44, CHARLOTTE STREET, FOLKESTONE, KENT, CT20 1LF	OFFICES AND PREMISES	115.4	64	£3,850	£33.36
85, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2AF	OFFICES AND PREMISES	113.6	395	£18,500	£162.85
9, CAMBRIDGE GARDENS, FOLKESTONE, KENT, CT20 1DB	OFFICES AND PREMISES	111.6	64	£5,800	£51.97
LHS OFFICE CHURCH HOUSE 136, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2BN	OFFICES AND PREMISES	111.5	75	£7,900	£70.85
90, CANTERBURY ROAD, HAWKINGE, FOLKESTONE, KENT, CT18 7BN	SURGERY AND PREMISES	110.18	54	£5,500	£49.92
1ST 2ND & 3RD FLRS 38, BOUVERIE SQUARE, FOLKESTONE, KENT, CT20 1BA	OFFICES AND PREMISES	109.9	59	£5,000	£45.50
SUITE B SHAKESPEARE CENTRE 145-147, SANDGATE ROAD, FOLKESTONE, KENT, CT20 2DA	OFFICES AND PREMISES	109	75	£7,900	£72.48
GND FLR UNIT LEFT, THE WORKSHOP 32-40, TONTINE STREET, FOLKESTONE, KENT, CT20 1JU	OFFICES AND PREMISES	108.4	130	£13,250	£122.23
WALKER TRAINNING, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5EG	OFFICES AND PREMISES	108.37	70	£7,500	£69.21

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
16, STATION ROAD, LYMINGE, FOLKESTONE, KENT, CT18 8HP	OFFICES AND PREMISES	107.6	75	£7,100	£65.99
9, TOWN WALK, FOLKESTONE, KENT, CT20 1DW	OFFICES AND PREMISES	103.7	75	£7,700	£74.25
1ST FLR R/O CIVIC CENTRE, CASTLE HILL AVENUE, FOLKESTONE, KENT, CT20 2QY	OFFICES AND PREMISES	103	75	£9,500	£92.23
UNIT 1, INGLES YARD, JOINTON ROAD, FOLKESTONE, KENT, CT20 2RY	OFFICES AND PREMISES	101.56	75	£9,100	£89.60
2, STATION ROAD, LYMINGE, FOLKESTONE, KENT, CT18 8HP	OFFICES AND PREMISES	100.16	75	£8,100	£80.87
	Average:	646.49	91	£51,022	£74
		Hythe	1		
HOLIDAY EXTRAS & ADJ ROYAL OAK SITE, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4JB	OFFICES AND PREMISES	2094.76	94	£213,000	£101.68
GROUND FLOOR BUSINESS PREMISES ROYAL OAK MOTEL, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4LB	OFFICES AND PREMISES	463.42	94	£36,000	£77.68
PT 137 & 139, HIGH STREET, HYTHE, KENT, CT21 5JL	OFFICES AND PREMISES	458.37	60.41	£27,000	£58.90
EVERSLEY HOUSE, HORN STREET, HYTHE, KENT, CT21 5RU	OFFICES AND PREMISES	401.6	50	£16,250	£40.46

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
GARAGE HOUSE, ASHFORD ROAD, NEWINGREEN, HYTHE, KENT, CT21 4JD	OFFICES AND PREMISES	379.5	75	£27,500	£72.46
TRAMWAY STABLES, RAMPART ROAD, HYTHE, KENT, CT21 5BG	OFFICES AND PREMISES	352.6	64	£21,750	£61.68
BUZZLINES DYNA HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	304.3	54	£13,750	£45.19
HILHURST FARM, SALTWOOD, HYTHE, KENT, CT21 4HU	OFFICES AND PREMISES	284.5	94	£27,500	£96.66
8-12, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	281.32	75	£19,500	£69.32
HYTHE TOWN COUNCIL AT OAKLANDS, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	257.67	50	£13,250	£51.42
1ST FLR UNIT G6, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	231.79	66.48	£13,500	£58.24
147, HIGH STREET, HYTHE, KENT, CT21 5JL	OFFICES AND PREMISES	229.5	64	£13,500	£58.82
OFFICE 6 3-5, PORTLAND ROAD, HYTHE, KENT, CT21 6EG	OFFICES AND PREMISES	222.43	50	£11,000	£49.45
8, STADE STREET, HYTHE, KENT, CT21 6BD	OFFICES AND PREMISES	218	75	£13,000	£59.63
1ST & 2ND FLRS 73-79, HIGH STREET, HYTHE, KENT, CT21 5AJ	OFFICES AND PREMISES	202.87	64	£12,000	£59.15
SHRINE BARN GND FLR, SANDLING ROAD, POSTLING, HYTHE, KENT, CT21 4HD	OFFICES AND PREMISES	196.58	94	£20,250	£103.01

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
5, PROSPECT ROAD, HYTHE, KENT, CT21 5NS	OFFICES AND PREMISES	178.2	110	£8,700	£48.82
1ST FLR, ASHBY HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	155.65	90	£13,250	£85.13
3RD FLR OFFICE, ASHBY HOUSE, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	OFFICES AND PREMISES	146.27	90	£13,000	£88.88
SURFACE2AIR, RED LION SQUARE, HYTHE, KENT, CT21 5AZ	OFFICES AND PREMISES	136.98	86	£11,500	£83.95
127, HIGH STREET, HYTHE, KENT, CT21 5JJ	OFFICES AND PREMISES	132.7	75	£10,000	£75.36
52, HIGH STREET, HYTHE, KENT, CT21 5AT	OFFICES AND PREMISES	129.5	75	£7,800	£60.23
STATION HOUSE, WESTENHANGER RAILWAY STATION, STONE STREET, WESTENHANGER, HYTHE, KENT, TN25 6DE	AUCTION ROOMS AND PREMISES	113.93	75	£9,500	£83.38
112D, HIGH STREET, HYTHE, KENT, CT21 5LE	OFFICES AND PREMISES	109	75	£7,300	£66.97
134, HIGH STREET, HYTHE, KENT, CT21 5LA	OFFICES AND PREMISES	105.6	220	£8,700	£82.39
	Average:	311.48	81	£23,540	£70
	R	omney			
FLEUR-DE-LIS, BRENZETT, ROMNEY MARSH, KENT, TN29 9UG	OFFICES AND PREMISES	301.1	75	£22,500	£74.73
OFFICE AT JESSAMINE FARM, JESSAMINE FARM, OLD ROMNEY, ROMNEY MARSH, KENT, TN29 9SG	OFFICE WORKSHOP AND PREMISES	137.26	59	£5,700	£41.53

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
GND FLR NEW HALL, NEW HALL CLOSE, DYMCHURCH, ROMNEY MARSH, KENT, TN29 OLE	OFFICES AND PREMISES	102.4	59	£5,300	£51.76
	Average:	180.25	64	£11,167	£56

Note: No available data for Hawkinge and Lydd

# **Retail Warehousing**

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
	Fol	keston	e		
B & Q PLC, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FJ	RETAIL WAREHOUSE AND PREMISES	7100.96	125	£665,000	£93.65
WICKES, FIRS LANE, FOLKESTONE, KENT, CT19 4QE	RETAIL WAREHOUSE AND PREMISES	4141.9	110	£392,500	£94.76
HOMEBASE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	3652.4	135	£510,000	£139.63
PETSMART, WEST PARK FARM SOUTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	1164.12	172.5	£202,000	£173.52
UNIT D, WEST PARK FARM SOUTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	1149.2	172.5	£202,000	£175.77
CURRYS, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	RETAIL WAREHOUSE AND PREMISES	1108.94	172.5	£195,000	£175.84
UNIT D, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	807.9	177.5	£143,000	£177.00
UNIT B, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	748.6	177.5	£132,000	£176.33

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT C, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	676.4	177.5	£130,000	£192.19
UNIT A, WEST PARK FARM NORTH, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FF	RETAIL WAREHOUSE AND PREMISES	674.5	177.5	£119,000	£176.43
UNIT 7, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5FG	RETAIL WAREHOUSE AND PREMISES	590.3	85	£50,000	£84.70
UNIT 4, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5ED	RETAIL WAREHOUSE AND PREMISES	524.7	95	£49,250	£93.86
	Average:	1861.66	148	£232,479	£146

Note: No available data for Hythe, Romney, Hawkinge and Lydd

# Industrial / Warehousing

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
		Folkes	stone		
WEST HOUSE, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	WAREHOUSE AND PREMISES	5354.59	50	£239,000	£44.63
WAREHOUSE 16, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	5087.98	43	£214,000	£42.06
UNITS 1-3, CCK HOUSE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	4368.47	37	£155,000	£35.48
CHURCH & DWIGHT UK LTD, CAESARS WAY, FOLKESTONE, KENT, CT19 4AL	WAREHOUSES AND PREMISES	3294.7	37	£129,000	£39.15
BOOKER CASH & CARRY, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	2800.3	43	£118,000	£42.14
94, FOORD ROAD, FOLKESTONE, KENT, CT19 5AB	WAREHOUSE AND PREMISES	2657.5	20.28	£49,000	£18.44
UNITS B-D, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	2383.13	49.4	£108,000	£45.32
THE OLD BREWERY, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DU	WAREHOUSE AND PREMISES	2227.5	43	£84,500	£37.93

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
WESTBOURNE CLEANING SUPPLY LTD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	1925.39	33.5	£63,000	£32.72
UNITS 5-6, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	1874.1	24	£43,000	£22.94
UNIT G&H, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1731.4	43	£75,000	£43.32
ACTION CARPETS LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DU	WAREHOUSE AND PREMISES	1623.5	46.09	£73,500	£45.27
UNITS E & F, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1560.3	46.14	£72,000	£46.14
UNIT 7, BARNFIELD ROAD, FOLKESTONE, KENT, CT19 5EA	WAREHOUSE AND PREMISES	1520.4	53	£81,000	£53.28
UNIT B7, SHEARWAY BUSINESS PARK, SHEARWAY ROAD, FOLKESTONE, KENT, CT19 4RH	WAREHOUSE AND PREMISES	1270.36	60	£77,500	£61.01
UNITS G & H, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	1225	53	£56,500	£46.12
UNITS 1-2, CENTURIAN PARK, CAESARS WAY, FOLKESTONE, KENT, CT19 4AL	CHILDRENS PLAY CENTRE	1188.83	58.93	£60,500	£50.89

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNITS 5 & 6, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	1181.73	48	£55,000	£46.54
UNIT C, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	1179.8	48	£51,500	£43.65
UNIT 14, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	1146.1	60	£51,500	£44.93
CHURCH & DWIGHT UK LTD, FOLKESTONE HARBOUR, HARBOUR APPROACH ROAD, FOLKESTONE, KENT, CT20 1QH	WAREHOUSE AND PREMISES	1065.7	30	£29,500	£27.68
BUILDING B1, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	1021.2	27	£26,750	£26.19
MAGNET LTD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	992.3	43	£43,500	£43.84
BUILDER CENTER, STATION ROAD, FOLKESTONE, KENT, CT19 4AY	WAREHOUSE, SHOWROOM AND PREMISES	959.93	43	£41,250	£42.97
UNIT D, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	821	54.81	£43,750	£53.29
UNIT C, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE & PREMISES	815.62	55.17	£43,750	£53.64

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT B6, PENT ROAD, SHEARWAY BUSINESS PARK, FOLKESTONE, KENT, CT19 4RJ	WAREHOUSE AND PREMISES	797.3	60	£41,750	£52.36
UNIT 2 BRADLEY HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5ED	WAREHOUSE AND PREMISES	775.41	65	£27,000	£34.82
TRAVIS PERKINS LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	762.41	59.02	£45,500	£59.68
1, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	751.6	59.87	£43,750	£58.21
WAREHOUSE 8, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	642.53	27	£16,750	£26.07
UNIT 2B, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	595.6	60	£34,750	£58.34
LONDON PROCESSING CENTRE LTD, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	594.8	60	£35,000	£58.84
UNIT F, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	537.46	60	£31,250	£58.14
ASPHALTIC ROOFING SUPPLIES, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5EY	WAREHOUSE AND PREMISES	488	65	£25,500	£52.25
GENERAL HIRE & SALES LTD, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	469.6	65	£23,000	£48.98

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 2, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	452.2	50	£18,000	£39.81
UNIT A, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	446.9	60	£24,750	£55.38
37, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2SZ	WAREHOUSE AND PREMISES	421.7	48	£20,500	£48.61
UNITS 1-3, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	412.3	60	£23,500	£57.00
C BREWER & SON, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	409.1	60	£23,250	£56.83
UNITS 8 & 9, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	402.19	60	£21,000	£52.21
HIRE STATION, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	401.4	65	£25,250	£62.90
UNIT A, FIVE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	400	65	£25,250	£63.13
UNIT 1 AT PLOT 12, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	380.68	50	£19,000	£49.91
UNIT 3 BRADLEY HOUSE, PARK FARM CLOSE, FOLKESTONE, KENT, CT19 5ED	WAREHOUSE AND PREMISES	345.11	65	£16,250	£47.09

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 2B, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	341.76	37	£11,500	£33.65
UNIT 3, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	307.36	50	£12,250	£39.86
BUILDING G, CHANNEL WOODCRAFT SITE, BOWLES WELL GARDENS, FOLKESTONE, KENT, CT19 6PQ	WAREHOUSE AND PREMISES	304.66	37	£8,200	£26.92
UNITS 5&6, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	298.28	50	£15,250	£51.13
UNIT 2A, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	294.9	65	£18,500	£62.73
UNIT 4, THREE ACRE SITE, PARK FARM ROAD, FOLKESTONE, KENT, CT19 5DS	WAREHOUSE AND PREMISES	293.8	65	£19,000	£64.67
UNIT 3 AT PLOT 12, SHORNCLIFFE INDUSTRIAL ESTATE, ROSS WAY, FOLKESTONE, KENT, CT20 3UJ	WAREHOUSE AND PREMISES	276.7	50	£12,500	£45.18
UNIT 13, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	223.2	60	£13,000	£58.24
UNIT 12, KINGSMEAD, FOLKESTONE, KENT, CT19 5EU	WAREHOUSE AND PREMISES	223	60	£13,750	£61.66

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 1, NORTH CLOSE BUSINESS PARK, SHORNCLIFFE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	206.22	65	£12,000	£58.19
UNITS 19 & 20, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	201	65	£9,500	£47.26
UNITS 13 & 14, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	173.8	59	£9,900	£56.96
UNIT 6, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	154.9	65	£6,600	£42.61
UNIT 18, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	142.29	65	£6,100	£42.87
UNIT 4, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	141.32	65	£6,200	£43.87
UNIT 5, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	137.4	65	£5,900	£42.94

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT B, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	130.8	65	£6,000	£45.87
2, HUNTSFIELD, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	130.5	65	£8,500	£65.13
UNIT 12, NORTH CLOSE, FOLKESTONE, KENT, CT20 3UH	WAREHOUSE AND PREMISES	113	65	£6,600	£58.41
UNIT 22, HIGHFIELD INDUSTRIAL ESTATE, BRADLEY ROAD, FOLKESTONE, KENT, CT19 6DD	WAREHOUSE AND PREMISES	109.6	65	£4,500	£41.06
R/O 84, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4HH	WAREHOUSE AND PREMISES	106.57	37	£4,250	£39.88
	Average:	986.18	53	£42,328	£47
		Hyt	the		
LASER TRANSPORT INTERNATIONAL, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	3376.85	35	£126,000	£37.31
UNIT H3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	2686.4	35	£89,000	£33.13
UNITS S1-S3 & V, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	2163.73	38.82	£83,000	£38.36

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT H4, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	1520.9	42	£51,000	£33.53
STANFORD MOTORWAY MAINTENANCE, SANDLING, HYTHE, KENT, CT21 4UX	WAREHOUSE AND PREMISES	1000.74	45	£43,500	£43.47
GND FLR UNIT G6, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	936.05	48	£47,500	£50.75
UNIT F3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	910.9	48	£45,000	£49.40
UNITS E F1 & F2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	905.8	48	£45,250	£49.96
UNIT T, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	861.4	48	£41,250	£47.89
JEWSONS LTD, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	806.27	42	£36,500	£45.27
UNIT 5, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	768.44	27	£17,000	£22.12
CHANNEL ASSOCIATES, DYMCHURCH ROAD, HYTHE, KENT, CT21 4LU	WAREHOUSE AND PREMISES	510.91	48	£20,500	£40.12

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT A2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	508.49	48	£24,500	£48.18
UNIT 2 R/O 142, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	500.38	47.96	£31,500	£62.95
UNIT B3, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	453.74	48	£21,000	£46.28
UNIT 5A, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	395.46	27	£10,500	£26.55
UNIT U2, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	394.02	48	£18,250	£46.32
UNIT 1, KENGATE INDUSTRIAL ESTATE, DYMCHURCH ROAD, HYTHE, KENT, CT21 6LU	WAREHOUSE AND PREMISES	389.4	48	£16,750	£43.01
UNIT C1, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	277.9	48	£12,000	£43.18
UNIT B4, LYMPNE INDUSTRIAL PARK, LYMPNE, HYTHE, KENT, CT21 4LR	WAREHOUSE AND PREMISES	239.7	48	£11,000	£45.89
UNIT 4, BIRCH WAY, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	223.69	32	£6,900	£30.85
JAPCAR, PENNYPOT INDUSTRIAL ESTATE, HYTHE, KENT, CT21 6PE	WAREHOUSE AND PREMISES	193.1	32	£5,800	£30.04

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
21, MARINE WALK STREET, HYTHE, KENT, CT21 5NW	WAREHOUSE AND PREMISES	133.76	37	£4,700	£35.14
5, DOUGLAS MEWS, CUCKOO LANE, POSTLING, HYTHE, KENT, CT21 4ET	WAREHOUSE AND PREMISES	102.6	36.06	£3,200	£31.19
	Average:	844.19	42	£33,817	£41
		Rom	ney		
WESTGATE GROUP LTD, NEWCHURCH, ROMNEY MARSH, KENT, TN29 ODZ	WAREHOUSE AND PREMISES	4032	32	£112,000	£27.78
HEMINGDALE LTD, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	2786.2	24.5	£44,000	£15.79
TURKS WAREHOUSE, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	973.6	38	£37,500	£38.52
UNIT 2, BMS INDUSTRIAL PARK, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	910.31	38	£31,250	£34.33
UNIT 3, BMS INDUSTRIAL PARK, DENGEMARSH ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9JH	WAREHOUSE AND PREMISES	871.22	38	£30,250	£34.72
19, HYTHE ROAD, DYMCHURCH, ROMNEY MARSH, KENT, TN29 OLN	BUILDERS MERCHANT & PREMISES	696.78	37	£29,000	£41.62

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNITS 4-6, IVYCHURCH BUSINESS PARK, IVYCHURCH, ROMNEY MARSH, KENT, TN29 OAL	WAREHOUSE AND PREMISES	661.79	37	£39,250	£59.31
CONNECTOR HOUSE, HARDEN ROAD, LYDD, ROMNEY MARSH, KENT, TN29 9LX	WAREHOUSE AND PREMISES	575.1	43	£24,250	£42.17
PRODUCTS IMPORTS LTD, PARK STREET, LYDD, ROMNEY MARSH, KENT, TN29 9AX	WAREHOUSE AND PREMISES	538.1	32	£15,500	£28.81
6-7, HARDEN ROAD INDUSTRIAL ESTATE, LYDD, ROMNEY MARSH, KENT, TN29 9LX	WAREHOUSE AND PREMISES	316.7	48	£13,500	£42.63
THE SAWMILL, WILLS FARM, NEWCHURCH, ROMNEY MARSH, KENT, TN29 ODT	WAREHOUSE AND PREMISES	233.58	32	£5,600	£23.97
	Average:	1145.03	36	£34,736	£35

Note: No available data for Hawkinge and Lydd

## **Superstores**

Address	Description	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
ASDA 19, BOUVERIE PLACE SHOPPING CENTRE, ALEXANDRA GARDENS, FOLKESTONE, KENT, CT20 1AU	SUPERSTORE AND PREMISES	9143.1	250	£2,140,000	£234.06
<b>J SAINSBUR</b> Y PLC, WEST PARK FARM, <b>FOLKESTONE</b> , KENT, CT19 5GA	SUPERSTORE AND PREMISES	7777.48	242.5	£2,040,000	£262.30
TESCO STORES LTD, CHERITON HIGH STREET, FOLKESTONE, KENT, CT19 4JE	SUPERSTORE AND PREMISES	6128.77	240	£1,580,000	£257.80
SAINSBURYS, MILITARY ROAD, HYTHE, KENT, CT21 5DD	SUPERSTORE AND PREMISES	5458	250	£1,360,000	£249.18
MORRISONS, CHERITON ROAD, FOLKESTONE, KENT, CT19 5JU	SUPERSTORE AND PREMISES	4440	210	£930,000	£209.46
5, BOUVERIE ROAD WEST, FOLKESTONE, KENT, CT20 2RX	SUPERSTORE AND PREMISES	4189.12	97.5	£407,500	£97.28
WAIIROSE, PROSPECT ROAD, HYTHE, KENT, CT21 5NH	SUPERSTORE AND PREMISES	3203.1	205	£655,000	£204.49
	Average:	5762.8	213.6	£1,301,786	£216

## **Convenience Stores**

Name	Address	Size (m²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
Tesco Express	100 Foord Road, <b>Folkestone</b>	365.73	110	£39,250	£107.32
Tesco Express	Bouverie Road West, <b>Folkestone</b>	465.5	170	£38,250	£82.17
Tesco Express	107 Canterbury Road, <b>Hawkinge</b>	305.3	100	£24,750	£81.07
Tesco Express	1 - 3 High Street, <b>Dymchurch</b>	465.5	170	£38,250	£82.17

## **Commercial Context**

## **RICS** Commercial Property Market Survey Q1 2014

Headline reads: "Occupier market conditions tighten while investment activity rises"

- Tenant demand rises while availability falls
- Investor interest continues to build, pushing capital value expectations higher
- Firmer tone to the data is broadening out across regions and sectors

The Q1 2014 RICS UK Commercial Property Market Survey highlights a continued strengthening in both the occupier and investment sectors. This improvement is becoming increasingly broad based in both sectoral and regional terms; this is no longer just a London offices story.

At the all-sector level, occupier demand increased while availability fell. With the market tightening, rents are expected to pick up further and the value of tenant inducements are falling. This broad pattern is also evident across the three subsectors (retail, office and industrial) and the surveys broad four regional groupings (London, the South, Midlands/ Wales and the North).

While London offices are still the outperforming market segment, it is increasingly apparent in the survey that the market, ex-London offices, is beginning to shift up a gear. This is a welcome development given how unbalanced the commercial real estate sector had become in recent years and reflects the broader economic recovery underway.

In the investment market, buyer enquiries accelerated further at the all-sector level, pushing up survey respondents' confidence in the outlook for capital values. Again, the regional and sector breakdown of the results indicate that this improvement is taking place not just in London and not just in the office sector.

The survey comments bear out a few interesting anecdotal points. First, while conditions in some secondary markets clearly remain challenging, there is a growing sense that some office tenants are beginning to revaluate the economics of renting prime versus secondary office space. Second, availability in some markets is falling not just because of strong tenant demand, but also because part of the stock is being converted for residential use.

Over the next twelve months, rents are projected to rise by around 4.5% in the office sector, by approximately 5.5% in the industrial segment and by just over 3% in the retail sector. On the same basis, capital values are forecast to increase by roughly 5% and 6% in the office and industrial sectors respectively, while retail sector gains are expected to be a slightly more modest 3%.

## **RICS** Commercial Property Market Survey (Update May 2014)

Headline reads: "Occupier market conditions tighten while investment activity rises.

- Tenant demand rises while availability falls
- Investor interest continues to build, pushing capital value expectations higher
- Firmer tone to the data is broadening out across regions and sectors"

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office tenants are beginning to revaluate the economics of renting prime versus secondary office space. Second, availability in some markets is falling not just because of strong tenant demand, but also because part of the stock is being converted for residential use.

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Source: RICS UK Commercial Market Survey Q1 2014

#### Savills: Commercial Market in Minutes (June 2014)

Headline reads: "Are prime yields near the bottom?"

#### Yields edge closer to their previous nadir

May saw a continuation of the downward trend in prime yields with a five basis point (bps) hardening in average prime yields. This was in response to three sectors, Provincial Offices, Industrial Distribution and Regional Hotels, reporting a 25 bps hardening in yields.

The hardening in Provincial Office yields means they are now 25 bps lower than M25 Offices, marking a return to the long term differential that has existed between the two sectors and highlights the entrenchment of investor confidence in the regional office markets.

The fall in prime Industrial Distribution yields was helped by stock availability constraints and continued investor appetite for the sector. In terms of its peak differential, yields are now only 25 bps off their 2007 low. As prime yields in some sectors move closer to their 2007 low could we be reaching the bottom?

With inflows into retail funds continuing and their greater allocation to property, the weight of money targeting property shows no sign of abatement. This will generate further downward pressure on yields. In some markets this will be exacerbated by the lack of good quality product, both from an investment and occupational perspective. However, these value improvements may encourage the release of more stock to the market. Going forward, the prospect of interest rate rises does raise some questions considering that the property yield/swap spread seen over the last five years has helped to attract investment. Having looked at the last cycle an increase in base rates did not correspond with a slowdown in investment activity, although this was partly fuelled by greater debt availability and which is now also improving. However, the impact of interest rate rises on wider consumer confidence, spending and in turn GDP may dampen wider investor confidence.

	May 13	April 14	May 14
West End Offices	3.50%	3.25%	3.25%
City Offices	4.75%	4.50%	4.50%
Offices M25	6.00%	5.50%	5.50%
Provincial Offices	6.00%	5.50%↓	5.25%
High Street Retail	4.75%	4.50%	4.50%
Shopping Centres	5.00%	4.75%	4.75%
Retail Warehouse (open A1)	5.25%↓	4.75%↓	4.75%↓
Retail Warehouse (restricted)	6.00%↓	5.50%↓	5.50%↓
Foodstores	4.50%	4.25%↑	4.25%↑
Industrial Distribution	6.00%	5.50%	5.25%
Industrial Multi-lets	6.00%↓	5.50%↓	5.50%↓
Leisure Parks	6.25%	6.00%↓	6.00%↓
Regional Hotels	7.00%	6.75%↓	6.50%

#### Prime equivalent yields

Table source: Savills. Arrows indicate expected short term movement

#### Employment growth to continue

Latest data suggested that UK employment hit its highest level in April with 30.5 million people in employment, reinforcing the positive outlook for the UK economy. It was also the greatest quarterly and year-on-year increases in actual numbers since Q1 1999.

The headline data is perhaps skewed by the growing trend in part-time employment. However, unemployment continued its downward trajectory, coming in at 6.6% for Q1 down 60 basis points on the previous quarter. This trend should prove positive for occupational demand, particularly in the office sector, as it is closely aligned to employment changes.

This is supported by Manpower Group's recent Employment Outlook Survey for Q3 2014. The survey asks employers whether they expect their hiring intake for the coming quarter to increase, decrease or stay the same. Based on the net balance of these responses the outlook for the UK was one of the strongest in Europe. It was also the outperformer of the major European economies exceeding Germany and France, with the latter reporting a negative outlook (Graph 2).

Much of this positive sentiment in the UK is being driven by the regions with the South West, East and East Midlands posting the strongest outlooks.

#### **Regional development activity expands further**

It would appear that the optimistic outlook for employment growth and in turn future occupational demand is already feeding through to commercial development activity.

Based on our Commercial Development Activity survey, total activity levels saw further expansion in May. Yet it is the regions (rest of UK) that is leading with a higher net percentage of respondents noting an increase in activity levels compared to London and the South East (Graph 3). In May the rolling 12 month average for the regions hit its highest level since the survey began in 2003. On a month-on-month basis it also reported the sharpest expansion across the three regions covered.

The industrial sector continues to be the strong performer in the survey with a higher net balance of respondents noting an increase in activity than any other sector. No doubt the strength of occupational demand and investor appetite for the sector has been influential.

Expectations for future activity also remained in positive territory in May with a net balance across respondents of 24.8%. While this was down on the previous month, on a rolling 12 month average basis it is still moving in the right direction pointing to further expansion in activity levels.

## Other Commercial Research – June 2014

DSP have carried out additional commercial property values research across the district. Information has been gathered from various agents as listed in the table below.

Note: Additional research on available land for sale is included within the next section.

Address	Agent	Size (m2)	Туре	Price per Sq. m	Freehold <i>Guide</i> Price	Comments		
Freehold								
High Street, Sandgate	James A Baker	120	PUB	£2,292	£275,000	Includes 3-bed Managers accommodation. Potential for alternative uses STP		
Naildown Road, Seabrook	Fell Reynolds	287	BUILDING PLOT	£871	£250,000	PP for single large detached property with sea views		
Defiant Close, Hawkinge	Smith-Woolley & Perry	115	RETAIL	£1,717	£197,500			
Brady Road, Lyminge	Laing-Bennett Estates	375	BUILDING PLOT	£400	£150,000	PP for 3 bed detached bungalow		
Unit 1 Jacks Park Cinque Ports Road, New Romney	Smith-Woolley & Perry	306	INDUSTRIAL	£449	£137,500			

Address	Agent	Size (m2)	Туре	Price per Sq. m	Price pa
	Leasehold				
Rear of 25-35 Bouverie Road West, Folkestone,	Fairhurst Estates	324	INDUSTRIAL	£47.84	£15,500
Lympne Industrial Estate	Smith-Woolley & Perry	2738	INDUSTRIAL	£32.32	£88,500
Lympne Industrial Estate	Smith-Woolley & Perry	1326	INDUSTRIAL	£39.22	£52,000
Lympne Industrial Estate	Smith-Woolley & Perry	906	INDUSTRIAL	£54.08	£49,000
Caesers Way, Folkestone	Smith-Woolley & Perry	1679	INDUSTRIAL	£48.45	£81,350
Unit 16A Mountfield Road	Smith-Woolley & Perry	1194	INDUSTRIAL	£46.06	£55,000
Park Farm Road, Folkestone	Smith-Woolley & Perry	826	INDUSTRIAL	£54.48	£45,000
Dengermarsh Road, Lydd	Smith-Woolley & Perry	973	INDUSTRIAL	£38.03	£37,000
Sandgate Road, Folkestone	Smith-Woolley & Perry	121	RETAIL	£243.80	£29,500
Rendezvous Street, Folkestone	Smith-Woolley & Perry	450	RETAIL	£58.89	£26,500
Cheriton Gardens, Folkestone	Stephen Alleyne	122	OFFICE	£174.10	£21,240
North Close, Folkestone	Smith-Woolley & Perry	191	INDUSTRIAL	£83.77	£16,000
George Lane, Folkestone	Smith-Woolley & Perry	130	OFFICE	£88.46	£11,500
Portland Road, Hythe	Smith-Woolley & Perry	125	OFFICE	£86.00	£10,750
Earls Avenue, Folkestone	Fell Reynolds	127	OFFICE	£75.59	£9,600
Guildhall Street, Folkestone	Fell Reynolds	123	RETAIL	£56.91	£7,000

## **Stakeholder Consultation**

As part of the information gathering process, DSP invited a number of local stakeholders to help contribute by providing local market residential / commercial values information in order to help inform our study assumptions, alongside our own research, experience and judgements – by way of a survey / pro-forma (containing suggested assumptions) supplied by email by DSP for comment. The introductory email contained a short introduction about the project, it also explained the type of information we required and assured participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.

The list of stakeholders contacted is listed below: -

Development Industry
Akehurst Homes
Kingston Homes
Pentland Homes
Jenner Homes
Jenner Homes
Quinn Estates
Blackstone Homes
TG Designer Homes
Ward Homes
Murston Construction Ltd
McCarthy & Stone
Taylor Wimpey
Bovis Homes
Persimmon Homes
Kentish Homes Ltd

Other stakeholders contacted as part of the information gathering process includes the following together with locally active Registered Providers (RPs):

Other Stakeholders
Locate In Kent
Strutt & Parker
Fell Reynolds
Smith-Woolley & Perry
Browns Country Property
Martin & Co
Ward & Co
Angela Hirst Surveyors
Smiths Gore
Smiths Gore
Reeds Rains
Your Move
Champion & Co
Folkestone Harbour Company
Savills
Camland Developments
GVA
Gladman Group
Iceni Projects
Creative Foundation
Kent County Council
RPC Land & New Homes
C R Child & Partners

The response rate overall was limited. However, this is not unusual for this type of process in DSP's wide experience of undertaking CIL and other strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.

However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions and are noted within the 'Feedback Log' (below) and the report text.

# Feedback Log

Market information collected from various local agents / developers operating in the Mid Devon area for residential and commercial sales / lettings (general market conditions and values) and, where possible, land values.

Note: Some information provided to DSP through the consultation process is sensitive and is therefore not displayed below. Any information related to land values has been included within the land data section.

Agent / Developer	Comments	Date
Respondent 1	Industrial values circa £4-5psf with a 10% yield;	18/06/2014
	Office values circa £5 -12psf with a 9% yield;	
	Retail values circa £30-65psf (Zone A) with between 6.5%	
	- 12.5% yield.	
	Respondent also included comments on other	
	assumptions including land values (noted below)	
Respondent 2	Residential values – West End of Folkestone £236psf for a	10/06/2014
	4 bed detached house. Castle Hill Avenue, Folkestone	
	£205psf for semi-detached and terrace houses.	
	Respondent also included comments on other	
	assumptions including land values (noted below)	
Respondent 3	Respondent provided general market commentary in	30/05/2014
	relation to the Romney Marsh area including residential	
	values indications of between £230 - £240psf.	
	Respondent also included comments on other	
	assumptions.	
Respondent 4	Residential values – Folkestone East circa £200psf for	18/06/2014
-	Terrace houses and £210psf for semi-detached houses.	
	Folkestone West circa £225 –235psf for terrace and semi-	
	detached houses and up to £120,000 for 2 bed flats.	
	Hythe - £300 – 410psf for luxury flats with a sea view.	
	Respondent also included comments on other	
	assumptions including land values (noted below)	

# Land indications – May / June 2014

Source: www.rightmove.co.uk and various other agents' websites

Address	Agent	Size (ha)	Price per ha / <i>plot</i>	Freehold Guide Price	Comments
Naildown Road, Seabrook	Fell Reynolds	287 sq. m	£250,000	£250,000	BUILDING PLOT - PP for single large detached property with sea views
Brady Road, Lyminge	Laing-Bennett Estates	375 sq. m	£150,000 / plot	£150,000	BUILDING PLOT - PP for 3 bed detached bungalow
West End of Folkestone	Smiths Gore	2.49	£2,410,000	£6,000,000	The outline planning consent is for 84 houses and 43 mainly 2 bedroom flats within 4 new apartment blocks including a block of 12 new apartments on the corner of Marten Road and Shorncliffe Road to replace the existing converted flats. The majority of houses indicated are family dwellings, with garages and parking spaces and all dwellings having at least 1:1 car parking ratio. The total scheme provides 241 spaces including garages. The PP also includes a 80- bed nursing home.
Park Farm Road	Smiths Gore	2.7	£1,850,000	£5,000,000	The outline planning consent is currently for 130 dwelling units comprising 53 x 4 bedroom semi- detached houses, 19 x 4 bedroom terraced houses with garage and a parking space, 50 x 3 bedroom terraced houses with a parking space, 6 x 2 bedroom apartments and 2 x 1 bedroom apartments, each with a parking space. Each individual house will benefit from private gardens to the rear and many will also have front gardens.

Address	Agent	Size (ha)	Price per ha / <i>plot</i>	Freehold Guide Price	Comments
Ceasers Way, Folkestone	Smith - Woolley & Perry	4.3	£465,000	£2,000,000	Mixed use development site with outline planning consent for: 77 residential dwellings - 39 two bedroom units - 38 three bedroom units 5142 sq m of industrial space 660 sq m of office space Subjection to a completed Section 106 agreement
Kingsnorth	Hobbs Parker	82.1	£15,225	£1,250,000	Commercial arable & pastureland
Dymchurch	iMove Estates			£579,950	All En-suite- 5 Bedroomed Property- 3 Receptions and large conservatory with Double Kitchen, large Garden 200ft by 150ft that includes a large pond, and Building Plot. Scope to be used simply as a home or income B&B. Possible planning permission for houses or more accommodation at rear of property. Current discussions with the local council have been positive for developing 3, two storey Town Houses which could be worth around £275,000 each with rental incomes reaching up to £750 a month.
Romney Marsh	BTF Partnership	43	£12,325	£530,000	Grazing / arable land
Radnor Park Road, Folkestone	Smith - Woolley & Perry	0.07	£32,000 / plot	£450,000	PP granted (now expired) for outline application for the erection of a three storey block of 10 flats for independent supported living, following demolition of the existing building. A revised proposal is due to be submitted for 14 flats.
Dover Road, Folkestone	Fell Reynolds		£31,000 / plot	£250,000	Planning was granted in 2005 (now expired) for the demolition of the existing structure and the

 $\mathbf{D} \, | \, \mathbf{S} \, | \, \mathbf{P}$  Development & Viability Consultants

Address	Agent	Size (ha)	Price per ha / <i>plot</i>	Freehold Guide Price	Comments
					erection of a three storey purpose built block of eight 2 bed apartments.
New Romney	Hobbs Parker	0.25 / acre	£175,000 /plot	£175,000	Single building plot of about 0.25 of an acre having planning permission for a stylish 5 bedroom detached house with double garage.
Brady Road, Lyminge	Laing Bennett		£150,000 / plot	£150,000	Planning permission granted for a three bedroom detached bungalow with garden and driveway.

# V.O.A. Property Market Report Land Indications

Source: <u>www.voa.gov.uk</u>, stakeholder consultation & site specific viability information

### **Residential Building Land – South East**

NOTE: average figure taken from the January and July figures of each year							
2007	<b>2007 2008 2009 2010 2011</b>						
£3,985,022	£3,681,055	£2,488,434	£2,303,815	£2,462,500			

VOA Residential Development Land Survey July 2009									
Region	Small sites (less than 5 houses)	Bulk Land (in excess of 5 hectares)	Sites for flats or maisonettes						
	£/Ha £/Ha £/Ha								
South East	2,470,000	2,320,000	2,590,000						
Folkestone	1,450,000	1,275,000	1,450,000						

Residential Development Land at 1st January 2011		Suburban Land of 0.5 Hectares
Region	Location	£/Ha of Site Area
South East	Southampton	£1,700,000
	Reading	£2,750,000
Oxford		£4,000,000
	Medway Towns	£1,400,000

## Industrial Land

\*average figure taken from the January and July figures of each year

Location	2007	2008	2009	2010	2011
South East Region	£1,481,000	£1,487,500	£1,289,000	£1,312,500	£1,223,750

VOA Residential Development Land Survey July 2009										
Region	RegionFromToTypical									
	£/Ha	£/Ha	£/Ha							
South East	2,470,000	2,320,000	2,590,000							
Eastbourne	550,000	750,000	650,000							
Canterbury	615,000	850,000	725,000							
Medway Towns	800,000	950,000	850,000							

Description	Notes and Price Analysis
Industrial Land (PMR 2011)	Range £0.85m/ha (Medway Towns quoted) to £1.9m/ha (Reading quoted). Other figures quoted: Oxford £1m/ha; Southampton £1.145m/ha.
Agricultural land value (in existing use) – dairy / arable / mixed – where relevant to greenfield land value enhancement basis only	Range £18,155 to £20,994/ha equipped land. Range £13,091 to £16,055/ha un-equipped land.

### **Stakeholder Comments and Site Specific Examples**

- Evidence from site specifics that potential development land in the area is worth in the region of £300,000 per acre (£741,000 per ha).
- Sites subject to planning indicate 75% risk adjustment from consented sites.
- Sites allocated / potential for residential development indicate 59% risk adjustment from consented sites.

Above based on detailed analysis of comparables within a site specific report

### **Details from respondents:**

- West end of Folkestone Detached 4 bed houses plot land value £100,000
- Castle Hill Avenue, Folkestone Semi-detached & terraced houses plot land value £70,000
- Folkestone Private houses about £40K per plot (east) and £45K per plot (west)
- Hythe £100k per luxury plot
- St Marys Bay/Lydd virtually no market
- Flatted schemes virtually no market

Shepway District Council

Extracts from Estates Gazette Interactive (EGi) on-line property data and marketing resource follows.



# EGi Town Report Prepared

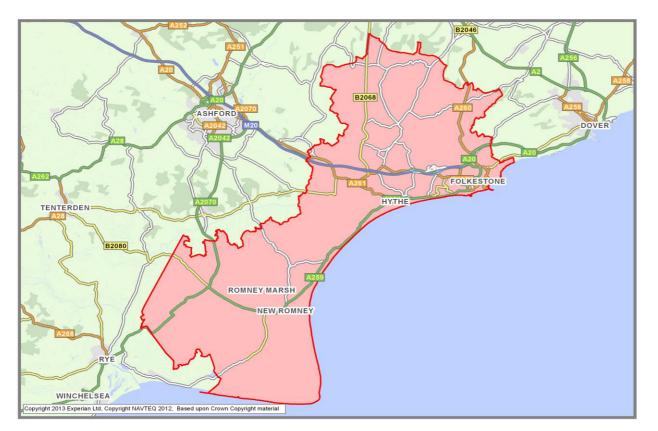
02 June 2014

Area: Shepway (2012 Districts and Council Areas)

#### Map of Area



Area: Shepway (2012 Districts and Council Areas)





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Area: Shepway (2012 Districts and Council Areas)

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2001 Census Economic Activity, Occupation, and Industry

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Residential Property Prices

Retail Requirement Profile

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Office

#### <u>Availability</u> <u>Deals</u>

Planning Applications

Retail

Availability Deals Planning Applications Shopping Centre Details

#### Industrial

Availability Deals Planning Applications



Experian

## 2001 Census Households Profile



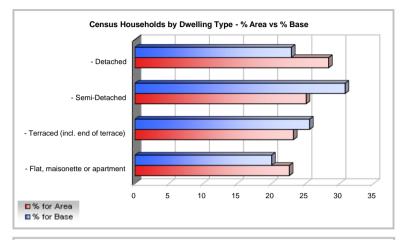
Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

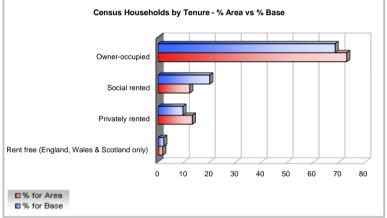
	Data for	Data as %	Data as %	Index		
	area	for area	for base	av=100 0	100	200
Total Resident Population	96,238	100.0	100.0	100		
Total Households	41,142	100.0	100.0	100		
Dwelling Type	44,482	100.0	100.0	100		
All unshared accommodation	44,250	99.5	99.7	100		
- Detached	12,617	28.4	22.9	124		
- Semi-Detached	11,151	25.1	30.8	81		
- Terraced (incl. end of terrace)	10,322	23.2	25.6	91		
- Flat, maisonette or apartment	10,053	22.6	20.0	113		
In purpose built block	5,343	12.0	15.1	80		
In converted/shared building	3,827	8.6	3.8	225		
In commercial building	883	2.0	1.1	183		
- In caravan or other mobile or temporary structure	107	0.2	0.4	61		
Shared accommodation	232	0.5	0.3	163		
Tenure	41,142	100.0	100.0	100		
Owner-occupied	29,935	72.8	68.3	107		
Owned outright	14,354	34.9	28.9	121		
Owned with mortgage or loan	15,404	37.4	38.7	97		
Shared Ownership	177	0.4	0.6	67		
Social rented	5,028	12.2	19.9	61		
Rented from council	3,608	8.8	14.0	63		
Other social rented	1,420	3.5	5.9	58		
Privately rented	5,437	13.2	9.6	138		
Private landlord or letting agency	4,784	11.6	8.4	138		
Employer of household member	125	0.3	0.3	120		
Relative or friend of household member	389	0.9	0.6	154		
Other privately rented	139	0.3	0.3	116		
Rent free (England, Wales & Scotland only)	742	1.8	2.2	82		
Cars or vans in household	41,139	100.0	100.0	100		
No cars or vans	9,910	24.1	27.4	88		
1 car or van	18,716	45.5	43.8	104		
2 cars or vans	9,908	24.1	23.1	104		
3 cars or vans	2,049	5.0	4.4	114		
4 cars or vans or more	556	1.4	1.3	101		

#### **2001 Census Households Profile**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

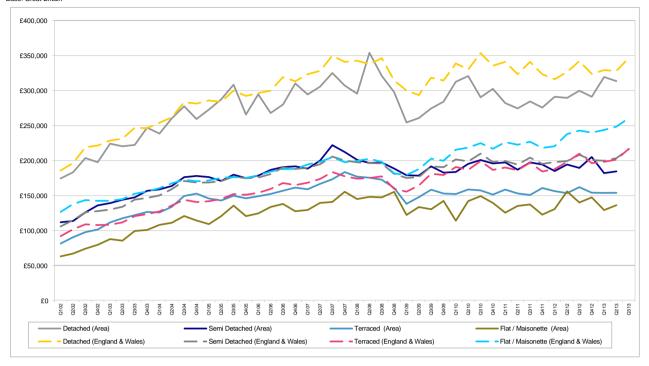




#### **Residential Property Prices**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain



	Detached (Area)	Detached (England & Wales)	Semi Detached (Area)	Semi Detached (England & Wales)	Terraced (Area)	Terraced (England & Wales)	Flat / Maisonette (Area)	Flat / Maisonette (England & Wales)
Q102	£174,485	£185,800	£111,865	£105,954	£81,542	£92,107	£63,202	£126,638
Q202	£183,165	£196,366	£113,707	£114,841	£90,481	£101,860	£67,115	£137,877
Q302	£203,510	£219,026	£126,070	£126,199	£97,715	£108,918	£74,121	£143,494
Q402	£197,704	£221,392	£136,017	£127,742	£101,475	£107,957	£79,718	£142,553
Q103	£224,009	£228,465	£139,287	£130,060	£111,590	£108,295	£87,760	£142,440
Q203	£220,319	£231,193	£143,976	£133,991	£117,602	£111,775	£85,522	£144,824
Q303	£222,320	£246,781	£147,466	£144,120	£122,026	£120,667	£99,464	£152,551
Q403	£246,938	£246,266	£156,823	£146,628	£126,575	£123,521	£100,881	£155,821
Q104	£238,462	£253,913	£158,903	£150,221	£125,892	£127,290	£108,209	£160,592
Q204	£260,219	£261,723	£163,546	£159,115	£133,849	£135,889	£111,090	£167,404
Q304	£277,535	£283,351	£176,279	£170,862	£149,329	£143,924	£120,868	£172,681
Q404	£259,268	£281,271	£178,036	£168,679	£152,823	£140,687	£114,478	£170,501
Q105	£272,752	£285,708	£176,313	£168,719	£145,799	£141,868	£109,156	£171,690
Q205	£287,332	£283,925	£170,922	£170,607	£142,920	£145,173	£120,728	£175,201
Q305	£308,344	£299,864	£179,750	£177,092	£149,724	£152,123	£135,659	£176,466
Q405	£265,756	£292,316	£174,835	£174,760	£146,077	£151,121	£120,594	£175,124
Q106	£294,602	£296,283	£178,430	£175,632	£149,101	£153,977	£124,573	£178,983
Q206	£267,896	£299,927	£186,709	£180,666	£152,328	£159,488	£133,765	£184,309
Q306	£279,970	£319,224	£190,595	£190,234	£156,960	£167,958	£138,114	£187,865
Q406	£310,095	£313,167	£191,646	£187,990	£161,413	£164,896	£127,674	£188,113
Q107	£294,389	£323,409	£188,375	£189,661	£158,999	£168,339	£129,406	£194,290
Q207	£305,446	£327,900	£199,919	£194,653	£166,722	£173,725	£139,593	£198,245
Q307	£324,909	£349,737	£221,983	£205,721	£173,244	£183,528	£140,801	£204,742
Q407	£307,145	£340,903	£212,226	£200,002	£183,536	£177,559	£155,414	£197,629
Q108	£295,552	£342,620	£201,069	£197,543	£176,920	£174,189	£144,971	£199,594
Q208	£353,920	£337,615	£196,621	£196,424	£175,541	£175,101	£148,223	£202,543
Q308	£321,017	£346,215	£197,120	£195,912	£172,727	£177,475	£147,476	£198,048
Q408	£297,793	£314,477	£188,528	£181,012	£160,980	£159,614	£155,276	£181,649
Q109	£254,461	£299,936	£178,997	£175,142	£138,228	£155,559	£122,228	£179,350
Q209	£260,706	£293,449	£178,484	£176,237	£147,772	£164,414	£133,586	£187,748
Q309	£274,510	£318,334	£191,759	£191,721	£158,413	£181,078	£130,428	£202,700
Q409	£284,101	£314,217	£182,806	£190,558	£152,934	£179,289	£142,353	£199,769
Q110	£312,540	£338,689	£183,636	£201,652	£152,237	£190,840	£114,068	£215,516
Q210	£320,658	£330,162	£195,286	£198,886	£158,638	£186,795	£142,032	£218,462
Q310	£290,350	£353,399	£200,736	£209,840	£157,378	£199,311	£149,157	£224,764
Q410	£302,440	£335,398	£195,864	£197,916	£151,388	£186,689	£139,552	£216,741
Q111	£281,986	£340,929	£197,329	£199,242	£158,489	£190,030	£125,524	£226,280
Q211	£274,514	£323,306	£186,875	£194,172	£153,077	£186,250	£135,150	£222,587
Q311	£284,480	£340,841	£197,294	£204,202	£150,882	£196,830	£137,349	£226,830
Q411	£275,703	£323,155	£194,329	£195,196	£160,820	£184,358	£122,810	£217,951
Q112	£291,111	£316,035	£184,983	£197,732	£156,346	£187,806	£130,810	£220,582
Q212	£289,481	£326,478	£194,436	£199,272	£153,427	£198,073	£155,958	£237,742
Q312	£299,678	£341,846	£189,502	£208,145	£161,898	£209,867	£140,163	£242,776
Q412	£291,131	£323,791	£205,021	£200,824	£154,023	£196,261	£147,366	£239,922
Q113	£319,267	£329,188	£182,005	£199,665	£153,872	£198,153	£129,264	£243,652
Q213	£313,378	£327,772	£184,599	£203,442	£154,012	£201,360	£136,293	£248,471
Q313	£321,754	£346,571	£206,873	£215,893	£163,886	£216,757	£141,362	£260,440

The accuracy of the house price data source has improved. This improvement has now been applied to past quarters

\*Please note that if prices are shown as '£0' no data is available for the corresponding centre. Data is not available for Scotland

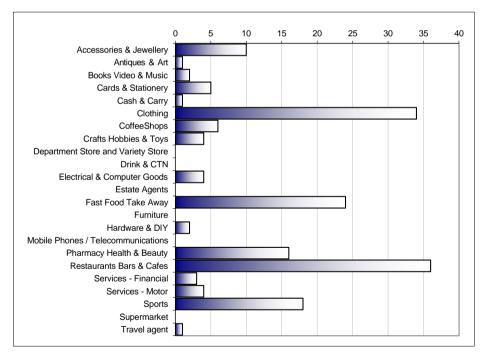
### **Retail Requirements Profile**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Information from EGi's Retail Requirements Service. Requirements relate to the centre name in Drivetime and Radius reports, however in Local Authority reports requirements are an accumulation of centres in the contour.

Retailer Type	Number of Requirements in this area
Accessories & Jewellery	10
Antiques & Art	1
Books Video & Music	2
Cards & Stationery	5
Cash & Carry	1
Clothing	34
CoffeeShops	6
Crafts Hobbies & Toys	4
Department Store and Variety Store	0
Drink & CTN	0
Electrical & Computer Goods	4
Estate Agents	0
Fast Food Take Away	24
Furniture	0
Hardware & DIY	2
Mobile Phones / Telecommunications	0
Pharmacy Health & Beauty	16
Restaurants Bars & Cafes	36
Services - Financial	3
Services - Motor	4
Sports	18
Supermarket	0
Travel agent	1

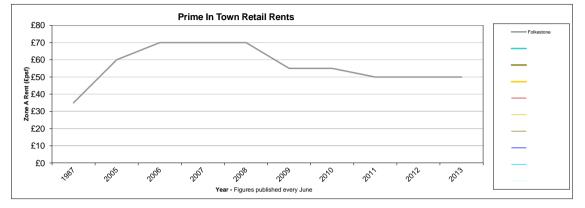


#### **Retail Rents**

#### Area: Shepway (2012 Districts and Council Areas)

Base: Great Britain

Colliers International has provided its estimated prime retail rents for key In Town locations throughout the UK.



EGi

Colliers

Provided by Colliers International @-July 2013 The Colliers International In-Town rents database provides estimates of net effective prime Zone A rents for over 400 locations in Great Britain.

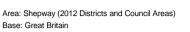
The figures represent zone sizes appropriate for the location and are expressed in £ per sq ft.

For further information, please contact Mark Charlton, Head of Research and Forecasting, Colliers International - mark.charlton@colliers.com / +44 20 7487 1720.

\*Please note that if rent values are shown as '£0' no data is available for the corresponding years. Only the top ten centres whose rents are highest in 2013 are graphed.

	Estimated Zone A Rents									
Town	1987	2005	2006	2007	2008	2009	2010	2011	2012	2013
Folkestone	£35	£60	£70	£70	£70	£55	£55	£50	£50	£50

#### **Retail Profile**





© Retail Locations 2006 Contact Retail Locations on 020 8559 1944 www.retaillocations.co.uk

A listing of the retailers in this catchment area, by type. Index figures over 100 suggest a greater than usual concentration of this type in this area.

	Data for area	Data as % for area	Data for base	Data as % for base	Index av=100	
	uicu	ior area	Dusc		41-100	
Type of Store						
Accessories & Jewellery	5	2%	2,902	2%	114	
Antiques & Art	0	0%	807	1%	0	
Books Video & Music	2	1%	960	1%	138	
Cards & Stationery	2	1%	1,809	1%	73	
Cash & Carry	1	0%	438	0%	151	
Clothing	20	10%	21,786	16%	61	
CoffeeShops	4	2%	3,153	2%	84	
Crafts Hobbies & Toys	0	0%	1,077	1%	0	
Department Store and Variety Store	9	4%	4,874	4%	122	
Drink & CTN	3	1%	2,855	2%	70	
Electrical & Computer Goods	6	3%	3,216	2%	124	
Estate Agents	10	5%	3,778	3%	176	
Fast Food Take Away	14	7%	7,013	5%	132	
Furniture	2	1%	1,225	1%	108	
Hardware & DIY	19	9%	5,859	4%	215	
Mobile Phones / Telecommunications	6	3%	3,440	2%	116	
Pharmacy Health & Beauty	26	13%	13,664	10%	126	
Restaurants Bars & Cafes	23	11%	18,711	14%	82	
Services - Financial	19	9%	12,840	9%	98	
Services - Motor	17	8%	13,457	10%	84	
Sports	1	0%	1,748	1%	38	
Supermarket	15	7%	9,314	7%	107	
Travel agent	4	2%	2,989	2%	89	



## Key Retail Profile

Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

A listing of key UK retailers and their presence or requirements in this catchment area. Requirements relate to the centre name in Drivetime and Radius reports, however in Local Authority reports requirements are an accumulation of centres in the contour.

Retailer	Count of branches in	Requirements
	this area	
Argos	1	0
Boots	2	0
Carphone Warehouse	1	1
Claire's	1	0
Clarks	1	1
Costa Coffee	1	1
Domino's Pizza	1	-
Greggs	0	0
Holland & Barrett	1	1
KFC	4	1
Marks & Spencer	0	-
McDonald's	2	1
Monsoon Accessorize	0	0
New Look	1	0
Next	1	-
Phones 4U	1	0
Pizza Express	0	0
Primark	1	-
Sainsbury's	4	1
Starbucks	2	1
Subway	3	3
Superdrug	1	1
Tesco	6	0
Waterstone's	1	-
WH Smith	3	0

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\*Please note that if values are '-' then no requirement data is available

## **Office Availability**

Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Туре	Agents	Floorspace	Rental	Asking Price	URL
01/10/2	013 CT19 4DP	330330 Cheriton Road Folkestone CT19 4DP	For Sale,Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/R esearch/AvailabilityDet ail.aspx?hdnSelectedl DList=3478445
14/09/2	013 CT20 1JU	The Workshop32- 40 Tontine Street Folkestone CT20 1JU	To Let	Caxtons Commercial Ltd	64 - 687 sq m			http://www.egi.co.uk/R esearch/AvailabilityDet ail.aspx?hdnSelectedl DList=3480112
27/04/2	012 CT20 1AU	Bouverie Place Shopping Centre Kent Folkestone CT20 1AU	To Let	Savills				http://www.egi.co.uk/R esearch/AvailabilityDet ail.aspx?hdnSelectedl DList=3404789



## Office Deals Listing



#### Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Туре	Lessee/ Purchaser	Total Space	Price	Rental PSM	Yield (%)
01/04/2014	CT21 4HE	Shrine Barn, Sandling Road, Hythe, Kent, CT21 4HE	Lease	N/A	20.4385 Net sq m	N/A	£149.73	N/A
15/02/2014	CT20 2AF	87 Sandgate Road, Folkestone, Kent, CT20 2AF	Sale	Purchaser: Private Client	136.195 Net sq m	N/A	N/A	N/A
16/01/2014	CT19 4DP	330 Cheriton Road, Folkestone, Kent, CT19 4DP	Sale	N/A	99.6841 Net sq m	£75000	N/A	N/A
15/01/2014	TN25 6DH	Yew Tree Studios, The Barn, Stone Street, Ashford, Kent, TN25 6DH	Lease	N/A	15.3289 Net sq m	N/A	£117.44	N/A
15/12/2013	S CT4 6AQ	The Nook, Bossingham Road, Canterbury, Kent, CT4 6AQ	Lease	N/A	29.9145 Net sq m	N/A	£143.59	N/A
10/05/2013	5 CT18 8HP	10-12 Station Road, Folkestone, Kent, CT18 8HP	Sale	N/A	219.714 Net sq m	£190000	N/A	N/A
15/12/2012	2 CT20 3BY	Offices At, Sandgate High Street, Folkestone, Kent, CT20 3BY	Lease	Lessee: Private individual(s)	122.631 Net sq m	N/A	£67.28	N/A
01/11/2012	2 CT19 4EZ	Nickolls Builders Ltd, Cheriton High Street, Folkestone, Kent, CT19 4EZ	Lease	N/A	54.2549 Net sq m	N/A	£129.38	N/A
18/09/2012	2 CT15 7SH	Swingfield House, Canterbury Road, Dover, Kent, CT15 7SH	Sale	N/A	289.948 Net sq m	£340000	N/A	N/A
10/09/2012	2 CT21 5AL	74a High Street, Hythe, Kent, CT21 5AL	Lease	N/A	89.0933 Net sq m	N/A	£50.48	N/A
31/08/2011	CT20 1DP	Albion House, 22 Sandgate Road, Folkestone, Kent, CT20 1DP	Lease	Lessee: Creative Foundation (The)	200.762 Net sq m	N/A	N/A	N/A
17/02/2011	CT21 5NT	17 Mount Street, Hythe, Kent, CT21 5NT	Sale	Purchaser: Private individual(s)	50.2601 Net sq m	£195000	N/A	N/A
31/01/2011	CT20 1NA	93 Harbour Way, Folkestone, Kent, CT20 1NA	Sale	Purchaser: Private individual(s)	50.4459 Net sq m	£115000	N/A	N/A
31/03/2010	) CT21 4LR	Lympne Distribution Park, The Gatehouse, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	Lessee: Private individual(s)	113.062 Net sq m	N/A	£66.31	N/A
15/12/2008	6 CT21 6HJ	142 Dymchurch Road, Hythe, Kent, CT21 6HJ	Lease	N/A	26.8488 Net sq m	N/A	£116.21	N/A
30/09/2008	6 CT21 4LR	Lympne Distribution Park, The Gatehouse, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	113.062 Net sq m	N/A	£75.18	N/A
15/06/2008	8 CT19 4QS	Cheriton Parc, Cheriton High Street, Folkestone, Kent, CT19 4QS	Sale	Purchaser: Saga Group Limited	2310.48 Net sq m	£3120000	N/A	N/A
15/01/2008	CT20 2RX	1-3 Bouverie Road West, Folkestone, Kent, CT20 2RX	Lease	N/A	33.4448 Net sq m	N/A	£77.74	N/A
01/09/2007	7 CT19 5DS	Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	Lease	Lessee: Family Matters Fostering Limited	128.019 Net sq m	N/A	£78.15	N/A

	4/5 George Lane,						
15/11/2005 CT20 1RH	Folkestone, Kent,	Lease	N/A	157 Net sq m	N/A	£65.34	N/A
	CT20 1RH						

## Planning Applications - Office



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	Арр	09/04/2014		Residential (C3), Residential (C3), Business (B1a)	N/A	N/A	Shepway District Council
35 Dymchurch Road, Hythe, Kent, CT21 6JE	PPG	31/01/2013	28/03/2013	Retail (A2) Business	N/A	N/A	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	N/A	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3), Retail (A5), Business (B1a)	N/A	Gross sq m	Shepway District Council
Site At, Caesars Way, Folkestone, Kent, CT19 4AL	OutApp	14/01/2013		Business (B1a), Industrial (B1/2/8), Residential (C3), Residential (C3)	660	Gross sq m	Shepway District Council
The Link Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	PPG	28/09/2012	15/11/2012	Industrial (B2), Business (B1a)	N/A	N/A	Shepway District Council
6 West Cliff Gardens, Folkestone, Kent, CT20 1SP	PPG	04/09/2012	30/10/2012	Business (B1a), Industrial (B8), Business (B1b)	N/A	N/A	Shepway District Council
Tin Tabernacle, Portland Road, Hythe, Kent, CT21 6FL	PPG	07/08/2012	02/10/2012	Business (B1a), Non- resi Institutional (D1)	N/A	N/A	Shepway District Council
Selsted Farm Yard, Canterbury Road, Dover, Kent, CT15 7HL	PPG	23/03/2012	22/06/2012	Business (B1a)	N/A	N/A	Shepway District Council
Lydd Camp, Tourney Road, Romney Marsh, Kent, TN29 9JD	OutPPG	10/11/2011	09/02/2012	Business (B1a), Non- resi Institutional (D1), Residential Institutional (C2)	N/A	N/A	Shepway District Council
Sir John Moore Barracks, Military Road, Folkestone, Kent, CT20 3BG	OutPPG	10/11/2011	08/02/2012	Business (B1a), Residential Institutional (C2)	2295	Gross sq m	Shepway District Council
The Dovecot Barn, Stowting Court Road, Ashford, Kent, TN25 6BB	PPG	04/04/2011	12/05/2011	Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
Holiday Extras, Ashford Road, Hythe, Kent, CT21 4JF	PPG	17/12/2010	11/03/2011	Business (B1a)	1415	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	OutPPG	02/08/2010	22/12/2011	Business (B1a), Industrial (B8), Residential Institutional (C2)	5960	Gross sq m	Shepway District Council
Stonegate Farmers, Stone Street, Canterbury, Kent, CT4 6DA	Арр	22/07/2010		Industrial (B8), Business (B1a)	705	Gross sq m	Shepway District Council
Land At, Tourney Road, Romney Marsh, Kent, TN29 9JD	Арр	20/05/2010		Business (B1a)	624	Gross sq m	Shepway District Council
Land Adjoining Cheriton Parc Hotel, Cheriton High Street, Folkestone, Kent, CT19 4QN	PPG	20/05/2010	19/08/2010	Business (B1a)	1650	Gross sq m	Shepway District Council
Holiday Extras, Ashford Road, Hythe, Kent, CT21 4JF	Арр	03/12/2007		Business (B1a)	1415	Gross sq m	Shepway District Council
Marsh Farm, Ashford Road, Romney Marsh, Kent, TN29 0AJ	Арр	20/11/2006		Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
45-49 Tontine Street, Folkestone, Kent, CT20 1JT	Арр	03/11/2006		Assembly & Leisure (D2), Retail (A3), Business (B1a)	N/A	N/A	Shepway District Council

#### **Retail Availability**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Туре	Agents	Floorspace	Rental	Asking Price	URL
	23/10/2013 CT21 5JL	139 High Street Hythe CT21 5JL	Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=334 9785
	09/10/2013 CT21 5JJ	121 High Street Hythe CT21 5JJ	To Let	Caxtons Commercial Ltd				http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=347 1611
	23/05/2013 CT20 2BE	94Sandgate Road Folkestone CT20 2BE	To Let	London & Cambridge Properties Ltd (LCP)				http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=346 2951
	03/10/2012 CT20 1EB		To Let	Panther (Vai Properties Ltd	t)			http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=342 0862

#### **Retail Deals Listing**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date		Postcode	Address	Туре	Lessee/ Purchaser	Total Space	Price (£)	Zone A Rent	Yield (%)
	17/03/2014	CT20 2BL	133 Sandgate Road, Folkestone, Kent, CT20 2BL	Lease	Lessee: Private individual(s)	224 Net sq m	N/A	£11000	N/A
	03/03/2014	CT21 5AJ	65 High Street, Hythe, Kent, CT21 5AJ	Sale	N/A	191.75 Net sq m	N/A	N/A	N/A
	01/03/2014	CT21 5LE	100 High Street, Hythe, Kent, CT21 5LE	Lease	N/A	84.5634 Net sq m	N/A	£13000	N/A
	15/01/2014	TN28 8AH	45 High Street, New Romney, Kent, TN28 8AH	Sale	Purchaser: Private individual(s)	116.592 Net sq m	£115000	N/A	N/A
	14/10/2013	CT20 1DP	32 Sandgate Road, Folkestone, Kent, CT20 1DP	Lease	Lessee: CEX Limited	192.029 Net sq m	N/A	£30000	N/A
	01/10/2013	CT20 2AA	74 Sandgate Road, Folkestone, Kent, CT20 2AA	Lease	N/A	108.789 Net sq m	N/A	£19750	N/A
	12/09/2013	TN28 8UF	The Plough Inn, Dymchurch Road, New Romney, Kent, TN28 8UF	Sale	N/A	N/A	£300000	N/A	N/A
	11/09/2013	CT20 1RR	Rileys Snooker And Pool Hall, West Terrace, Folkestone, Kent, CT20 1RR	Lease	N/A	1021.92 Net sq m	N/A	£35000	N/A
	15/08/2013	CT19 4DX	372a Cheriton Road, Folkestone, Kent, CT19 4DX	Lease	N/A	67.2612 Net sq m	N/A	£13500	N/A
	16/07/2013	TN25 6EQ	Former Hair Salon, Main Road, Ashford, Kent, TN25 6EQ	Lease	N/A	85.2843 Net sq m	N/A	£4500	N/A
	15/06/2013	CT20 1DZ	26 Guildhall Street, Folkestone, Kent, CT20 1DZ	Lease	N/A	127.462 Net sq m	N/A	£10500	N/A
	14/06/2013	CT19 4HE	85 Cheriton High Street, Folkestone, Kent, CT19 4HE	Lease	Lessee: Private individual(s)	52.6756 Net sq m	N/A	£5600	N/A
	24/04/2013	CT19 5NX	Black Bull, Canterbury Road, Folkestone, Kent, CT19 5NX	Sale	Purchaser: Greene King	3760 Net sq m	£600000	N/A	N/A
	01/04/2013	TN29 9TZ	Former Little Chef, Straight Lane, Romney Marsh, Kent, TN29 9TZ	N/A	N/A	179.208 Net sq m	N/A	N/A	N/A
	05/02/2013	TN29 ONL	68-70 High Street, Romney Marsh, Kent, TN29 0NL	Sale	Purchaser: City Of London Restaurant	N/A	£185000	N/A	N/A
	30/01/2013	CT21 4BL	Stop Services, 24 Stanford Intersection, Hythe, Kent, CT21 4BL	Lease	N/A	48.3092 Net sq m	N/A	£21500	N/A
	07/01/2013	CT21 5AD	Hfc, 57 High Street, Hythe, Kent, CT21 5AD	Lease	N/A	37.2538 Net sq m	N/A	£9500	N/A
	01/01/2013	CT20 2BW	126 Sandgate Road, Folkestone, Kent, CT20 2BW	Lease	Lessee: Private	112.319 Net sq m	N/A	£13433	N/A
	15/11/2012	CT20 2BB	Silver Lining, 1 Cheriton Place, Folkestone, Kent, CT20 2BB	Lease	N/A	39.2977 Net sq m	N/A	£6750	N/A
	01/10/2012	CT21 6PH	28 Martello Drive, Hythe, Kent, CT21 6PH	Lease	N/A	116.128 Net sq m	N/A	£14000	N/A

#### Planning Applications - Retail



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Land Adjoining, 2 Bradstone Avenue, Folkestone, Kent, CT19 5AG	Арр	28/02/2014		Retail (A1), Non-resi Institutional (D1)	107	Gross sq m	Shepway District Council
Land To The North Hawkinge Community Centre, Heron Forstal Avenue, Folkestone, Kent, CT18 7FP	Арр	11/02/2014		Retail (A1)	610	Gross sq m	Shepway District Council
94 Sandgate Road, Folkestone, Kent, CT20 2BE	PPG	31/01/2014	28/03/2014	Retail (A2)	98	Gross sq m	Shepway District Council
Land Adjacent The Surgery, Main Road, Ashford, Kent, TN25 6DA	Screen	05/12/2013		Residential (C3), Non- resi Institutional (D1), Non-resi Institutional (D1), Retail (A3), Retai (A1), Retail (A5)	100	Gross sq m	Shepway District Council
156A High Street, Hythe, Kent, CT21 5JU	PPG	01/08/2013	26/09/2013	Retail (A2)	N/A	N/A	Shepway District Council
4 Majestic Parade, Sandgate Road, Folkestone, Kent, CT20 2BZ	PPG	16/05/2013	20/06/2013	Retail (A2)	56	Gross sq m	Shepway District Council
Lympne Place, Aldington Road, Hythe, Kent, CT21 4PB	OutRef	08/05/2013		Residential (C3), Residential (C3), Residential (C3), Retai (A1), Retail (A3), Non- resi Institutional (D1)	I 100	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	PPG	13/02/2013	20/06/2013	Residential (C3), Retail (A1/2/3/4/5)	N/A	N/A	Shepway District Council
35 Dymchurch Road, Hythe Kent, CT21 6JE	PPG	31/01/2013	28/03/2013	Retail (A2), Business (B1a)	N/A	N/A	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)		Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	, 189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	, 10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutRef	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	l, 189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	, 10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	l, 189	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	, 10684	Gross sq m	Shepway District Council
Park Farm Road Retail Development, Park Farm Road, Folkestone, Kent, CT19 5DS	OutApp	18/01/2013		Retail (A1), Retail (A3) Retail (A5), Business (B1a)	, 189	Gross sq m	Shepway District Council
Land Adjacent, 47 Linksway Folkestone, Kent, CT19 5LW	/, PPG	22/11/2012	21/02/2013	Retail (A1)	2654	Gross sq m	Shepway District Council
Folkestone Harbour, Harbour Approach Road, Folkestone, Kent, CT20 1QH	OutApp	01/10/2012		Retail (A1/2/3/4/5), Residential (C3)	10000	Gross sq m	Shepway District Council
Land Adjoining, 38 Cheriton High Street, Folkestone, Kent, CT19 4ET	PPG	28/03/2012	23/05/2012	Retail (A1), Retail (A2), Industrial (B8)	N/A	N/A	Shepway District Council

## Shopping Centre Details



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

02/06/2014

Details from EGi's Shopping Centre Research. The Shopping Centre Research database contains information on purpose-built retail schemes - shopping centre, retail park, factory outlet, or shopping park. The database focuses on schemes of in excess of 50.

Address	Opening Date	Total Size (sq m)	Opening Hours	Anchor Tenants	Owner(s)
Bouverie Place, Sandgate Road, Folkestone, Kent, CT20 1DP	26/11/2007	18580.5	Mon-Sat 9:00-18:00, Sun 10:00- 16:00	ASDA,Bhs,New Look,Next	Bride Hall Developments Limited

#### Industrial Availability

Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Data provided by EGPropertyLink - all live availability records are listed. The 20 most recent on the market are displayed, click on the filter arrows to view more. Use the listed URL to view more details of these properties.

Date	Postcode	Address	Туре	Agents	Floorspace	Rental	Asking Price	URL
04/09/201	3 CT21 4LR	Unit WLympne Industrial Estate Lympne Ashford CT21 4LR	For Sale,Under Offer	Caxtons Commercial Ltd				http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=343 6328
17/07/201	3 CT21 4LR	Enterprise WayLink Park Lympne CT21 4LR	For Sale,To Let	Caxtons Commercial Ltd				http://www.egi.co.uk/Rese arch/AvailabilityDetail.asp x?hdnSelectedIDList=333 2545



## **Industrial Deals Listing**



Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

The 20 most recent deals for this area and sector are displayed below, click on the arrows on the date heading to show all the deals.

Date	Postcode	Address	Туре	Lessee/ Purchaser	Total Space	Price (£)	Rental PSM	Yield (%)
	01/04/2014 CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	85.0056 Net sq m	N/A	£52.96	N/A
1	01/04/2014 CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	103.307 Net sq m	N/A	£63.08	N/A
1	01/04/2014 CT19 5SU	Park Farm Industrial Estate, Barnfield Road, Folkestone, Kent, CT19 5SU	Lease	N/A	466.184 Net sq m	N/A	£60.06	N/A
	15/03/2014 CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	87.6068 Net sq m	N/A	£51.34	N/A
	01/03/2014 CT19 5SU	Park Farm Industrial Estate, Barnfield Road, Folkestone, Kent, CT19 5SU	Sale	N/A	1558.44 Net sq m	£725000	N/A	N/A
	15/12/2013 CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	455.5 Net sq m	N/A	£42.84	N/A
	14/12/2013 CT21 4LR	Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Lease	N/A	672.612 Net sq m	N/A	£43.16	N/A
:	25/11/2013 CT21 4NN	Warehouse Unit, Lower Wall Road, Hythe, Kent, CT21 4NN	Sale	N/A	513.471 Net sq m	£150000	N/A	N/A
:	29/08/2013 CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	449.926 Net sq m	N/A	£38.75	N/A
	01/07/2013 CT19 6PQ	Bowles Well Gardens Industrial Estate, Bowles Well Gardens, Folkestone, Kent, CT19 6PQ	Lease	N/A	342.624 Net sq m	N/A	£43.06	N/A
	15/04/2013 TN28 8XU	Mountfield Industrial Estate, Learoyd Road, New Romney, Kent, TN28 8XU	Sale	N/A	124.117 Net sq m	£70000	N/A	N/A
	11/01/2013 TN28 8XU	Mountfield Industrial Estate, Learoyd Road, New Romney, Kent, TN28 8XU	Lease	N/A	45.4292 Net sq m	N/A	£74.06	N/A
	08/01/2013 TN28 8LJ	Cinque Ports Road, New Romney, Kent, TN28 8LJ	Sale	N/A	124.117 Net sq m	£72500	N/A	N/A
	18/12/2012 CT19 6PQ	Channel Trade Estate, Bowles Well Gardens, Folkestone, Kent, CT19 6PQ	Lease	N/A	165.738 Net sq m	N/A	N/A	N/A
	17/12/2012 CT20 3UJ	Shorncliffe Industrial Estate, 13 Ross Way, Folkestone, Kent, CT20 3UJ	Lease	N/A	452.155 Net sq m	N/A	£39.83	N/A

13/09/2012 CT20 1LF	46 Charlotte Street, Folkestone, Kent, CT20 1LF	Sale	Purchaser: J J Devlin Esq	352 Net sq m	£110000	N/A	N/A
10/09/2012 CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	Lessee: Cuisine Frozen Foods Limited	565.868 Net sq m	N/A	£61.89	N/A
30/08/2012 CT21 4LR	Lympne Distribution Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	Lease	N/A	84.3553 Net sq m	N/A	£50.48	N/A
30/04/2012 CT20 3UH	Shornecliffe Industrial Estate, Westbourne House, North Close, Folkestone, Kent, CT20 3UH	Lease	Lessee: Church & Dwight UK Limited	2055 Net sq m	N/A	£45.75	N/A
15/03/2012 CT20 3UH	Shorncliffe Industrial Estate, Huntsfield, North Close, Folkestone, Kent, CT20 3UH	Lease	N/A	1003.72 Net sq m	N/A	£43.81	N/A

## Planning Applications - Industrial

Area: Shepway (2012 Districts and Council Areas) Base: Great Britain

Planning applications for this use type in this area. The most recent 20 are displayed, use the filter arrows to display more.

0 11							
Address	Status	Application Date	Permission Date	Subsector	Proposed Size	Units	Planning Authority
Postling Lodge, Farthing Common, Folkestone, Kent, CT18 8DQ	PPG	07/05/2013	03/09/2013	Industrial (B8)	N/A	N/A	Shepway District Council
Sycamore Farm, Millbank Lane, Romney Marsh, Kent, TN29 9SY	Арр	18/03/2013		Industrial (B1/2/8)	600	Gross sq m	Shepway District Council
Site At, Caesars Way, Folkestone, Kent, CT19 4AL	OutApp	14/01/2013		Business (B1a) Industrial (B1/2/8), Residential (C3), Residential (C3)	16325	Gross sq m	Shepway District Council
The Link Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	PPG	28/09/2012	15/11/2012	Industrial (B2), Business (B1a)	N/A	N/A	Shepway District Council
6 West Cliff Gardens, Folkestone, Kent, CT20 1SP	PPG	04/09/2012	30/10/2012	Business (B1a) Industrial (B8), Business (B1b)	, N/A	N/A	Shepway District Council
Sycamore Farm, Millbank Lane, Romney Marsh, Kent, TN29 9SY	PPG	07/06/2012	15/01/2013	Business (B1c) Industrial (B2), Industrial (B8)	, N/A	N/A	Shepway District Council
Land Adjoining, 38 Cheriton High Street, Folkestone, Kent, CT19 4ET	PPG	28/03/2012	23/05/2012	Retail (A1), Retail (A2), Industrial (B8)	N/A	N/A	Shepway District Council
Tram Road Filling Station, Tram Road, Folkestone, Kent, CT20 1TE	PPG	24/01/2012	20/03/2012	Business (B1c) Industrial (B2), Business (B1c)	, N/A	N/A	Shepway District Council
Lympne Industrial Estate, Otterpool Lane, Hythe, Kent, CT21 4LR	Ref	18/11/2011		Industrial (B2), General	742	Gross sq m	Shepway District Council
The Dovecot Barn, Stowting Court Road, Ashford, Kent, TN25 6BB	PPG	04/04/2011	12/05/2011	Business (B1a), Industrial (B8)	N/A	N/A	Shepway District Council
Griggs Of Hythe The Fishermans Landing Beach, Range Road, Hythe, Kent, CT21 6HG	PPG	01/04/2011	07/06/2011	Residential (C3), Residential (C3), Retail (A1), Industrial (B8)	178	Gross sq m	Shepway District Council
Land South West Of, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	PPG	05/11/2010	20/01/2011	Industrial (B8)	1373	Gross sq m	Shepway District Council
Mountfield Industrial Estate, Mountfield Road, New Romney, Kent, TN28 8LH	PPG	05/08/2010	05/11/2010	Industrial (B1/2/8)	4500	Gross sq m	Shepway District Council
Site At, Haven Drive, Folkestone, Kent, CT18 7PB	OutPPG	02/08/2010	22/12/2011	Business (B1a), Industrial (B8), Residential Institutional (C2)	5800	Gross sq m	Shepway District Council



Stonegate Farmers, Stone Street, Canterbury, Kent, CT4 6DA	Арр	22/07/2010	Industrial (B8), Business (B1a)	4995	Gross sq m	Shepway District Council
Airport Cafe, Main Road, Ashford, Kent, TN25 6DA	Арр	28/10/2009	Business (B1c), Industrial (B8), General	N/A	N/A	Shepway District Council
The Link Park, Lympne Industrial Estate, Hythe, Kent, CT21 4LR	OutApp	02/03/2009	Industrial (B1/2/8)	90668	Gross sq m	Shepway District Council
Land Forming Part Of Plot B5, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	Арр	28/08/2007	Industrial (B1/2/8)	750	Gross sq m	Shepway District Council
Land South West Of, Shearway Business Park, Pent Road, Folkestone, Kent, CT19 4RJ	Арр	02/01/2007	Industrial (B1/2/8)	24	Units	Shepway District Council
Marsh Farm, Ashford Road, Romney Marsh, Kent, TN29 0AJ	Арр	20/11/2006	Business (B1a) Industrial (B8)	' N/A	N/A	Shepway District Council



Appendix IV Glossary

## SHEPWAY DISTRICT COUNCIL

# LOCAL PLAN AND COMMUNITY INFRASTRUCTURE LEVY VIABILITY STUDY – Appendix IV - GLOSSARY

#### GLOSSARY OF TERMS

This glossary attempts to define some of the more commonly used terms within viability studies carried out by DSP. It is not an exhaustive list and in most cases, the report itself explains any acronyms and provides definitions. Note – since the introduction of the National Planning Policy Framework in March 2012, all previous Planning Policy Statements have been replaced by the NPPF. References have been included within this Glossary for information purposes only.

### <u>A</u>

Abnormal Development Costs - Costs that are not allowed for specifically within normal development costs. These can include costs associated with unusual ground conditions, contamination, etc.

<u>Affordable Housing</u> - The National Planning Policy Framework defines affordable housing as:

Social rented, affordable rented and intermediate housing, provided to eligible households whose needs are not met by the market. Eligibility is determined with regard to local incomes and local house prices. Affordable housing should include provisions to remain at an affordable price for future eligible households or for the subsidy to be recycled for alternative affordable housing provision.

Social rented housing is owned by local authorities and private registered providers (as defined in section 80 of the Housing and Regeneration Act 2008), for which guideline target rents are determined through the national rent regime. It may also be owned by other persons and provided under equivalent rental arrangements to the above, as agreed with the local authority or with the Homes and Communities Agency.

Affordable rented housing is let by local authorities or private registered providers of social housing to households who are eligible for social rented housing. Affordable

Rent is subject to rent controls that require a rent of no more than 80% of the local market rent (including service charges, where applicable).

Intermediate housing is homes for sale and rent provided at a cost above social rent, but below market levels subject to the criteria in the Affordable Housing definition above. These can include shared equity (shared ownership and equity loans), other low cost homes for sale and intermediate rent, but not affordable rented housing.

Affordable Rented housing – See definition above.

## B

<u>Base Build Costs</u> - for construction only (excluding fees, contingencies and extras) as explained in the study.

<u>BH/BF</u> - preceded by a number – abbreviations used to indicate how many bedrooms a dwelling has - ( -bed house / -bed flat).

<u>BREEAM</u> - the Building Research Establishment Environmental Assessment Methodology which assesses the sustainability credentials of industrial, commercial and institutional buildings.

<u>Building Cost Information Services (BCIS)</u> - A subscriber service of RICS to facilitate the exchange of detailed building construction costs. The service is available from an independent body to those of any discipline who are willing and able to contribute and receive data on a reciprocal basis.

# <u>C</u>

<u>Capital value</u> - The value of a building or land as distinct from its rental value.

<u>Cash flow</u> - The movement of money by way of income, expenditure and capital receipts and payments during the course of a development.

<u>Cascade Mechanism/Principle</u> - A Cascade is a mechanism which enables the form and/or quantum of affordable housing provision to be varied according to the availability of grant funding, thus ensuring that at least a base level of need-related accommodation is provided without compromising overall scheme viability. The approach aids delivery of both the market and affordable tenures by providing adaptability where needed, thus avoiding the need to renegotiate Section 106 agreements with the time delays and cost issues that process brings.

<u>Charging Authority</u> – is the Local Planning Authority as defined by section 37 of the Planning and Compulsory Purchase Act 2004 for England.

<u>Charging schedule</u> – sets out the rates of CIL which will apply in the authority's area. This involves consultation and independent examination.

<u>Code for Sustainable Homes ('CfSH', 'CSH' or 'Code')</u> - CLG is proposing to gradually tighten building regulations to increase the energy efficiency of new homes and thus reduce their carbon impact. In parallel with these changes to the building regulations, the CfSH has been introduced as a tool to encourage house builders to create more sustainable dwellings, and to inform buyers/occupiers about the green credentials of new housing. CfSH compliance, to levels over those generally operated in the market, is also compulsory for all public (HCA) funded affordable housing development. The Code is intended to provide a route map, signalling the direction of change towards low carbon sustainable homes that will become mandatory under the building regulations. The Code, again in parallel with building regulations and other initiatives, also covers a wider range of sustainability requirements – beyond lower carbon.

<u>Community Infrastructure Levy</u> - A levy allowing local authorities to raise funds from owners or developers of land undertaking new building projects in their area. Charging authorities must express CIL rates as pounds per square metre (£/sq. m.), as CIL will be levied on the gross internal floorspace of the net additional liable development. The published rate(s) within an authority's charging schedule will enable liable parties to anticipate their expected CIL liability.

<u>Commuted Sum</u> - See "Payment in lieu" below.

<u>Core Strategy</u> - The key Development Plan Document ('DPD') through which a local authority sets out its strategic planning approach for its area. Accompanied by other DPDs, usually dealing with aspects such as site allocations or regeneration areas, and

in some cases covering particular topics such as affordable housing (see below for other definitions). See also Local Plan.

<u>Current Use Value</u> - Market Value on the special assumption reflecting the current use of the property only and disregarding any prospect of development other than for continuation/expansion of the current use

## <u>D</u>

<u>Density ('Indicative Density')</u> - Represents the intensity of use of a site by way of how many dwellings (or in some cases other measures such as habitable rooms) are provided on it. Usually described by reference to 'dwellings per hectare' (DPH).

<u>Development Appraisal</u> - A financial appraisal of a development to calculate either: (i) the residual site value (deducting all development costs, including an allowance for the developer's profit/return, from the scheme's total capital value); or (ii) the residual development profit/return (deducting all development costs, including the site value/cost, from the scheme's total capital value). The appraisal(s) would normally look to determine an approximate *Residual Land Value* (RLV). Assuming a developer has already reached the initial conclusion that, in principle, a site is likely to be suitable and viable for development, an appraisal is then carried out to fine tune scheme feasibility and discover what sum they can afford to pay for the site. This would normally be subject to a range of caveats and clauses based on circumstances unknown to the developer at the time of making an offer. As an example, an offer could be subject to the granting of planning permission or subject to no abnormal conditions existing, etc.

<u>Development Cost</u> - This is the cost associated with the development of a scheme and includes acquisition costs, site-specific related costs, build costs, fees and expenses, interest and financing costs.

<u>Development Plan ('Plan')</u> - This includes adopted Local Plans, neighbourhood plans and the London Plan, and is defined in section 38 of the Planning and Compulsory Purchase Act 2004. (Regional strategies have now been abolished by Order using powers taken in the Localism Act). <u>Development Plan Document (DPD)</u> - Spatial planning documents that are subject to independent examination, and together with any relevant regional plans, inform the planning policies for a local authority. They include a Core Strategy and also often cover site-specific allocations of land, area action plans and generic development control policies. See also <u>Development Plan</u>.

<u>Developer's Profit</u> - The developer's reward for risk taken in pursuing and running the project, required to secure project funding. This is the gross profit, before tax. It will usually cover an element of overheads, but varies. The profit element used in these appraisals is profit expressed as a percentage of Gross Development Value (the most commonly expressed way) although developers will sometimes use other methods, for example profit on cost.

<u>Development Viability (or 'Viability')</u> - The viability of the development - meaning its health in financial terms. A viable development would normally be one which proceeds (or at least there is no financial reason for it not to proceed) – it would show the correct relationship between GDV (see below) and Development Cost. There would be a sufficient gap between the GDV and Development Cost to support a sufficient return (developer's profit) for the risk taken by the developer in pursuing the scheme (and possibly in this connection to support funding requirements), and a sufficiently attractive land value for the landowner. An un-viable scheme is one where a poor relationship exists between GDV and Development Cost, so that insufficient profit rewards and/or land value can be generated.

<u>E</u>

<u>Existing Use Value (EUV)</u> - is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller, in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion, assuming the buyer is granted vacant possession of all parts of the property required by the business and disregarding potential alternative uses and any other characteristics of the property that would cause its Market value to differ from that needed to replace the remaining service potential at least cost (see also Current Use Value and Market Value).

<u>Edge of centre</u> - For retail purposes, a location that is well connected and up to 300 metres of the primary shopping area. For all other main town centre uses, a location within 300 metres of a town centre boundary. For office development, this includes locations outside the town centre but within 500 metres of a public transport interchange. In determining whether a site falls within the definition of edge of centre, account should be taken of local circumstances.

## <u>F</u>

*Finance* - Costs associated with financing the development cost. Varying views are taken on the length of the relevant construction projects as to how long these costs need to be carried for on each occasion.

Financial Contribution - see "Payment in lieu".

### <u>G</u>

<u>Gross external area (GEA)</u> - The aggregate superficial area of a building taking each floor into account. As per the RICS Code of Measuring Practice this includes: external walls and projections, columns, piers, chimney breasts, stairwells and lift wells, tank and plant rooms, fuel stores whether or not above main roof level (except for Scotland, where for rating purposes these are excluded); and open-side covered areas and enclosed car parking areas; but excludes; open balconies; open fire escapes, open covered ways or minor canopies; open vehicle parking areas, terraces, etc.; domestic outside WCs and coalhouses. In calculating GEA, party walls are measured to their centre line, while areas with a headroom of less than 1.5m are excluded and quoted separately.

<u>Gross Internal Area (GIA)</u> - Broadly speaking GIA is the whole enclosed area of a building within the external walls taking each floor into account and excluding the thickness of the external walls. GIA will include: Areas occupied by internal walls (whether structural or not) and partitions; service accommodation such as WCs, showers, changing rooms and the like; columns, piers, whether free standing or projecting inwards from an external wall, chimney breasts, lift wells, stairwells etc; lift rooms, plant rooms, tank rooms, fuel stores, whether or not above roof level; open-sided covered areas.

<u>Gross Development Value (GDV)</u> - The amount the developer ultimately receives on completion or sale of the scheme whether through open market sales alone or a combination of those and the receipt from a Registered Provider for completed affordable housing units - before all costs are subtracted.

#### <u>H</u>

<u>Homes and Communities Agency (HCA)</u> - The Government's Agency charged with delivering the affordable housing (investment) programme ('*AHP*') and the vehicle through which public funds in the form of Social Housing Grant ('*SHG*') are allocated, where available and where the HCA's investment criteria are met, for affordable housing development.

<u>Hope value</u> - Any element of open Market Value of a property in excess of the current 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.

<u>Housing Standards Review</u> - The technical housing standards review was launched in <u>October 2012</u> following the housing and construction Red Tape Challenge, which was introduced in spring 2012. It was a fundamental review of the building regulations framework and voluntary housing standards which aimed to rationalise the large number of codes, standards, rules, regulations and guidance that add unnecessary cost and complexity to the house building process. The review was made up of 2 <u>closely related groups who are</u> working in parallel.

### Ī

*Infrastructure* - The full range of transport networks, utilities, services and facilities that are needed to create sustainable neighbourhoods and support new development. It includes physical items such as roads and social infrastructure such as schools and healthcare centres.

#### Intermediate Affordable Housing - See 'Affordable Housing'

*Land Costs* - Costs associated with securing the land and bringing it forward – activities which precede the construction phase, and, therefore, costs which are usually borne for a longer period than the construction phase (a lead in period). They include financing the land acquisition and associated costs such as land surveys, planning application and sometimes infrastructure costs, land acquisition expenses and stamp duty land tax.

Land Residual as a percentage (%) of GDV - The amount left for land purchase expressed as a percentage of the Gross Development Value. A common guideline used in the development industry. Readers may be familiar with the rule of thumb that upwards of approximately one third of development value is comprised of land value. In practice this has always varied, but with increasing burdens on land value from a range of planning infrastructure requirements (including affordable housing) traditional views on where land values lie are having to be revised.

<u>Local Development Framework (LDF)</u> - A non-statutory term used to describe a folder of documents, which includes all the local planning authority's local development documents. An LDF is comprised of:

- Development Plan Documents (which form part of the statutory development plan).
- Supplementary Planning Documents.

The local development framework will also comprise:

- The Statement of Community Involvement ('SCI)'.
- The Local Development Scheme ('LDS').
- The Annual Monitoring Report ('AMR').
- Any Local Development Orders or Simplified Planning Zones that may have been added.

<u>Local Plan</u> - The plan for the future development of the local area, drawn up by the local planning authority in consultation with the community. In law this is described

L

as the development plan documents adopted under the Planning and Compulsory Purchase Act 2004. Current core strategies or other planning policies, which under the regulations would be considered to be development plan documents, form part of the Local Plan. The term includes old policies which have been saved under the 2004 Act.

<u>Local Planning Authority</u> - The public authority whose duty it is to carry out specific planning functions for a particular area. Local planning authorities include district councils, London borough councils, county councils, Broads Authority, National Park Authorities and the Greater London Authority.

## M

<u>Market Value ('MV') – is the estimated amount for which a property should exchange</u> on the date of valuation between a willing buyer and a willing seller in an arm'slength transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

## <u>N</u>

National Planning Policy Framework (NPPF) - The National Planning Policy Framework sets out the Government's planning policies for England and how these are expected to be applied. It sets out the Government's requirements for the planning system only to the extent that it is relevant, proportionate and necessary to <u>do so. It provides a framework within which</u> local people and their accountable councils can produce their own distinctive local and neighbourhood plans, which reflect the needs and priorities of their communities.

<u>National Planning Practice Guidance (NPPG or PPG)</u> - supporting document to the NPPF that refreshes and updates the raft of previous Planning Practice Guidance.

<u>Net internal area (NIA)</u> - The usable space within a building measured to the internal finish of structural, external or party walls, but excluding toilets, lift and plant rooms, stairs and lift wells, common entrance halls, lobbies and corridors, internal structural walls and columns and car parking areas.

## <u>0</u>

Open Market Value ('OMV') or now more frequently the term <u>Market Value</u> ('MV' – see 'M') – is the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. The usual measure of value in this study context. Used here to build up the development scheme's *GDV* and also to distinguish between this level of value and the lower level of receipt usually associated with the affordable dwellings (see *Developer Payment*).

<u>Out of centre</u> - A location which is not in or on the edge of a centre but not necessarily outside the urban area.

<u>Out of town</u> - A location out of centre that is outside the existing urban area.

## <u>P</u>

<u>Payment in lieu</u> - A financial payment made by a developer or landowners instead of providing the planning-led affordable housing requirement on the site of the market (private sale) housing scheme (*see also "Commuted Sum/Financial Contribution"*).

<u>Payment Table</u> - This is normally referred to where a local authority prescribes or guides as to the levels of receipt the developer will get for selling completed affordable housing units of set types and sizes to a Housing Association. In this context it normally relates to an approach which assumes nil grant and is based on what the Housing Association can afford to pay through finance raised (mortgage funded) against the rental or shared ownership income flow. See also *Developer Payment*. It is sometimes used in a looser context, for example in the setting out of financial contribution levels for payments in lieu of on-site affordable housing provision.

<u>Percentage (%) Reduction in Residual Land Value (RLV)</u> - The percentage by which the residual land value falls as a result of the impacts from the range of affordable housing policy options. This is expressed as the fall in residual land value compared to a site that previously required zero affordable housing <u>or</u> a site that was required to provide affordable housing previously, but at a lower percentage.

<u>Planning obligations</u> - A legally enforceable obligation entered into under section 106 of the Town and Country Planning Act 1990 to mitigate the impacts of a development proposal.

<u>Planning-led Affordable Housing</u> - Affordable housing required on new market (private sale) housing developments of certain types (which are set locally – see "Threshold" and "Proportion" below) as set out by the National Planning Policy Framework (NPPF).

<u>Planning Policy Statement 3: Housing ('PPS3')</u> – Now obsolete national statement of the Government's planning policy on Housing – including the planning-led affordable housing we consider here.

<u>Previously developed land</u> - Land which is or was occupied by a permanent structure, including the curtilage of the developed land (although it should not be assumed that the whole of the curtilage should be developed) and any associated fixed surface infrastructure. This excludes: land that is or has been occupied by agricultural or forestry buildings; land that has been developed for minerals extraction or waste disposal by landfill purposes where provision for restoration has been made through development control procedures; land in built-up areas such as private residential gardens, parks, recreation grounds and allotments; and land that was previously-developed but where the remains of the permanent structure or fixed surface structure have blended into the landscape in the process of time.

<u>Q</u>

# <u>R</u>

<u>Rateable value</u> - The figure upon which the uniform business rate is charged.

<u>Recycled Capital Grant</u> ('RCG') - An internal fund within the accounts of a Registered Provider used to recycle SHG in accordance with Homes and Communities Agency policies and procedures.

<u>Renewable Energy/Renewal Energy Measures</u> - Measures which are required for developments to ensure that a proportion (often expressed as a % target) of total

energy needs of the scheme are supplied through renewable sources (for example solar, wind, ground heat, biomass, etc) rather than through conventional energy supply means. Usually in the context of viability studies we are referring to small scale *on-site* measures or equipment that will supply a proportion of the development's needs. Increasingly, there are also moves to investigate the potential for larger developments or groups of developments to benefit from similar principles but through group/combined/communal schemes usually involving significant plant installations.

<u>Rental value</u> - The income that can be derived under a lease or tenancy for use of land or a building.

<u>Residual Valuation</u> - The process by which *Residual Land Value ('RLV')* is estimated. So called because it starts with the *GDV* at the top of the calculation and deducts all *Development Costs* and *Developer's Profit* so as to indicate the amount left remaining (hence "residual") for land purchase – including land value.

<u>Residual Land Value (RLV)</u> - The amount left for land purchase once all development, finance, land costs and profit have been deducted from the *GDV*, normally expressed in monetary terms (£). This acknowledges the sum subtracted for affordable housing and other planning obligations where applicable. It is relevant to calculate land value in this way as land value is a direct result of what *scheme type* specifically can be created on a site, the issues that have to be dealt with to create it and costs associated with those.

<u>Registered Provider (RP)</u> - This legal definition has replaced the previously recognised term of Registered Social Landlord (RSL) and incorporates most Housing Associations. However the new definition explicitly allows both profit and non-profit making social housing providers to be registered (with the Tenant Services Agency).

<u>Regional Spatial Plan ('RSS')</u> - The spatial plan for a region, promoted and managed by the relevant regional assembly, and in the case of London – the Mayor's 'London Plan'. It comprises higher level guidance which sub-regional and local authority level planning needs to take account of as a part of delivering strategic objectives for an area. See also <u>Development Plan</u>. *ved Policies* - former *development plan* p

<u>Saved Policies</u> - former *development plan* policies whose life has been extended pending the replacement plan being in place. A formal direction is required in order for policies to be saved.

<u>Scheme Type</u> - The scheme (development project) types modelled in the appraisals consist of either entirely flatted or housing schemes or schemes with a mix of houses and flats. They are notional, rather than actual, scheme types consistent with the strategic overview the study needs to make.

<u>Section 106</u> ('S106') - (of the Town and Country Planning Act 1990). The legally binding planning agreement which runs with the interest in the land and requires the landowner (noting that ultimately the developer usually becomes the landowner) through covenants to agree to meet the various planning obligations once they implement the planning permission to which the *S106 agreement* relates. It usually sets out the principal affordable housing obligations, and is the usual tool by which planning-led affordable housing is secured by the Local Planning Authority. Section 106 of this Act refers to "agreements regulating development or use of land". These agreements often cover a range of planning obligations as well as affordable housing. There is a related type of agreement borne out of the same requirements and legislation – whereby a developer unilaterally offers a similar set of obligations, often in appeal or similar set of circumstances where a quick route to confirming a commitment to a set of obligations may be needed (a *Unilateral Undertaking* – a term not used in this study).

<u>Shared Ownership</u> - Shared ownership is an intermediate form of Affordable Housing and provides a way of buying a stake in a property where the purchaser cannot afford to buy it outright. They have sole occupancy rights.

Shared ownership properties are usually offered for sale by Registered Providers. The purchaser buys a share of a property and pays rent to the RP for the remainder. The monthly outgoings will include repayments on any mortgage taken out, plus rent on the part of the property retained by the housing association. Later, as the purchaser's financial circumstances change, they may be able to increase their share until they own the whole property (see *'stair-casing'* below). See also <u>Affordable Housing.</u>

<u>Sliding Scale</u> - Refers in this context to a set of affordable housing policies which require a lower *proportion* of affordable housing on the smallest sites, increasing with site size – to provide a graduated approach.

<u>Special Protection Areas</u> - Areas which have been identified as being of international importance for the breeding, feeding, wintering or the migration of rare and vulnerable species of birds found within European Union countries. They are European designated sites, classified under the Birds Directive.

### Social Rented Housing - see 'Affordable Housing'

<u>Stair-casing Receipt</u> - Payment an RP receives when a shared ownership leaseholder (shared owner) acquires additional equity (a further share of the freehold) in a dwelling.

<u>Supplementary Planning Document (SPD)</u> - Provides supplementary information in respect of the policies in Development Plan Documents, and their more detailed application. These do not form part of the development plan and are not subject to independent examination.

## T

<u>Tenure/Tenure Type</u> – the mode of occupation of a property – normally used in the context of varying *affordable housing* tenure types – in essence includes buying part or whole, and renting; although there are now many tenure models and variations which also include elements of buying and renting.

<u>Tenure Mix</u> - The tenure types of affordable housing provided on a site – refers to the balance between, for example, affordable rented accommodation and shared ownership or other *Intermediate* tenure.

<u>Threshold</u> - Affordable housing threshold i.e. the point (development scheme and/or site size) at which the local authority determines that affordable housing provision should be sought, or in this study context the potential points at which the local authority wishes to test viability with a view to considering and selecting future policy or policy options.

<u>Valuation Office Agency (VOA)</u> - The Valuation Office Agency (VOA) is an executive agency of HM Revenue & Customs (HMRC). Their main functions are to compile and maintain the business rating and council tax valuation lists for England and Wales; value property in England, Wales and Scotland for the purposes of taxes administered by the HM Revenue & Customs; provide statutory and non-statutory property valuation services in England, Wales and Scotland; give policy advice to Ministers on property valuation matters. The VOA publishes twice-yearly Property Market Reports that include data on residential and commercial property, and land values.

<u>Value Level(s)</u> - DSP usually carry out sensitivity testing based on a range of new build property values which represent typically found prices for ordinary new developments in the area at the time of the study research.

<u>U</u>

V

<u>W</u>

<u>X</u>

<u>Y</u>

<u>Yield</u> – In this study context, as applied to different commercial elements of a scheme (i.e. office, retail, etc.). Essentially indicates the percentage (%) of the capital value of the property represented by one year's rental income – i.e. the rental (investment) return. In this study context a lower yield (lower %) assumption generally represents a greater envisaged strength of lease (occupier) covenant and greater certainty / lower risk over the security of the rental income (security or stability of the development / property type investment, therefore). Related to this, in turn a lower yield % produces a higher rental capitalisation (a higher multiplier, or Years Purchase – 'YP' – applied to the annual rent). The converse applies as the yield % increases (a higher yield assumption means a lower multiplier applied to the annual rent).

<u>Z</u>